



Bulletin

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CANADA'S NORTH AMERICAN ECONOMIC DIMENSION

The following passages are from an address by Mr. Jean-Luc Pepin, Minister of Industry, Trade and Commerce, to the "Canada Today" seminar in Houston, Texas on September 29:

...I hope to tell you today a little of what Canada is all about – economically speaking; how important the United States is to the Canadian economy – and, I hope, how very "interesting" we are to you; how exposed Canada is to every "move" made by your country...with particular reference to President Nixon's August 15 economic measures.

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What have Canadians got to contribute to Texas and the U.S.A. in the way of oil and gas equipment or technology? Because of our very special climate, we have developed excellence in polar technology; pipelining on the tundra; drilling; preservation of the ecology and general development of the Arctic regions, which will all be of interest to you because of Prudhoe Bay and the North Slope developments in Alaska. By the way, American companies are participating in two Arctic research projects in Canada, the Gas Arctic Project and the North West Project.

Several recent developments of world-wide application in petroleum technology are uniquely Canadian:

- (a) slim-line drilling and core-sampling techniques;
- (b) tracked vehicles for tundra and muskeg;
- (c) helicopter and air-cushion vehicle logistic applications for coping with transport over tundra;
- (d) the continuous sucker rod, which is being marketed in Texas;
- (e) a computer-controlled supervisory system for oil fields, which has been installed for a California firm by a Montreal manufacturer.

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Another interesting example of the Canadian contribution is in the field of hotels, hospitals and educational equipment. American and Canadian companies have collaborated on major projects in Canada, in the U.S. and in third countries. For example, in the Main Place complex in Dallas, Canadians were the project management consultants; in the Sheraton Hotel complex in Lima, Peru, Canadians are the project managers....

In educational equipment, 13 Canadian manufacturers participated in the exhibition of the American Vocational Association Convention in Dallas in December 1968. The results were exceptional. Several firms manufacturing electrical training and woodworking equipment are exporting more than half a million dollars a year; one manufacturer of work benches and steel lockers has set up a subsidiary in the U.S. and is enjoying sales of more than \$2 million.

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CANADA-U.S. TRADE

Sticking to economics, are we aware enough of the close ties between our two countries?

(1) *We exchange goods* – to the extent of \$19.8 billion in 1970! Canadian exports to the United States last year totalled \$10.6 billion, or 65 per cent of our total exports. We, in turn, took \$9.2 billion, or 20.7 per cent, of your total exports. In the first eight months of 1971, Canada's shipments to the U.S. were 67.8 per cent of our total exports and, in the same

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