

try. The Trade Fairs and Missions Program contributed more than \$80 million in projected export sales as a result of participation in 14 regional trade fairs and 30 trade missions. The Bogota International Trade Fair alone resulted in more than \$6 million in immediate sales. The largest solo Canadian event was a successful building products show in Trinidad in which 42 Canadian firms participated.

Visits by ministers have enhanced both political and trade relations with countries of the region. The Prime Minister and a delegation of businessmen visited Mexico in 1982. Canadian ministers travelled to Brazil, Mexico, Colombia, Venezuela, and Trinidad and Tobago. Ministers from Peru, Colombia, Nicaragua and Mexico visited Canada. In July, President Figueiredo of Brazil led a mission which included several ministers and more than 100 businessmen to Canada. During that visit he signed a Memorandum of Understanding with Canada which provides for political consultations in the context of the agreement. Canada also concluded a similar agreement with Venezuela during the year, and convened meetings of joint trade and economic committees with Cuba, Brazil, and Mexico.

In the face of strong international competition, increased Canadian focus on the area, high-quality products and more competitive export financing have resulted in Canadian firms winning major contracts for the provision of products and services such as mining and materials handling equipment in Colombia, transportation equipment in Mexico, the Brazilian domestic communications satellite system and a major overhaul of the Trinidad telephone system.

Departmental co-operation with provincial and private sector organizations interested in exporting to the region continued through participation in provincially sponsored seminars and trade missions, and notably, in the private sector, the Canadian Export Association, the Canadian Association for Latin America and the Caribbean (CALA) and the Brazil-Canada Chamber of Commerce. Strong support was provided for the CALA and Brazil-Canada Chamber of Commerce annual meeting with Government in November, as well as for CALA's Mexico and Colombia Businessmen's Committees and its Inter-American Conference on Private Enterprise, which attracted 300 visitors to Montreal in September. Officials also participated in CALA missions to Washington and the Caribbean, and in seminars on Venezuela and Colombia.

At the Commonwealth Heads of Government meeting in St. Lucia in February 1983, the Prime Minister reaffirmed Canada's commitment to a priority relationship with the Caribbean Commonwealth nations and its pledge to double development assistance to the area by 1986. A virtual tripling of development assistance to Central America over five years was announced in February 1982. Canada also continued its association with Colombia, Mexico, Venezuela and the United States in the Caribbean Basin Initiative, which promotes bilateral and international efforts to stimulate economic and social development in the area. In October 1982, Canada appointed a resident Ambassador to Guatemala with concurrent jurisdiction in the Honduras, and increased the diplomatic staff in the Embassy in Costa Rica to ensure more effective Canadian representation in Central America.