

Canadian involvement. One of our companies represented here has been involved in sales in over 90 countries.

— In mining and metallurgy Canada was involved in some 50 projects valued at \$67 million — for example a \$65-million involvement in an aluminum project in Ireland. We also supplied some \$30 million of mining equipment to your neighbour to the north, the Philippines.

— In communications and telecommunications we have experience in some 50 projects worth \$500 million. We just concluded a \$100-million contract with Korea for digital telecommunications equipment.

— For ports and material-handling equipment we supplied 14 projects totalling about \$70 million. One of our companies represented here has been successful in obtaining a \$17-million port job in Panama and has considerable expertise with bulk-handling equipment.

I regret to say that with very few exceptions such as large trucks for your mining industry, little of this great project activity has involved Australia. Thus, we would, of course, like to spread our net wider. I sincerely feel that if Canada can compete successfully in other world markets in the resource-development areas, and in manufacturing generally, then we should be able to give other offshore suppliers to the Australian market a good run for their money.

Joint ventures

One important area I would like to touch upon is the area of joint ventures between Canadian and Australian firms — not only for work in Australia and Canada, but for work in third countries such as the neighbours of Western Australia to the north. I feel that we should be embarking on a more active program in this direction.

You have developed an acceptance around the Pacific and in Southeast Asia; we have as well. The region is rich in project opportunity; we individually are successful in a few, but most go to our competitors. Perhaps, where it makes good business sense we might combine our forces.

What we need I feel, is the development of some form of an inventory of our capabilities so that we might call upon one another as opportunities arise. I have already asked my officials to determine where we might start and I hope to pursue this thought during my visit to Canberra later this week.

As a former businessman, I know that it is not necessary for me to remind you not to wait for governments to do the pioneering for your business. Our aim at the political level can only at best be to provide the framework — such as the double taxation agreement I hope to sign in a few days with your federal government. The real action must remain with the businessmen.

We have in our trading relationship come a long way together. We have one billion Canadian dollars of two-way trade flowing. Yet I feel we are only scratching the surface