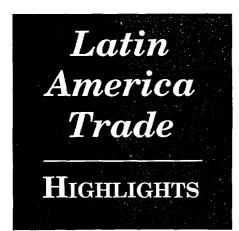
LATIN AMERICA AND THE CARIBBEAN

Periodically, CanadExport will publish "fact sheets" on countries or regions with which Canada does business. Presented here are Canada-Latin America / Caribbean facts.

- By the year 2000, the Caribbean and Latin America will provide a market of 600 million people with purchasing power of US\$1 trillion.
- Canadian exports to Latin American and Caribbean markets reached \$3.2 billion in 1992, while imports from this region to Canada amounted to \$5.8 billion.
- The asset value of Canadian investment in Latin America now tops \$7 billion, with Chile accounting for about \$2.2 billion.
- Major Canadian exports to this region (January to March 1993) include wheat, wood pulp and paper products, newsprint, automotive vehicles and parts, coal, sulphur, telecommunications equipment, potassium chloride, and electrical parts.
- Major Canadian imports from the Latin American region (January to March 1993) include agri-food products, metals, telecommunications equipment, and consumer products.

- Sectors offering Canadian export opportunities in this region include automotive, agri-industrial, computer software, consumer products, environmental protection and control, oil and gas, plastics, pulp and paper, mining, telecommunications, engineering, and construction services.
- Recent Canadian company success stories based on export performance in Latin America and the Caribbean include Agrodev Canada Inc., Omega Recycling Systems, Ven-Rez Products Limited, Millar Western Industries Ltd., Kenonic Controls, GM Canada Diesel Division, and Good Year Canada.
- During the October-December 1992 period, 14 Canadian missions reported the following business activities:
 - 70 export sales worth \$119.54 million;
 - 13 new buying connections and 42 agency agreements;
 - 14 new joint ventures worth \$1.19 million;
 - 1 Canadian investment in this region; and
 - 7 technology transfers worth \$1.69 million.



\$22 million sale of fibre optics (Sao Paulo)

\$12.3 million sale of radar system (Santiago)

\$2.5 million sale of oxygen plant (Lima)

\$1.65 million sale of sensors for rolling mills (Caracas)

\$1.5 million sale of filtration system (Mexico)

\$1.2 million sale of the data centre automation system (Mexico)