

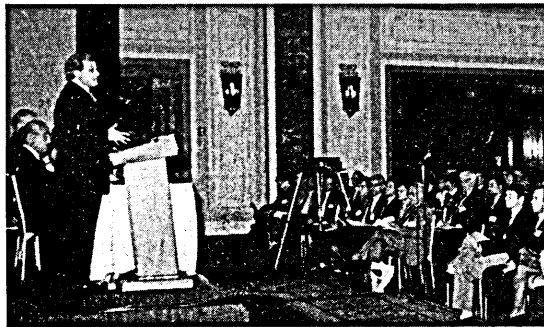
Minister Marchi Visits Miami to Advance Free Trade in the Americas

International Trade Minister Sergio Marchi travelled to Miami, December 9-10, to address the 22nd Annual Miami Conference on the Caribbean and Latin America, and to meet with Florida business leaders to promote trade and investment with Canada.

Speaking at the Miami Conference, Minister Marchi told delegates that the Free Trade Area of the Americas (FTAA) process is on track. The FTAA Administrative Secretariat has been set up in Miami under the direction of Michael Eastman, a Canadian citizen.

In June, Canada chaired the first meeting of the Trade Negotiations Committee in Buenos Aires, which established work programs for the nine negotiating groups. The Committee also set out programs for three separate bodies dealing

with electronic commerce, smaller economies, and the participation of civil society.



Minister Marchi spoke at a luncheon held by the Canadian American Business Alliance, the Greater Fort Lauderdale Convention & Visitors Bureau, and the Broward Alliance.

Earlier in December, the Committee held its second meeting in Suriname, focussing on business facilitation issues such as customs procedures.

Minister Marchi also announced that Kent Jespersen has been appointed Chair of the Americas Business Forum, which will take place in Toronto, October 30-31, 1999, prior to a meeting of the hemisphere's Trade Ministers, November 1-2, 1999.

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"What a thrill also to meet the people who administer the governments in these countries, an honour I won't soon forget," he adds. "I cannot overstate the importance of having made these contacts for the future development of Wulftec abroad."

Mission brings bonus

While Van Zuiden was thinking foreign markets, little did he know that business was also in the offing on the plane itself.

"Purely through conversation with fellow Canadian participants, we closed another half million dollars worth of deals with some eight com-

panies," says an elated Van Zuiden.

But even before the trip to Latin America, Wulftec was already a successful exporter. In the past three years, its exports have risen by almost 500 per cent, and now account for 76 per cent of total sales. At the same time, the company's employee roster has grown from 14 to 109 people.

In recognition of its exporting success around the world and its contribution to creating jobs at home, Wulftec was presented with a prestigious 1997 Canada Export Award by the Department of Foreign Affairs and International Trade as well as recognition from

the Canadian Imperial Bank of Commerce (CIBC) for job creation.

Van Zuiden believes that this award, together with the Team Canada trade mission, will be a springboard that will propel Wulftec into the next millennium.

"Bottom line? This trade mission has given Wulftec a tremendous advantage both in Canada and in South America. Team Canada has truly helped us 'Wrap the World!'"

For more information on Wulftec International Inc., contact Executive Vice-President and CEO Alec van Zuiden, tel.: (819) 838-4232, fax: (819) 838-5539, Internet: www.wulftec.com