

*Government Orders*

Look also at the composition of these exports. Canadian exports rose most sharply in 1992 in high-end manufacturing products. This is exactly what the opposition parties are saying we should have. However, their way is to snap their fingers and hope that it will happen. Our way is to remove the obstacles to these exports, the high-end manufacturing products, that are so important to our economy and watch them surge.

Where, though? They perform particularly well—and this point bears underscoring—in those sectors where tariffs have been eliminated by the free trade agreement or where they were being rapidly phased out.

Furthermore, Canada's share of a number of U.S. markets for value-added manufactured goods is growing. The amount of Canadian manufactured products as a percentage of the total U.S. market has risen and has now reached a record level. It now represents about 2.6 per cent of the United States market. That sounds like a small figure but it is not when one considers the large U.S. market. That figure represents a 20 per cent increase in Canada's share in the U.S. manufactured goods market in just a decade.

Transportation equipment and chemical, electrical, electronic and paper products are the sectors that are leading this expansion. Canada's exports to the United States of office, telecommunications and precision instruments was valued at \$9.3 billion in 1991. That is up a remarkable 74 per cent since 1989 which was the first year of the FTA.

In the manufacturing sector these are the high-end products. They contain more value added by the highly skilled Canadian workers who make them and they represent the indispensable equipment of the new economy.

This is a success story that is rarely reported. Canadians deserve to hear of these results because if they hear them it will give them the confidence and the hope that we can compete, we are competing, we are winning

that business and we are turning that business into jobs back home.

Canada saw the first strong evidence of post-recession job growth in 1992. A net 118,000 jobs were created in that year. That pace will certainly accelerate as the recovery strengthens. Even though the NAFTA is not in effect yet, Canadian companies are already exploring the increasingly robust and dynamic Mexican market that is benefiting 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 small Mexican villages. Royal Plastics Group of Toronto is drawing up plans for a joint venture to produce panels needed for housing in Mexico.

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Consider for a moment the \$1.5 billion contract that has been negotiated between Bovar-Western Research and Pemex, a state-owned oil company in Mexico. 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.

Finally, there is the contract by SHL Systemhouse to supply computer services amounting to \$500 million over 10 years to the Mexican department of finance.

These few examples illustrate the marvels of international trade.

[*Translation*]

The sales I mentioned represent only a small sample of Canadian successes already achieved in the Mexican market. The marketplace is doing its job.

In the months and years to come, the Government of Canada will be helping more Canadians benefit from opportunities in the North American market. Two weeks ago, I announced our Access North America Program.