

Ministers representing the Provincial Governments of every region of Canada.

Let me give you two specific examples of what I am talking about:

Agri-Team Canada is a new Alberta Company of agricultural consultants. It was formed by Acres International Ltd., and Bob Francis, a Priddis rancher, who is with Agritech Consulting Services Ltd.

Prairie Microtech is an established Regina firm involved in feedlot management. It has begun to look overseas for new opportunities to sell computer software for feedlot management.

Neither company had ever sought markets in South America before - but both thought opportunities might exist.

So I arranged for them - and representatives of 26 other Canadian businesses - to accompany me on my September visit to Venezuela, Argentina and Uruguay.

Both these Western companies found export or investment opportunities that will probably translate into more jobs and growth in Alberta and Saskatchewan. They demonstrate how important it is for our businesses to reach out in the world - and their experience proves there is an immense opportunity for partnership between Canadians and countries all over the globe.

Both examples make the most important point about Alberta's opportunities in global market places - that is, that there are opportunities when we look for them, and there are great opportunities for Albertans, if we go out into the world.

I asked some of our Posts overseas for some recent examples of help that we've been able to offer Alberta exporters. A partial list includes: sales of well-head spares for gas wells in Bangladesh; \$800,000 worth of horsemeat to Italy, and a 1 million dollar sale of embryos to Australia, plastic flooring for pig and poultry farms in Perth, and an initial order for \$13,000 worth of wild mushrooms to Switzerland. Last year, 107 Alberta firms were funded under my Department's Fairs and Missions program to participate in trade fairs abroad. While the reports are