

bought more from each other. In other words, each country profited from the privileged relationship that we share. It is worth noting that the greatest increase in sales on both sides of the border came from manufactured products, those that generate skilled employment. That is what liberalized trade is all about.

Is this going to work for the NAFTA? Our industries seem to think so. Our exports to Mexico increased by nearly 90 per cent in the first 10 months of 1992, compared with the year before. The number of calls and visits to the commercial section of our Embassy in Mexico City more than doubled last year compared with 1991. In other words, the NAFTA is already having an impact a full year before it is even due to come into effect.

History has made Venezuela and Canada close friends and allies. Canada wants to build on our relationship and make it even stronger. This is the principal reason for our being here at Canada Expo '93. It is our way of saying that we want to foster closer trade ties so that Venezuela will figure even more prominently as one of Canada's greatest export markets in South America. Together, our two countries can become more competitive and can pursue other markets in the region and throughout the world. I know that this exceptional showcase will open the door to renewed trade and co-operation between Venezuela and Canada.