

aircraft and spare parts rose to over \$40 million in 1989, which augurs well for additional market penetration by such value-added products in the future.

In Venezuela, Canadian consulting engineers played a key role in the execution of projects directed at the improvement of the country's water resources. A Montreal-based firm is implementing three projects in the Valencia-Maracaibo region, which will rehabilitate groundwater resources and provide improved watershed management for urban water supplies and for agricultural applications. These projects have been financed by the Export Development Corporation (EDC) and are valued in excess of \$200 million.

A Canadian consulting firm is currently finalizing a rehabilitation plan for Lake Maracaibo, which has been the site of extensive oil drilling and is associated with environmental degradation. The Industrial Cooperation Division of the Canadian International Development Agency (CIDA) is supporting the study.

Canadian mining firms have found wide application for their products and services in Chile, Canada's most important market for Canadian mining

equipment and services. Equipment sales of over \$20 million per year accrue to Canada from the Chilean mining sector.

Over 50 Canadian firms participated at the Expomineria 90 Exhibition and Symposium in Santiago in May 1990. Canadian investment in local mining properties has increased significantly over the past three years. Total Canadian mining investment in Chile exceeds U.S.\$1 billion, with Canadian mining companies holding title to Chile's largest gold property.

Canada has also been very successful in regional telecommunications development. A Canadian consortium was awarded a U.S.\$39 million contract for a cellular telephone system for the city of Brasilia and will be bidding on similar requirements for at least seven other Brazilian cities.

Potential export opportunities for advanced switching products, fibre optics systems, rural cellular telephone systems and local area network expansion offer good opportunities for Canadian suppliers in Brazil, Chile and Colombia, which are key markets for Canadian industry.

South America remains an important market for Canadian value-added products, as well as traditional sales of