

are increasingly finding Canada an interesting place to do business, further diversifying Canadian business contacts and alliances.

While you would never know it from reading last Friday's newspapers, Canada's trade dependence on the United States -- exports and imports -- peaked in 1984, the year we took office, at 75 per cent. It has steadily declined since then. In 1991, it reached 70 per cent. In effect, we are benefiting from our proximity to the U.S. market and the more open and secure access to it flowing from the FTA, not only by selling more to that market, but also by becoming more competitive and by gaining the necessary experience to tackle overseas markets. Our Going Global strategy was designed to make sure that we take advantage of opportunities in a more unified Europe and a rapidly expanding Asia-Pacific region. Like the FTA, it too is working.

A significant number of Canadian-based firms now see North America as their home market and the world market as their vocation. I would not be surprised to see the share of trade in Canada's national income rise from one-quarter to one-third during the 1990s. And remember, every billion dollars of new exports translates into roughly 15 000 new jobs.

Proctor and Gamble, for example, have restructured their North American operations so that their U.S. plants now specialize in long production runs of standard products and their Canadian facilities are used to provide specialty products for the whole North American market. That's the kind of rational, long-term planning that makes sense, but it only made sense after we negotiated an agreement with the United States that erased the border as a major factor in commercial planning.

Similarly, Gandalf Technologies, GTE Sylvania, Heron Cable, Hughes Aircraft, Kodak and Polymer International -- to name but a few -- have rationalized production to serve the North American market from Canada.

Dow Chemical, Cargill Foods, E. D. Smith, DuPont, Rubbermaid, Camco, Nikon Optical, Ganong Brothers and dozens of other companies have expanded facilities in Canada to serve the North American market. Their decisions have strengthened and enlarged their presence in Canada -- and made the jobs of their employees more secure.

Free trade's critics have their lists of companies that have closed. They recite the number of Canadians who are looking for work or who have lost their jobs over the last few