

I believe that significant progress has been achieved in the GATT negotiations since last spring. Canada has made an important contribution toward the liberalizing of world trade in negotiating the FTA and the NAFTA. In the coming months, we will continue to do our part to successfully complete the round, which will bring world trade liberalization to fruition.

This is the ultimate goal of Canada's trade strategy. In the meantime, we are concluding free trade treaties at the regional level, and are looking forward to the time when trade relations worldwide are liberalized and barriers to the free circulation of goods and services are eliminated.

Fortunately for the exporters of Montreal, facilities for international trade are already in place right here in the city. This great cosmopolitan trading city can boast of having the largest international trade centre in all of Canada. Not only does it respond to more than 10,000 requests per year and manage \$3.5 million under the program for export market development (the PEMD), but it is, above all, a one-of-a-kind institution.

It is the only one to possess a multilateral aid resource centre. With this centre, it is possible to follow up on all the world's international financial institutions, which is a great help to exporters wishing to bid on projects tendered by these institutions.

The Montreal International Trade Centre is also a model of co-operation between External Affairs and International Trade Canada and Industry, Science and Technology Canada. Nor does this model of co-operation end here. It extends to the regions, where the centre offers support for numerous regional clubs made up of new exporters.

I invite you to become a part of this co-operation, whether you are just beginning or whether you are continuing a career in exporting. You are not alone. The trade commissioners in Canada and abroad are there to help you. Together, "Team Canada" will experience new successes on the world markets. The key is team spirit.

This is the model of co-operation we are looking for regionally (the FTA and the NAFTA), internationally and worldwide (the Uruguay Round within the GATT). It is one more reason why we must strive to maintain such a model within our Canada.

Today, we are facing a major decision on our future: the referendum of October 26. Some would reject the Charlottetown