

I believe the Cold War distorted the way we saw the world. It was a false prism which told us that if we fixed the problems of Europe, the world would be fixed. It was a false prism that told us that foreign policy was mostly about armies and arguments.

That prism was a prison. It prevented us from seeing that security is not just military, that it embraces other problems -- the problems of trade, of development, of the environment, of debt. It prevented us from seeing the links between those problems, the links which show that trade requires stability, that development requires democracy, that peace and prosperity cannot be pursued apart. It prevented us from addressing those problems by keeping them too low on our agendas. It prevented us from looking beyond Europe to other regions of challenge and opportunity. We put regions and problems in compartments. Some compartments we ignored. And others we treated separately. That approach was wrong and it is an approach we must now fix.

One compartment we constructed was the compartment of trade. Trade was one thing; foreign policy was another. Diplomats did not deliver dollars.

That perspective is wrong. Diplomats today are working against the clock to come up with a GATT agreement which will successfully conclude the Uruguay Round. That Round is the largest, most significant and most complex ever mounted. At stake are thousands of jobs -- \$600 billion in annual trade in services alone and \$1 trillion in government procurement. Also at stake are the consequences of failure: protectionism; trading blocs which are exclusive rather than complementary; blocs which divide regions just as they have divided nations; and trade wars which will impoverish those who trade most, countries like Canada.

Diplomats are trying to prevent that. Diplomats are also out there selling Canadian goods and services. Through 127 trade offices around the world and 11 international trade centres across Canada -- including 2 in Edmonton and Calgary -- Canadian diplomats are helping to identify promising new markets, open doors abroad, arrange participation in trade fairs and promote joint ventures and alliances between Canadian and foreign firms. Last year, Canada's 818 trade officers played a direct role in helping Canadian business generate \$5.1 billion worth of exports.