

Good morning.

The past four years I have traveled all over the world with one main goal in mind: promoting Minnesota products.

I've been to China, Germany, Mexico, Canada and Cuba and each of those places had something in common: they were markets where trade opportunities weren't just knocking on the door, they were pounding on it.

So when something or someone is pounding on your door, you better answer, or they go away.

I'm not going to bore you with a bunch of statistics, but I'll just say that in the past four years, business with our top trade partners has really shot up.

I'll take part of the credit for getting Minnesota's name out there, but the real key is our great Minnesota products, agriculture in particular.

We all know that even if you buy something once, if it's an inferior product, you don't come back.

Here in Minnesota, we take pride in our products and it shows.

- In Cuba... (Cuba/Minnesota farm connection)
- In Japan...(Japan/pig farmer connection)
- In Mexico...(Plant that processes Minnesota corn)
- In China...(Hormel processing plant in Beijing)

I can tell you we have an excellent reputation out there, and it's only going to keep getting better.

And as it does, business gets better too.

Of course the government does need to start doing its part a little more in some cases, like stopping that ridiculous practice of tying the price of milk to how far you are from Eau Claire Wisconsin.

But we'll let those politicians worry about that—we've gotten them started, now they need to finish it.

So my best advice to you is: keep doing what you're doing. You have helped put Minnesota on the world map when it comes to trade.

Governor Jesse Ventura  
Agri-business Council  
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Now it's time to reap the benefits. Thank you.