

CONVINCE OUR JAPANESE BUSINESS FRIENDS THAT, IF OUR RELATIONS ARE GOING TO REMAIN HEALTHY, THERE MUST BE ADVANTAGES AND BENEFITS FOR BOTH PARTIES. IF ONE OR THE OTHER PARTY FINDS ITSELF DISADVANTAGED, THE FOUNDATIONS OF THE RELATIONSHIP WILL CRUMBLE.

THEN THERE ARE THE DEVELOPING COUNTRIES AND THERE, THE POTENTIAL FOR AN INCREASE OF OUR EXPORTS IS CONSIDERABLE. THE POOREST COUNTRIES NEED EVERYTHING, WHILE THE COUNTRIES WHICH HAVE REACHED AN INTERMEDIATE STAGE OF DEVELOPMENT REQUIRE THE PRODUCTS WHICH WE DEVELOPED FOR OUR OWN, PRODUCTS WHICH WE MANUFACTURE QUICKLY, WELL AND AT A COMPETITIVE PRICE BECAUSE WE HAVE THE CAPABILITY IN AGRICULTURE, FORESTRY, TELECOMMUNICATIONS AND TRANSPORT SECTORS. THINK OF WHAT WE HAVE HAD TO INVENT, ADAPT AND IMPROVISE FOR OURSELVES, IN ORDER TO SURVIVE AND THEN TO DEVELOP OUR COUNTRY. IT IS IN THESE AREAS WHERE WE ARE MOST EASILY ABLE TO EXPORT AND WHERE WE HAVE A DISTINCT ADVANTAGE. THE NEWLY INDUSTRIALIZED COUNTRIES ARE BEGINNING TO DEMAND THESE RECENTLY DEVELOPED PRODUCTS, PRODUCTS OF THE BEST DESIGN. THEY ARE INTERESTED IN ACCESS TO HIGH TECHNOLOGY AND MORE SOPHISTICATED PRODUCTS WHICH THEIR MANPOWER IS NOW ABLE TO USE, ADJUST AND REPAIR IF NECESSARY. WE HAVE THE CAPABILITY TO RESPOND TO THEIR DEMANDS.

WE ONLY NEED THE BOLDNESS TO COMPETE WITH THE EUROPEANS

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