

## CANADA - PANAMA TRADE

Panama and Colon Free Zone (CFZ) represent both an attractive domestic market and a convenient distribution centre for Canada's exporters.

Over the course of the 1980's and early 1990's the balance of trade between our two countries has been in Canada's favour due to a recession in the Panamanian economy.

The composition of Panama's exports to Canada closely approximate that of its immediate Central American neighbours, in spite of the fact that its economy is considerably more diversified. Bananas, coffee, pharmaceuticals and shrimp are the principal Panamanian exports to Canada which totalled \$6.3 million in 1992.

Despite Panama's economic difficulties, Canada exported \$17.7 million worth of paper (newsprint), gold, chemicals, meat, lentils, pharmaceuticals, fabrics, telephone apparatus and other consumer goods to the market in 1992. Compared to 1991, 1992's exports slightly decreased by 3%. Although exports have increased over 1990 to 1991, they are still below the \$40 million shipped in 1986 before the removal of the Noriega government in December 1989.

The anticipated resurgence of the Panamanian economy presents excellent opportunities for Canadian suppliers to re-establish themselves in this trading relationship. Agricultural commodities, foodstuffs, construction materials, telecommunication equipment, autoparts and consumer goods are only a few of the items Panamanian importers will be shopping for in the international market. Canada is well-positioned to meet this demand.