

In Canada, trade means jobs: we do not have a large domestic market to achieve efficient economies of scale. Instead, we rely on the free flow of trade between markets, be it across the Pacific, across the Atlantic, or anywhere else. Twenty-seven percent of our GNP is directly related to exports. One in three Canadian jobs depends, in some form, on trade. It is important to all the countries of the Pacific Rim, and many of you in this room are at the heart of significant trading activity. Trade between Pacific countries accounts for almost 40 percent of total world trade. I am pleased that tomorrow's discussion will begin with a consideration of trade and trade policy.

We all have a deep and abiding interest in helping the world move to more open trade. There are impulses to protectionism in every country, and they are easier to resist when they are resisted together. Canada is both a victim and a source of restrictive trade and investment policies. And so are we all, in different ways, and sometimes in ingenious ways.

National interests differ, and of course, must be respected. But there is an international interest too that affects us all, as part of a world that draws us increasingly together. A Canadian coined the phrase "the global village", but we all live in it. We all trade in it. We all face the challenge of pursuing our particular national objectives in a world without hiding places.

That dilemma was addressed by the member nations of the GATT in the meeting in September in Punta del Este, which launched the new Uruguay round of trade negotiations. Great sensitivity was needed, and was displayed in addressing contentious questions of services, of agriculture, of trade-related investment.

I led the Canadian delegation to the GATT, and was impressed by the degree to which cooperation in other arenas allowed countries with different interests to work together to launch the new round.

While it is always risky to single anyone out in international negotiations, I thought part of the success in Uruguay had its roots in the cooperation which the nations of ASEAN inspired in their annual dialogue. Certainly, for Canada, the habit of working directly with ASEAN helped us all make progress in both agriculture and services.