

Toupin, is here with me today as is the Director of the Canada Trade Centre, Mr. Dale Carl.

The trade centre will be a vital link for the Canadian private sector in their dealings with their counterparts in Dubai. It will facilitate contacts, ensure follow-up, assist in the selection of agents and improve our understanding of the local market. I encourage all of you to utilize this resource to its fullest.

The partnership we have established with the Canada-Arab Business Council is unique. Their members include some of the most important leaders of Canadian industry with intense interest in your region.

Through the support we are able to offer the Council, missions are mounted to the region, meetings and seminars are held in Canada and important consultation and liaison is maintained in Canada between the private sector and the government. This is a partnership that works well, one that I am sure the Canada Trade Centre here will enhance even further.

As we look to the future, I believe three areas should be the focus of our efforts. First, there is a great potential for Canadian participation in the development of Dubai itself. Already, Canadians play an active role here. While the export of barley and wheat continues to be an important part of our relationship, new areas of growth, particularly in the service sector, have been notable. Educansult has been responsible for the development of the entire system of Colleges of Higher Technology in the United Arab Emirates, including Dubai.

CANSULT has supervised the reclamation of approximately 10,000 hectares of land. Standard Aero has an ongoing contract for the maintenance of helicopter engines for the government. Companies such as Scimitar at Dugas and International Petroleum Consultants, who are independent drillers, are participating in your vibrant petroleum sector.

And Canadian experts in environmental clean-up and monitoring will participate in your Environmental Conference in September.

The Royal Bank of Canada has operated here for a good many years and others such as NORR Associates and UMA have opened or are planning to open offices as well. And Canadians are involved in the financial, health care, education, transportation and energy sectors in the Emirates. There is great potential for growth in these and other areas.

Second, Dubai's unique position and potential as a gateway to the Gulf can be an important element in our future relationship. The broad range of banking, trading and commercial enterprises which