

- c) by continuing, in international bodies and elsewhere, to seek the most equitable solutions possible to the problem of low-cost imports;
- d) by taking specific measures to increase Latin American knowledge of Canadian markets and marketing methods, channels of distribution, marketing laws and regulations and other information necessary to effective promotion of trade in this country; and
- e) by joining the Inter-American Export Promotion Centre (CIPE).

Among the general problems affecting trade between Canada and Latin America is that of encouraging a more direct flow of trade in both directions. In the case of both Canadian exports to Latin America and Latin American exports to Canada, a high proportion is transshipped through the United States. There would appear to be good grounds for examining the possibility of more direct air and sea transportation, particularly with regard to air-shipments of seasonable perishables, in view of the seasonal complementarity that exists between this country and much of Latin America.

A trade which is important to both Canada and Latin America is that in basic commodities. Canada has actively participated in negotiating international agreements on coffee, sugar, tin and wheat, all of which have been of interest to Latin American countries. The Canadian Government is willing to examine proposals in regard to other commodities not yet covered by such agreements.

### *Investment*

Future Canadian investment in Latin America will be assisted by the Government in the following ways:

- a) Dissemination in Canada of information about investment opportunities in Latin America and about the general conditions under which the investments would likely be made.
- b) Investigation of investment opportunities in Latin America which could lead to joint ventures with an export potential for Canadian industry.
- c) By making EDC investment insurance available to potential investors who might desire this.
- d) By negotiating double taxation agreements where feasible and appropriate.
- e) By encouraging Canadian investors to respect the policies and interests of host countries.