

Indian business and I salute the interest and commitment of your members in this cause.

Canada and Canadian businesses are, as I have said, interested in developing long-term engagements. Bearing this in mind, we must increase the openings for joint ventures, technology partnerships and direct investment. Through these arrangements, Canadian and Indian businesses will not only successfully penetrate one another's markets, but will jointly exploit opportunities in third markets.

Some honourable mentions need to be cited in this connection: in telecommunications, Bell Canada International's partnership with Tata Industries in bidding for Cellular Mobile Telephone Systems; in printing and publishing, Quebecor and Teledirect's joint ventures with the Tej Bandhu Group to produce telephone directories, including Yellow Pages, in Delhi, Bombay and Madras; and, in consulting engineering services, SNC-Lavalin's partnership with Jaiprakash Industries; and these are only the tip of the iceberg.

In Canada, we have developed a forward-looking strategy known as Focus: India, which will be the cornerstone of our business development efforts. Some of you here today have been involved in the development of this effort. Focus: India is a Team Canada approach that involves federal and provincial governments and, far more important, the private sector. It aims not only to raise Canada's commercial profile in India but to facilitate Canada-India business linkages, sharing technology and expertise with Indian industry.

But this new era in the relationship cannot be limited to commercial exchange alone.

We shall continue to co-operate in areas of sustainable development, we shall embrace the rich intellectual interchange provided by our academic and cultural relations, we shall continue to work together on important issues such as the environment, and we shall continue to work through the Commonwealth and other international organizations to resolve the outstanding issues arising from the New World Order. We must also continue to address the more difficult and sensitive matters related to regional security and human rights in a mature and constructive manner.

I have a firm vision of a very close, mutually rewarding and multi-dimensional relationship between Canada and India in the 21st century.

You have my assurance that the Canadian government is committed to this goal, and that we will strive together to see this happen. Canadians look forward to building partnerships with India as it strides forward to achieve its vast potential.

Thank you.