

We, in Canada, are encouraged by the trends of our trade with Florida.

In the last year for example, one Canadian company, UTDC, successfully concluded contracts of over U.S. \$48 million with the local commuter rail authority, covering urban transit equipment. Another Canadian company, Bombardier, won a \$13 million "People Mover" contract at the Tampa airport.

Our leisure craft industry is also doing well in Florida. For example, at last year's Miami Boat Show, we sold over \$15 million worth of boats and accessories.

The future is bright for other sectors. We believe Canadian companies can competitively supply food products, building materials, children's apparel, transportation equipment, biomedical supplies, and residential furniture.

The residential furniture sector is a very good example. In Florida today is a twelve-person mission of high-end residential furniture manufacturers from the Canadian provinces of Ontario, Québec, Manitoba and Alberta. We believe the rapidly growing market here is very receptive to Canadian quality and design and that many excellent opportunities will be identified for Canadian and U.S. companies.

And, with the Canada-U.S. Free Trade Agreement in place, there are tremendous opportunities to expand and deepen that relationship even further in the years ahead. But translating those opportunities into reality takes work. And that's why I am here in Miami today - to officially open our new Canadian Government Trade Office; a presence which we hope will develop further our commercial and economic relations with Florida and the southern United States.

It is part of our conscious effort to increase our ties across the entire dynamic southern United States; to ensure that Canada trades not only with New York, Michigan, Minnesota and Washington State, but Florida, Texas, Arizona and California as well.

And I can tell you we have chosen one of our most dynamic senior Trade Commissioners, Mr. Stewart Beck, to head the Miami office.

So please call on Stewart to discuss any of your trade and investment ideas. Remember the name - Beck - and call. Stewart will be our man in Miami to make the Free Trade Agreement work for us.