

## Guyana

Canada and Guyana have reached a relatively substantial level of bilateral trade, valued at more than \$200 million in 1994, and with a number of sectors that hold considerable promise for increased trade activity. Canadian merchandise exports consist mainly of telephone equipment, fabricated metal products, food products and fertilizer, while Canada imports sizeable amounts of gold, aluminum ores and rum products.

A number of Canadian firms have contributed significantly to Guyana's economic development. Cambior Resources of Montreal and Golden Star of Edmonton are very active in Guyana's gold industry, jointly operating the largest gold mine in South America. Several other Canadian companies are also active in the country, particularly in activities such as aerial surveying and mapping, timber resource development, utilities, environmental engineering, and banking and finance. Guyana's resource base of minerals, forests and fisheries is not unlike that of Canada, providing a solid basis for joint ventures and technology transfers between the two countries.

Opportunities for Canadian consulting engineering services in projects funded by international financial institutions are excellent. Several major infrastructure initiatives are planned in roads, water and sewage, coastal management, and power generation.

There is also good investment potential for Canadian firms as the Government of Guyana proceeds with its privatization program that will affect a number of state-owned enterprises, including the Guyana Sugar Corporation, the Guyana Electric Corporation, Guyana Airways, Linden Mining, the Guyana Pharmaceutical Corporation, and several state banks. To this end, the Guyanese government is strongly encouraging joint ventures and other partnership arrangements with foreign firms.

There is considerable goodwill in Guyana towards Canada and Canadian products and services. In the late 1980s, when Guyana was suffering through serious economic recession, Canadian development aid helped the country on the road to recovery. This should give Canadian firms an added advantage in pursuing trade and investment opportunities in Guyana.

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rejuvenation took place in 1994 with two-way trade again reaching the \$50-million range and Canadian exports totalling \$35 million.

Canada's principal exports to Barbados are telephone equipment, potatoes, newsprint, meat products, books and other printed matter. Canadian consulting engineering and construction firms are also winning service contracts in a variety of sectors such as coastal conservation and water and sewage treatment.

Leading imports from Barbados include electrical components, molasses and rum. Tourism also contributes significantly to the country's economy — over 65,000 Canadians visit Barbados annually.

Canadian investments in Barbados total more than \$100 million and are concentrated in financial services, electronic component manufacturing, transportation, flour milling and other agri-food processing. Canadian exporters and investors receive substantial support from EDC which continues to be very active in the area.

## OECS

The OECS is comprised of seven member countries, Antigua and Barbuda, Dominica, Grenada, Montserrat, St. Christopher/Kitts and Nevis, St. Lucia, and St. Vincent and the Grenadines, and one associate member, the British Virgin Islands.

Two-way trade with OECS countries was \$34.9 million in 1994, with Canadian exports accounting for \$30.9 million. Canada's main exports to the area include telephone apparatus and parts, steel pipe, aircraft parts, pharmaceuticals, construction products, hardware, and paper products. The bulk of Canada's imports from the OECS are made up of fresh fruits and vegetables, precious stones, spices and sauces.

Canada's trade program with the OECS is administered by the Commercial Section of the Canadian High Commission in Bridgetown, Barbados. It recently organized a mission of Canadian trading houses to the Eastern Caribbean States. With the small size and wide dispersion of markets in the Caribbean, trading houses have proven to be particularly well suited as distribution channels for Canadian products in the region.