

Many of the Canadian consulates in the USA cover areas of greater economic importance to Canada than any one of our other trading partners abroad. For example, Canadian exports to the Detroit area are worth more than Canada's exports to all of Western Europe. Exports to each of the New York and Minneapolis areas equal our exports to Japan, while the value of exports to each of the Cleveland, Chicago, Detroit, Minneapolis, New York and Seattle posts' territories is greater than the value of Canadian exports to Britain.

Investment in Canada from various regions in the USA is greater than investment from overseas, while Canadian investment in the USA has increased dramatically in recent years.

The Canadian consulates in the USA deal with issues which have a bearing on the daily lives of Canadians. They include acid rain, exports of natural gas and fisheries.

Like Canada, the USA is a country with distinct regional differences and interests that influence national policies. State governments have jurisdiction over some economic, political and environmental issues that have a direct impact on Canada. The consulates keep abreast of these regional issues and attempt to influence them in a way which protects Canadian interests.

The New York Consulate General, in particular, has an important responsibility in monitoring Wall Street and maintaining contacts with executives and analysts of the many multinational enterprises headquartered in New York. It also assists the provinces when they seek to borrow money in New York. Our consulates work closely with potential US investors in Canada, especially those in New York, Chicago, Los Angeles, San Francisco and, increasingly, Dallas.

Each Canadian consulate reports on important regional energy developments and investment prospects and, at the same time, explains the procedures of our national energy policy and Foreign Investment Review Act to Americans. The post in Boston helped to ensure a fair chance for a Canadian company to bid on and win a contract to supply that city with new buses, and the Seattle consulate has made a consistent contribution to our fisheries negotiations. Buy America legislation -- current and proposed -- has been a major preoccupation of virtually all of our missions in the USA.

The consulates also make representations and report on current transboundary issues such as acid rain, the Garrison and Skagit River Diversions, drilling near the Georges Bank scallop beds and the clean-up of the Great Lakes.

Through personal contacts, Canadian consular officers present a knowledgeable view of Canadian policy, which is persuasive but sensitive to American interests, to state politicians, senior executives, newspaper editors, the electronic media and academics.