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Ring in the New Year

An Interview with Minister for International Trade Sergio Marchi

CanadExport: You were appointed Minister for International Trade in July 1997. What do you feel your major accomplishments have been during that time?

Minister: I'm particularly proud of what we've been able to do to help our smaller companies enter foreign markets and embrace the international opportunities awaiting them. In

fact, on the last Team Canada trade mission to Latin America, more than 75 per cent of the participants were small and medium-sized enterprises [SMEs]. We will also continue to build on the Team Canada Inc concept, which is the network of federal departments and agencies working in partnership with provincial and local governments and the pri-

vate sector to deliver services to Canadian exporters, big and small.

CanadExport: There is talk of comprehensive new trade negotiations being launched at the next WTO Ministerial Conference, which will be held in the U.S. in November 1999. What are your views on the new negotiations?

Minister: Throughout 1999, we will work with our international partners to build a consensus on the areas, beyond agriculture and services, where we need to develop a predictable and transparent set of rules. We see the agreements that will result from these negotiations as tools for advancing Canadian trade and economic interests. We are committed to working with provincial governments, the business community and interest groups — with all Canadians — to seek views and to establish

Continued on page 12 — Interview

Multimillion-dollar Investment Deal to Give Canada Wireless Communications Lead

A \$133-million investment deal that was officially announced last November in Montréal and Calgary between Harris Canada Inc. and the Government of Canada will considerably boost Canada's export capabilities in telecommunications products for the 21st century.

The investment will help Harris Canada develop new product lines at its facilities in Montréal and Calgary. Harris will also create a semiconductor design centre, valued at \$20 million, at its Montréal facility.

"This investment will create up to 320 new jobs in Montréal — where we will also develop chip designs for our

new wireless products — and close to 400 jobs in Calgary," says Harris Canada President Richard Peabody.

In Montréal, Harris will design and develop point-to-multipoint broadband wireless access systems, while in Calgary, the investment will enable Harris to develop wireless digital products to address

Continued on page 11 — Investment Deal



From left to right, Ron Van Dell, Richard Peabody, E. Van Cullens (Harris Canada), Minister of Industry John Manley, Minister for International Trade Sergio Marchi, President Gerry Turcotte (Communications Research Centre).

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