

Latin America as a whole with a deceptively favourable balance of trade with Canada. Other major import commodities—save for coffee, which Canada imports from 15 Latin American countries—also tend to be limited to certain areas, for example, raw cotton coming almost exclusively from Mexico and Colombia, and bananas from Ecuador and Central America.

Generally speaking, the Canadian market is a free market, with few restrictions on imports and relatively low or non-existent tariffs on many of the products of interest to Latin American countries. In the last analysis, the level of sales of Latin American goods in Canada will depend on the promotional efforts of the Latin Americans themselves. It is nevertheless in the Canadian interest to facilitate such sales, both for their favourable effect on the economic development of the region and for their effect on Latin America's ability to buy Canadian goods in turn. So long as the legitimate interests of Canadian producers are safeguarded, therefore, the Canadian Government may have a useful role to play in assisting these efforts.

Official statistics do not provide comprehensive data on Latin American investment in Canada or on Canadian investment in Latin America. However, the latter clearly runs to several hundred million dollars and is increasing. Like all foreign investors, Canadians must be prepared to accept the host countries' terms with regard to such matters as corporate control and taxation, training of local personnel and their employment in responsible positions, and local processing of raw materials. By and large, Canadian investment is welcomed in Latin American countries and there is considerable evidence that business can be done satisfactorily on the terms now available.

Some Canadian banks are established in Latin America and a few Canadian insurance companies do business there. In recent years the number of Canadian engineering and consultant firms doing business in Latin America has increased very noticeably; these firms are now closely associated with the development process in several Latin American countries. Tourism, which is a relatively more important foreign-exchange earner for some Latin American countries than for Canada, is dealt with separately towards the end of this paper because of its importance in fostering people-to-people relationships.

Peace and Security

In the United Nations and, in particular, in some of its agencies such as the Security Council, the Disarmament Committee at Geneva and the International Law Commission, Canada has had significant dealings with