

- b) the lack of relevant, reliable and up to date information about the TCI economy and commercial opportunities reaching Canadian suppliers;
- c) inadequate Canadian trade representation in the region;
- d) greater familiarity of TCI residents with US products; and
- e) proximity to the USA (ie lower telephone/telex charges, faster delivery and postal service).

The Canadian Export Association (CEA) should be invited to the proposed information exchange. It is of particular importance that the Brewers Association of Canada and the Canadian Construction Association be invited to attend the proposed seminars. The Canadian Construction Association represents over 20,000 member firms, most of which work in the non-residential construction industry. The Canadian Construction Association has, through its submission to the House of Commons Standing Committee on External Affairs and International Trade (March 1987) put forth a number of recommendations regarding Canadian aid to developing countries. Therefore, the Canadian Construction Association must be invited. The submission made by the Canadian Construction Association to the Standing Committee on External Affairs and International Trade (Appendix 12) should also be reviewed by the Department of External Affairs.

Of course, our Canadian lumber should definitely be exported to the Islands, particularly in view of the millions of dollars worth of development underway. Consequently, the Council of Forest Industries (COFI) should be included among those associations invited to the proposed information seminars.

Recommendation 7

Canadian suppliers of goods and services should be approached to determine their interest in participating in the proposed seminar to exchange information and views on the constraints and opportunities to increasing trade with the Islands.

VII. CANADIAN IMPORTS FROM THE TURKS AND CAICOS ISLANDS

In 1988 Canada imported only Cdn \$8,000 worth of goods from the TCI. These consisted solely of live trees and other plants, bulbs, cut flowers, etc, all of which were destined for Ontario. Traditionally Canada has not imported some of the TCI lobster tails, conch meat and scalefish (US \$3.5 million in FY 1984/85 which regularly go to the US market.) With the re-opening in 1989 of the salt industry on Salt Cay by U.S. investors, the Islands may be in position to export sea salt to Canada for the health food market.