

needed if trade with Latin America is to reach its full potential in the decade ahead. On the export side, what is required is not so much a change in particular aspects of policy—which remains based on a general exchange of most-favoured-nation treatment—as a more systematic approach to trade with Latin America and integration of this approach into Canada's general policy toward Latin America. With regard to imports, the central question is how to find ways of enabling the Latin American countries to sell more in Canada and other developed nations.

Among the measures to be taken to expand Canadian exports are the following:

- a) Development of a carefully-conceived programme of selected priorities in the promotion of trade, including identification of, and concentration on, particular industrial sectors and types of technical expertise in which Canada has special competence and to which Latin American development programmes attach importance.
- b) Maintenance of closer and more comprehensive contacts with Latin American governmental and intergovernmental bodies dealing with trade and development, with regional development agencies, and with those international economic organizations of which both Canada and the Latin American countries are members and in which they may collaborate to ensure the achievement of common objectives.
- c) Broader use of the credit and insurance facilities afforded by the Export Development Corporation.
- d) Maintenance and improvement of access to Latin American markets for Canadian goods, both bilaterally and through international moves toward further liberalization of world trade.

The Canadian Government will facilitate imports from Latin America in the following ways:

- a) by continuing, in international bodies, to adopt a positive attitude toward the adoption of a system of general, non-reciprocal, non-discriminatory tariff preferences which would facilitate the export of manufactured and semi-manufactured goods by the developing countries;
- b) by continuing, in international bodies and elsewhere, to adopt a positive attitude toward the removal of tariffs on tropical food-stuffs;