

I'm thinking of Smart Technologies of Calgary, and the distribution arrangement they struck with Suzucom, a partnership that has given Smart Technologies access to the Nippon Telephone and Telegraph Company -- Japan's largest firm.

Just a few weeks ago there was the welcome announcement that Toyota will put up a \$30-million engine factory in Cambridge, Ontario, building on the success they've experienced with their Corolla assembly plant.

There's Northern Telecom, Dare Foods, Labatts, and Kaufman Footwear -- the list goes on and on. And I certainly hope that through the efforts of the Industrial Co-operation Forum, it gets longer and longer. As Messrs. Okawara and Lougheed said in their report: "Almost any sector where products can be custom-designed to fit Japanese needs will find a market."

The trick is to alert Canadian firms to the opportunities, adapt our products to Japanese requirements, and promote them to our advantage. As I said earlier, I believe that process is well under way. Through your efforts and the efforts of Canadians from coast to coast, I am sure we will see the bilateral relationship develop to our mutual advantage in the years to come.

Thank you.