

PERHAPS MOST OF ALL, WE ARE SEEN AS A SOURCE OF THE PRODUCTS AND TECHNOLOGIES WHICH WILL ASSIST COUNTRIES IN THE EXPLOITATION OF NATURAL RESOURCES AND ESTABLISHMENT OF VALUE-ADDED INDUSTRIES, WHICH ARE ESSENTIAL TO THE CREATION OF WEALTH AND EMPLOYMENT OPPORTUNITIES IN THESE COUNTRIES FOR THE 1990'S AND BEYOND.

EXPANSION OF CANADIAN EXPORTS OF COURSE WILL BE FUNDAMENTALLY IN THE HANDS OF THE PRIVATE SECTOR. HOWEVER, THIS GOVERNMENT IS COMMITTED TO SUPPORTING YOUR EFFORTS TO EXPAND TRADE IN THE REGION.

WE HAVE 15 POSTS IN THE REGION STAFFED BY OVER 50 TRADE OFFICERS IN ORDER TO ASSIST YOU IN IDENTIFYING AND EXPLOITING MARKET OPPORTUNITIES.

IN 1988 MY DEPARTMENT ORGANIZED 85 TRADE MISSIONS AND 15 MAJOR FAIRS OR EXHIBITIONS IN THE REGION.

THE EXPORT DEVELOPMENT CORPORATION (EDC) SUPPORTED CANADIAN SUPPLIERS IN 35 TRANSACTIONS WORTH \$230 MILLION IN LATIN AMERICA AND THE CARIBBEAN SO FAR THIS YEAR.