

We chose to launch Canada Expo '93 in Venezuela. The decision was determined partly by our historic trading relationship and partly because of the dynamism of your economy, which led all of South America in economic performance in recent years. Your performance is impressive.

I believe that this expansion is a direct result of your government's efforts to open the domestic market and make economic reforms. All countries, including Canada, have found that these are policies that lead to economic renewal.

Canadian exporters contributed to the growth in Venezuela. In the first 10 months of 1992, Canadian exports to Venezuela increased by 6 per cent to reach \$266 million, and are expected to exceed \$300 million when the full figures for the year are in. Among your major imports from Canada were wheat, newsprint, wood pulp, motor vehicles and gas turbines.

We are aware that Venezuela is striving to diversify its economy. Thus, it is especially noteworthy that Canadian exports to Venezuela increasingly reflect your country's efforts to move beyond the oil extraction economy. By the same token, we also welcome your increasing non-oil exports to us, such as tropical fruit. For the period from January to September 1992, our exports of finished products, such as steam and vapour generating boilers, increased by 1,000 per cent, gas turbine parts by close to 30 per cent, iron or steel products by close to 50 per cent and equipment for temperature treatment of material by 300 per cent.

These are products that build industrial muscle, strengthen your economic drive and support the diversification of your economic base. Venezuela's main import sector, equipment and machinery, is valued at US\$3 billion. Canada's 3 to 4 per cent share of that market is already showing signs of improvement. In fact, we have some entrepreneurs and trade people present today who plan to reshape those statistics dramatically in our favour.

Venezuela is improving and privatizing its telecommunications and transportation networks. Canada has been engaged in a similar process. Given the vast size of our country, Canadians have become very good at overcoming time and space by developing telecommunications and transportation technologies. We have much to share with you in these two key technologies, much that other nations cannot equal. In fact, you can see for yourselves Canada's telecommunications expertise on display at the Canadian Pavilion at the Com Expo show here in Caracas in May.

Venezuela plans expansion in its resource-based sectors. In particular, Venezuela's economic locomotive, *Petroleos de Venezuela*, plans to spend more than US\$40 billion over the next