

## **Canada and Latin America: A Growing Trade Relationship**

- The fast-growing liberalizing economies of Latin America have become priorities for further trade and investment links with Canada.
- Structural economic reforms and extensive privatization of key sectors have created important new opportunities for Canadian firms.
- Trade with all four nations to be visited by Team Canada '98 — Mexico, Brazil, Argentina and Chile — has grown over the past several years. Canada is committed to consolidating and expanding these relationships.
- In addition to bilateral trade and investment links, Canada is building long-term, institutional links with the region.
- Canada has been at the forefront of efforts to begin negotiations on the Free Trade Area of the Americas (FTAA), which the nations of the hemisphere hope to launch in April 1998.
- Through the 1994 North American Free Trade Agreement (NAFTA), Canada's first such agreement with a Latin American nation, Canada has developed an important business relationship with Mexico.
- The July 1997 Canada-Chile Free Trade Agreement gives Canada a new free-trade partner and a significant base in South America.
- Canada is discussing an expanded trade relationship with Mercosur, South America's predominant trade group. Brazil and Argentina are members of Mercosur, and Chile is an associate member.

### **Free Trade Area of the Americas**

- The 1994 Miami Summit of the Americas created a broad blueprint for greater economic, political and social co-operation among the nations of the Western Hemisphere.
- An integral part of this blueprint was the Free Trade Area of the Americas. Thirty-four leaders, including Canada's Prime Minister, announced that an area would be negotiated by 2005.