

fair rules upon competition from which there has been no place to hide for some time.

In other words, the NAFTA promises a more gradual adjustment and greater stability than would otherwise confront employers and workers in the long run.

The real question, then, for all three countries is: Would we be better off without such a mutually agreed rule book for the years ahead? The real answer is that without NAFTA, we will all be worse off.

The Government of Canada is, more than ever, convinced that the decision we made to enter into the FTA in 1989 was the right one. The NAFTA will build on the solid achievements seen by Canadians and Americans alike under the FTA. I urge you to maintain the momentum for free trade and support quick passage of the NAFTA legislation in the U.S. Congress.

But a trade agreement, no matter how good it is, does not guarantee results alone. It creates new opportunities. But we have to act if we are going to capitalize on them.

Let me cite some reasons why U.S. companies throughout the southeast should now be considering technology transfers, licensing arrangements, strategic alliances and joint ventures with Canadian firms.

Canadian companies bring to world markets today advanced technologies in geomatics, defence, electronics, biotechnology, information technology, advanced manufacturing and industrial materials. We produce products ranging from scientific and laboratory equipment to hardware and software applications.

Canadian exporters recognize the need to streamline production and become more competitive in world markets. To an unprecedented extent, they are diversifying, participating in joint ventures, licensing agreements and distribution networks.

Small- and mid-size firms in both countries will be among those to benefit from these arrangements. For example:

- Radian Corporation of North Carolina recently licensed environmental technology to a very small Canadian concern -- MATEK Consultants. After further development of the technology by MATEK, Radian decided to invest in the Canadian operation and Radian Canada was formed in 1992. The company -- specializing in the removal and use of ash residue -- now has 20 employees and generates 15 times the revenue of the original operation;