

Jamaica

Over the years, Canada and Jamaica have developed strong and complementary commercial linkages in a number of business sectors. Two-way trade between Canada and Jamaica grew to \$302 million in 1994 from \$275.6 million in 1993. Traditionally, Jamaica has enjoyed a trade surplus with Canada of about two to one (\$211.5 million to \$91.1 million), largely due to its exports of bauxite and alumina to Canadian aluminum smelters which accounted for \$174.6 million in 1994. Apart from the significant imports of alumina, Canada maintains a favourable balance of trade in all other areas of commerce with Jamaica. Rum, tropical fruits and vegetables are significant exports to Canada, as are Jamaican apparel goods which have surged in recent years.

Canadian exports to Jamaica are dominated by telecommunications equipment, newsprint, fish and

processed food. Canadian services companies, notably architectural, engineering and consulting firms, have achieved impressive successes recently and are likely to win additional contracts.

Canadian investment in Jamaica is over \$300 million and is concentrated in the mining (Alcan) and financial (CIBC, Scotiabank) sectors. Scotiabank Jamaica, with 45 outlets, is Jamaica's second-largest and most profitable bank.

A Canadian consulting services mission to Kingston, in February, resulted in a number of important contacts with Jamaican business interests.

The Canadian Embassy in Jamaica is responsible for the Bahamas and Belize. Canadian companies that are interested in these two areas should contact the Embassy in Jamaica.

Bahamas

The Bahamas represents another small but important market in the region for Canadian goods and services building on solid commercial linkages between the two countries. Tourism accounts for nearly 70 per cent of the Bahamas' GDP, financial services 11 per cent and agriculture and fisheries 10 per cent. In 1994, two-way merchandise trade totalled \$62 million with the Bahamas enjoying a positive trade balance. Major Canadian exports include telephone equipment, flour, medicaments, engine repair and overhaul, and refined sugar. Canadian direct investment was estimated at US\$270 million in 1993 and the Bahamas remains an attractive investment location, particularly in tourism and financial services.

Belize

With their historic ties as members of the Commonwealth, Canada and Belize have enjoyed excellent trade relations throughout the years.

Belize is a small economy which is led by the private sector and based primarily on agriculture exports. From 1992-1994, Canada-Belize trade grew by over 100 per cent, largely due to an increase in Canadian imports, making Canada Belize's fourth-largest trading partner, after Mexico, the U.S. and CARICOM. In 1994, Canada exported \$4.8 million worth of products and services, primarily in telecommunications, petroleum,

plastics, paper and pharmaceuticals. The largest share of imports from Belize, valued at \$17.7 million in 1994, was found in products such as raw cane sugar, orange juice, meat, seafood and apparel.

New opportunities for Canadian companies are strongest in the emerging telecommunications, energy, tourism, infrastructure and services sectors. Canadian firms have been successful in winning contracts for consulting services and supplier arrangements, primarily in the areas of water and sewage, energy and telecommunications.

Barbados

Canada and Barbados have a strong tradition of excellent relations based upon trade, investment, tourism and other commercial linkages.

The balance of bilateral trade has been strongly in favour of Canada since the mid-1980s. Two-way trade

was close to \$50 million during the early 1990s with Canadian exports at about \$30 million-\$35 million. Following slight decreases in 1992 and 1993, a

Continued on page VI- Barbados