

MARKET STUDIES ARE ALSO BEING PREPARED ON A SECTORAL BASIS; AND

SEMINARS ARE BEING CONSTANTLY HELD TO HELP YOU LEARN MORE ABOUT EXPORT FINANCING, U.S. PROCUREMENT OPPORTUNITIES AND OTHER KEY SUBJECTS.

WE ARE ALSO MOVING FORWARD ON THE EUROPEAN AND ASIAN FRONTS.

TOMORROW, I BELIEVE YOU WILL BE DISCUSSING OUR RESPONSE TO THE EUROPEAN 1992 INITIATIVE. LET ME JUST SAY THAT THERE ARE CLEARLY OPPORTUNITIES TO BE SEIZED. I WANT TO TELL YOU HOW IMPRESSED I HAVE BEEN ON MY RECENT MISSIONS TO EUROPE WITH THE SENSE OF DYNAMISM IN THE AIR, PARTICULARLY IN PLACES LIKE SPAIN. THE OPPORTUNITIES FLOWING OUT OF 1992 ARE SIMPLY TREMENDOUS. AND THE TIME TO SEIZE THOSE OPPORTUNITIES IS NOW.

AS YOU KNOW, WE HELD A MAJOR CONFERENCE EARLIER THIS YEAR IN TORONTO ON THE SUBJECT OF 1992. AND THERE IS A SECOND CONFERENCE SCHEDULED FOR MONTREAL IN EARLY DECEMBER. I HOPE MANY OF YOU CAN ATTEND.