

workers who make them. They represent the indispensable equipment of the new economy.

The performance of the Canadian export sector is starting to have an impact on that other vital indicator of economic growth, job creation. Canada saw the first strong evidence of post-recession job growth in 1992. A net 118,000 jobs were created in the year, and that pace will certainly accelerate as the recovery strengthens.

Economic expansion is not a force without an agent. Economies grow because people make them grow. Economies grow when people see opportunities, assess the challenges they face and then take action.

Even though the NAFTA is not yet in effect, Canadian companies are already exploring the increasingly robust and dynamic Mexican market that is benefitting from the reforms of the last seven years.

Canadians and Mexicans are signing contracts and making sales today. SR Telecom of Montreal has a \$13-million contract to supply radio systems to 535 Mexican villages. Benefitting from contacts made at a Canadian trade fair held in Monterrey, Mexico, Royal Plastics Group of Toronto is drawing up plans for a joint venture to produce panels needed for housing in Mexico.

Consider for a moment the \$1.5-million contract negotiated between Bovar-Western Research and PEMEX, the state-owned oil company. Bovar-Western Research is the first company ever to help Mexican petrochemical firms install instrumentation control for their sulphur recovery units.

Several weeks ago we learned of a \$160-million joint venture by Quebec and Spain in Canadian petrochemical production to serve the whole North American market.

These few examples illustrate the marvels of international trade. Mexico acquires much needed products and services, and Canada wins sales that create jobs at home in Montreal, Toronto and Calgary.

The sales I mentioned represent only a small sample of Canadian successes already achieved in the Mexican market.

Through trade, Mexico is finding products and services that help meet the country's need for housing, for ending isolation of rural communities and for controlling pollution. In turn, families in Montreal, Toronto and Calgary are earning good wages from highly skilled jobs and securing prosperous futures from their families.

The marketplace is doing its job.