

CANADA - GUATEMALA TRADE

Guatemala's broad economic base; its diverse endowment of rich agricultural land, hydroelectric potential, energy and mineral wealth, offers innumerable opportunities to its trading partners.

Throughout the 1980's, Canada's exports to Guatemala expanded considerably. Prominent in this trade were Canadian engineering skills, construction expertise, oil drilling and management services. In 1983, however, Canadian exports declined to \$15.3 million and have only modestly recovered in the years since.

Guatemala's exports have averaged \$35 million for much of the late 1980's. Coffee, fruit and clothing are the major export commodities accounting for over 90% of total sales to Canada. Canada's exports to Guatemala totalled \$18.4 million in 1988. Shipments consisted primarily of chemical, agricultural and mineral products, including an even mix of polyethylene resin, fertilizer, newsprint, canned fish and other foods, zinc and aluminum.

Guatemala's recent economic recovery has resulted in improved market opportunities in a number of sectors, particularly construction and tourism. The heightened demand for consumer goods, agricultural products and raw materials, and the greater diversification of the Guatemalan economy in general, signify real growth potential in the two-way trade between our countries.