

Wilson Supports Bombardier and Consensys in New York

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The Honourable Michael Wilson used his visit to New York today to support Canadian companies doing business in the U.S. He met with executives of Toronto's Consensys Corp. and the president of their New Jersey-based licensee, USL Inc. ... [and] took part in the signing of a landmark licensing agreement whereby the U.S. firm will distribute Consensys's newly developed Unix software package... "This agreement represents potential early sales of over \$8 million and is just the kind of high value-added export that creates well-paid jobs in Canada and shows that Canadians are competing effectively in a free-trade environment," Mr. Wilson said ... [Later] Mr. Wilson met with executives of Montreal's Bombardier Inc., the Metropolitan Transit Authority, and the New York City Transit Authority (NYCTA) ... Said Mr. Wilson: "Bombardier is a leading contender for future orders with NYCTA, and their 1982 sale to New York, worth \$1 billion, has established them as strong competitors in this vital market."

**Statements**

" We must ensure that our [External Affairs and International Trade] staff in the field, as well as those here in Canada are up-to-date, well-trained and motivated ... This [Canadian Foreign Service] Institute is a tangible example of this government's commitment ... to a culture of continuous learning and service."

An Address by the Honourable Barbara McDougall, Secretary of State for External Affairs, to the Official Opening of the Canadian Foreign Service Institute (Ottawa, Ontario, October 1, 1992, No. 92/48, Check Against Delivery)

" ... Trade development is the name of the game when it comes to turning [trade liberalization] opportunities into export sales for Canadian companies. True, it requires resources to develop trade, investment and strategic alliances for Canadians. But the investment is a sound one ... How can we [the government] make that investment pay off for your [Canadian] company? Exportvision is all about providing detailed answers to that question."

An Address by the Honourable Michael Wilson, Minister of Industry, Science and Technology and Minister for International Trade, to ExportVision '92 Conference ( Toronto, Ontario, September 30, 1992, No. 92/47, Check Against Delivery)

" ... There are within Nation States three fundamental weaknesses that can cause disputes that go beyond their borders ... [First] is the absence or abuse of human rights ... Second ... is the absence of a developed system of democratic values and institutions, ... third ... is the inability to make responsible choices in the management of public policy ... The United Nations needs the commitment of its Member States, it needs well-thought decisions, and it needs follow-up action. Anything less is failure."

An Address by the Honourable Barbara McDougall to the Forty-Seventh Session of the United Nations General Assembly ( New York, New York, September 24, 1992, No. 92/46, As Delivered)

"...A major focus of [Canadian global interest] strengthening now lies in enhancing our role as a nation of the Americas. [Domestically] we [the government] have worked to create a resilient, private sector-led economy ... [and even though some economic figures are encouraging] we [Canadians] have got to keep pushing to make the Canadian economy more competitive ... In short Canada is also on the move, becoming a much more active player in hemispheric affairs. The partnership that is developing will make all of us more competitive, more prosperous more able to meet the challenges and opportunities of globalization."

An Address by the Honourable Michael Wilson to the Wall street Journal Conference on the Americas (New York, New York, September 24, 1992, No. 92/45, Check Against Delivery)

**Upcoming Events**

- October 5, 1992: Canada Export Awards, Montreal, Quebec (Elizabeth Hotel).
- October, 1992: ExportVision '92
- October, 1992: Canadian International Trade Month
- December 14-15, 1992: CSCE Council of Foreign Ministers Meeting (Stockholm)

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