

Recommendation 4

The Department of External Affairs should consider, based on the interest of the Canadian private sector in participating in the proposed information seminar on the Turks and Caicos Islands, adding the TCI to its 1988 transportation study on the Caribbean.

Recommendation 5

Air Canada and Canadian freight and charter carriers should be approached to determine their interest in participating in such a seminar to exchange information on constraints and opportunities to increasing Canadian trade and investment with the TCI.

Recommendation 6

Canadian shipping lines, transport, freight and forwarding companies should be approached to determine their interest in participating in a seminar on the Turks and Caicos Islands. As an example of some companies which should be invited to attend such seminars see Appendix 11: Liner Vessels Engaged in Direct Service between Canadian Eastern Ports and Caribbean and North-East Coast of South America (December 1988 to March 1989).

VI. CANADIAN EXPORTS TO THE TURKS AND CAICOS ISLANDS

In 1988 Canada exported Cdn \$673,000 worth of goods to the TCI. This represented less than 2% of the Islands' estimated imports of over US \$30 million. The TCI economy is relatively small, but imports have been expanding rapidly (over 110% in the first half of this decade.) Apart from fuel, the Islands' major imports are food and tobacco products and manufactures. With continued expansion in the TCI tourist facilities and continued growth in tourism, the market for building supplies and equipment, food and beverages, furniture and bedding, architectural and engineering services, etc. presents very interesting opportunities for Canadian firms.

Canada is not taking advantage of the market and its potential growth. Indeed, a number of importers in the TCI have indicated an interest in diversifying their sources of supply if Canadian exporters can respond to the Islands' demand for goods and services at competitive prices. Our limited success to date in the TCI market for imported goods and services is a result of several factors:

- a) the relative costs and problems of shipping from Canada compared to sourcing from the USA;