

OECD in overall economic performance. The December, 1989 OECD economic survey of Canada spoke of Canada's impressive output growth and employment creation in 1989 - our first year under free trade. Business investment in non-residential construction, machinery and equipment for the first three-quarters of 1989 was up 12 per cent over the same period in 1988.

Preliminary trade figures for 1989 show a 2.6 per cent growth in Canadian exports to the United States and a 6.4 per cent increase in U.S. imports to Canada. A significant portion of the imports to Canada are machinery and equipment being used to modernize production. Canadian industry is honing its skills to meet the inevitable challenge of global competition.

The government of Canada is ready and willing to assist Canadian exporters take advantage of Free Trade. Since April of last year, for example, 35 New Exporters to Border States (NEBS) missions have been planned and ten more are being organized. Every region of the country now has an active NEBS program.

The International Trade Centre in Moncton studied the first 60 companies that participated in the NEBS program. The companies had a success rate of 30%. Over a three year period, sales stemming from the NEBS program totalled \$30 million. This program is working. It gives Atlantic Canada the support it needs to develop new markets.

The government of Canada is encouraging other trade development efforts. Over 10,000 small and medium-sized Canadian firms took part in trade promotion programs in the United States during the 1989-90 fiscal year. A record 400 promotional events were launched in the United States during the same period. Canada has opened five new satellite trade offices (San Diego, Denver, Princeton, Miami and San Juan). These will assist Canadian companies in their export activities to the United States and help U.S. businesses source goods and services from Canada. They will also encourage U.S. investment in Canada and simplify technology exchanges and other business alliances.

I am also encouraged by the cooperation between New Brunswick and the federal government at our Boston consulate. A year ago, a special consul and trade commissioner was installed at the consulate under a provincial-federal co-location agreement. The consul has some federal responsibilities, but he primarily promotes New Brunswick interests by encouraging investment in the province.