

investments in Canada -- ranging from heavy industry to consumer retailing.

I was interested to learn recently that National Vision Associates Ltd. of Atlanta will open 160 vision centres at Zellers stores, one of Canada's largest retail companies.

Investing in Canada makes good business sense.

We offer investors:

- centres of excellence;
- a supply of highly qualified personnel;
- an emerging technology base;
- research and development tax credits;
- transportation and telecommunications infrastructure;
- proximity to U.S. markets;
- a strong export orientation; and
- a world-class university system.

Foreign investors now see Canada as an attractive base for their North American operations, thanks to our highly educated work force, sophisticated infrastructure and abundant resources. Over the past four years, our net foreign investment inflow was up nearly fivefold to \$19.8 billion. With the North American Free Trade Agreement (NAFTA), these companies will secure access to Mexico along with even better economies of scale in serving a combined market of 360 million.

A recent study by the Government of Canada on trade patterns in the past 30 years shows merchandise trade between the United States and Canada has grown faster than either country's gross domestic product.

Significantly, over the past 10 years, both countries have increased their share in each other's markets. Despite a decline between 1985 and 1988, U.S. manufacturers have staged a comeback in the Canadian market. Non-transportation manufacturers saw their share of the Canadian market grow from 18 per cent in 1986 to a record 21 per cent in 1991. Canadian manufacturers, too, have reached an all-time record share in your markets. It is worth pointing out that these records have been reached since the Canada-U.S. Free Trade Agreement (FTA) has been in effect. Simply put, free trade expands trade.

Clearly, the FTA has been a win-win situation for both countries.

During a difficult economic period, total two-way trade in goods and services between our two countries increased by 16 per cent under the FTA. Trade between Canada and the United States reached \$227 billion in 1992 -- the largest two-way trading