

(1) DESPITE THE ECONOMIC CRISIS, THE LATIN AMERICAN AND CARIBBEAN STATES ARE IMPORTANT TRADING PARTNERS FOR CANADA:

- TWO-WAY TRADE TOTALLED \$7.5 BILLION IN 1988, EXCEEDING THAT OF OUR TRADE WITH CHINA AND THE ASEAN COUNTRIES COMBINED, AND ABOUT EQUAL TO OUR TOTAL TRADE WITH EASTERN EUROPE, OCEANIA, AFRICA AND THE MIDDLE EAST. AFTER THE U.S.A., WESTERN EUROPE AND ASIA, THE REGION IS OUR MOST IMPORTANT MARKET AREA, ONE IN WHICH WE HAVE A LONG TRADITION OF INVOLVEMENT AND WHICH PROVIDES US AN ENVIABLE BASIS FOR EXPANSION AS OPPORTUNITIES IMPROVE.

(2) THE LATIN AMERICAN/CARIBBEAN AREAS ARE QUALITY MARKETS FOR CANADIAN GOODS AND SERVICES:

- ABOUT 30% OF OUR EXPORTS TO THE REGION ARE FINISHED GOODS. WE HAVE HAD SUCCESS IN EXPORTING HIGH TECHNOLOGY PRODUCTS AND SERVICES SUCH AS SATELLITES, TELECOMMUNICATIONS SYSTEMS, URBAN TRANSPORTATION EQUIPMENT AND SPECIALIZED ENGINEERING SERVICES TO A WIDE ARRAY OF REGIONAL PUBLIC AND PRIVATE SECTOR CLIENTS. IN 1987, OUR EXPORTS TO LATIN AMERICA AND THE CARIBBEAN CREATED JOBS FOR MORE CANADIAN WORKERS, ENGINEERS, RESEARCHERS AND MANAGERS THAN THOSE TO THE REST OF THE WORLD OUTSIDE THE U.S.A. - A FACT WHICH MANY CANADIANS WOULD NO DOUBT FIND SURPRISING.