

Our aid program and our willingness to accept refugees has built a strong bilateral relationship which has resulted in a strong trade relationship. Just nine years ago our trade with Thailand stood at \$150 million. Last year, it reached \$765 million. Thailand is now Canada's most important trading partner in ASEAN. That means jobs for Canadians and profits for our companies. ODA opened the door, and ODA from Canada and other countries helped lift Thailand from a low level of development to the bright future now before that country.

ODA can pave the way - both to prosperity for the recipient countries and for Canadian industry. Many winners of Canada Export Awards have reported that their first breakthrough into third world markets and their first overseas success came through aid-related contracts. It is estimated that about 10% of overall Canadian sales to the developing world are aid-generated.

Let me provide four examples.

Argo Handling Systems Ltd. of Edmonton reports that one of its corporate operations - Argo Engineering - was able to conclude a technology transfer agreement with a Singaporean company through the efforts of CIDA. CIDA provided assistance to ship Argo dock-levellers to Singapore. This led to Singaporean contracts for finished products and components with Argo. According to the company President, Gary Loblick, "This export transaction could not have occurred without the support of CIDA."

Keeprite Ltd. of Brantford, Ontario, sold over \$2 million of airconditioning equipment to the Dominican Republic last year. This contract owes its origins in starter study support from CIDA.

325 direct and indirect jobs were created at SR Telecom in St. Laurent, Quebec, through the sale of telephone assembly equipment to Turkey. This \$29 million contract was triggered by a viability study funded through CIDA.

And Ganong Brothers of New Brunswick has just set up a confectionary production business in Thailand. This private sector joint venture was put together through the industrial co-operation program of CIDA.

Now, we don't engage in ODA to develop exports. We engage in ODA to encourage development. But development means trade. It means trade now for Canadian companies supplying goods and services in many sectors. And it means trade in the future as these economies develop the capacity to stand on their own and purchase from us. It means trade through opening doors, establishing contacts, training decision-makers in those countries - activities which in the developed world we call market development'.