

WE HAVE NAMED OUR CHIEF NEGOTIATOR FOR THE SUBSIDIES AND ANTI-DUMPING NEGOTIATIONS.

WE ARE ALSO MOVING IN THE AREA OF U.S. TRADE DEVELOPMENT.

WE ARE PLANNING INCREASED PARTICIPATION IN TRADE FAIRS AND MORE TRADE MISSIONS.

THERE ARE NEW PROGRAMS TO HELP CANADIAN EXPORTERS ACCESS REGIONAL U.S. MARKETS - LIKE THE NEXUS PROGRAM GEARED TO THE SOUTHERN UNITED STATES - AND ENLARGED OLDER PROGRAMS LIKE NEBS FOR OUR MARKETERS IN BORDER STATES. IN FACT, SOME OF YOU MAY HAVE BEEN WITH ME ON OUR RECENT MISSION TO BOSTON. WHERE 15 NEWFOUNDLAND FIRMS INVESTIGATED EXPORT PROSPECTS.

MARKET STUDIES ARE ALSO BEING PREPARED ON A SECTORAL BASIS, MANY OF THEM DEALING WITH NEW ENGLAND CUSTOMERS.