

PRESIDENT MAYOUX, MR. AMBASSADOR, DISTINGUISHED GUESTS, LADIES AND GENTLEMEN - BONJOUR.

C'EST UN GRAND PLASIR POUR MOI D'ETRE ICI EN FRANCE ET DE M'ADRESSER A CE GROUPE PRESTIGIEUX. THIS IS MY FIRST VISIT TO FRANCE AS CANADA'S MINISTER FOR INTERNATIONAL TRADE. I AM LEADING A DELEGATION OF SENIOR EXECUTIVES FROM NINE OF CANADA'S LEADING HIGH TECHNOLOGY COMPANIES. ALTHOUGH WE MISSED YOUR EXCITING CELEBRATION OF THE 200TH ANNIVERSARY OF THE REVOLUTION THIS SUMMER, WE HAVE COME TO FRANCE EXPECTING TO FIND A BUSINESS ENVIRONMENT EMBODYING THOSE WONDERFUL IDEALS OF LIBERTE, FRATERNITE ET EGALITE. SO FAR WE HAVE NOT BEEN DISAPPOINTED.

AS YOU MAY KNOW, I AM FROM NEWFOUNDLAND, OR TERRE NEUVE, WHICH WE NEWFOUNDLANDERS FONDLY REFER TO AS THE ROCK. WE HAVE AN IMPORTANT ANNIVERSARY TO CELEBRATE AS WELL. IT WILL SOON BE 500 YEARS AGO THAT JOHN CABOT, ALSO KNOWN AS JEAN CABOT, SAILED TO NEWFOUNDLAND AND DISCOVERED THE GREAT FISHERIES RESOURCE KNOWN AS THE GRAND BANKS. I WILL RETURN TO THIS THEME A LITTLE LATER.

NOUS NOUS RENCONTRONS PENDANT UNE PERIODE TRES MOUVEMENTEE. THE CANADA/USA FREE TRADE AGREEMENT IS NOW IN PLACE, THE SINGLE MARKET OF EUROPE 1992 IS IN PREPARATION, AND THE URUGUAY ROUND OF MULTILATERAL TRADE NEGOTIATIONS ARE REACHING THE SUBSTANTIVE STAGE.

I WOULD LIKE TO TAKE ADVANTAGE OF THIS OPPORTUNITY TODAY --

- (1) TO SET OUT FOR YOU CANADA'S KEY INTERNATIONAL TRADE OBJECTIVES, IN PARTICULAR OUR STRONG COMMITMENT TO THE CURRENT URUGUAY ROUND OF TRADE NEGOTIATIONS.
- (2) TO DESCRIBE FOR YOU CANADA'S KEEN INTEREST IN THE EFFORTS UNDERWAY HERE IN EUROPE TO CREATE A SINGLE UNIFIED MARKET BY 1993 AND TO ALERT YOU TO SOME OF OUR CONCERNS, AND
- (3) TO COMMENT ON THE GROWING TRADE, ECONOMIC AND INVESTMENT RELATIONS BETWEEN CANADA AND FRANCE, THE INCREASING GEOGRAPHIC DIVERSITY OF THAT COOPERATION AND TO ASSURE YOU THERE ARE MORE OPPORTUNITIES WHICH ARE THERE TO BE EXPLOITED BY ENTREPRENEURS SUCH AS YOURSELVES, PARTICULARLY IN LIGHT OF THE CANADA/USA FREE TRADE AGREEMENT AND EUROPEAN INTEGRATION.