

Trade with Kuwait has been steady but modest at about \$25 million per annum, although this jumped 60 per cent in 1990 to \$34 million; our exports consisted of cereal grains, lumber, paper, auto parts, food and health products. Clearly, Iraq's invasion and subsequent destruction of Kuwait has opened opportunities that will see billions and billions of dollars worth of expenditure in areas such as oil and gas equipment and services, communications, transportation facilities, power and electricity installations and management and other services.

In the United Arab Emirates, Canada sells a steady flow, exceeding \$30 million per year, of a diversity of products ranging from automobiles and parts to paper, asbestos and grains. Service contracts are estimated to surpass this amount.

Competition in all these countries of course is intense. However, I am confident that Canadian industry can meet these challenges. As you know, Canadian prosperity is the result of the sale abroad of almost 30 per cent of all we produce. The importance of being able to compete effectively can scarcely be overlooked. Kuwait's recovery and the growing business requirements of other Middle East markets will present some exciting market opportunities for Canadian exporters over the months and years to come. My officials, through this mission and other initiatives, will be seeking to further assist Canadian industry abroad. We need to meet the foreign competition head-on through programs and services which support Canadian business to be competitive, thereby reaching the goals of success and prosperity.

A trade mission led by a Minister can be very effective in arranging productive meetings. In these three countries we met with government leaders in portfolios that included commerce, finance, industry, communications, public works and defence. I included representatives of the business community in a number of meetings that I had with Ministers. This gave them an opportunity to promote their products or services, and I can say we were extremely well received.

The important element that is recognized by our hosts is that they warmly appreciate the support that Canada gave during the Gulf crisis. I heard from the Emir of Kuwait, from the President of the UAE, both of whom I met, that they feel our contribution in their hearts; they said they will never forget what we have done and they want to broaden and deepen the relationship that has already been established with Canada. There is a strong feeling of support for Canada and what we represent as a nation. This was also reflected in other meetings that the business people undertook. Our embassies in the region, of course, developed a specific program of individual meetings for business