

The trade development side of External Affairs has expanded geographically and sectorally, despite general departmental cutbacks. Almost 60% of External Affairs' staff now deal with trade and economic matters. We have opened new satellite trade offices in nine U.S. cities and trade posts in Osaka, Shanghai, Bombay, Lyon and Auckland. Investment and technology acquisition programs are in place and are proving their worth - there are experienced investment counsellors in place now at our key posts abroad while some 20 posts have technology development or science and technology counsellors. Our posts are keeping step with the demands of this information age - the WIN Export system gives them fingertip computer access to Canadian sourcing for all major products, while the automated trade tracking system allows us to deploy our resources more effectively in accordance with changing market needs. An example of the success of our trade promotion program, is the U.S. Corporation Centimark which now uses technology based on a rubber product produced by Dunlap of Canada. This was the result of bringing key industry decision-makers through the "New Exporters To Border States" program.

I am pleased that my colleague, John Crosbie and your President, Jim Taylor were able to announce last week that we will increase trade development by funding \$57 million over five years.

This high priority for trade assistance can be seen now in terms of the program support available to you as exporters. International Trade Centres have been opened in cities across Canada to work with industry and other government departments to actively promote your interests. There has been a special effort made to involve smaller exporters in Canadian exhibits at trade fairs and in exploration of new marketing possibilities by posts. It has been heartening to see how many small businesses have been able to make good use of the opportunities created.

We have been carefully monitoring activity under the Program for Export Market Development to ensure that it contributes effectively to our export objectives, and will respond with adjustments where necessary. We have helped the Export Development Corporation improve its services to exporters, including, in particular, instituting a "fast track" procedure for approval of Section 31 financing. This government has moved to support Canadian exports around the world, and we intend to continue on that path.