

I am delighted to have this opportunity to speak to you today because we both share a common interest in trade and its importance to our constituents, yours the shareholders and mine the people of Canada.

Canada relies heavily on trade for its livelihood, our exports account for almost one-third of our total GNP. Of the major industrialized countries represented at the annual economic summits - most recently at Versailles - none is more dependent than Canada on the trade dimension for economic growth. Just to illustrate, it is estimated that more than two million Canadians are directly involved in the production of goods for export - that is 20% of our total work force. Two-thirds of our exports are destined for the United States. In 1981, two-way trade between our countries exceeded \$107 billion (Canadian), this is larger than your trade with Japan and almost as much as your trade with all the countries of the EEC. Not only are these figures impressive but so is the broadness of this trade, extending as it does from basic resources to the most advanced technologies, from basic services to the complexities of international financing.

In the area of direct foreign investment, almost 80% of the estimated \$62 billion in Canadian funds invested in Canada comes from the United States, while Canada, which traditionally accounted for about 15% of the direct foreign investment in your country, last year became the second largest foreign investor in the United States accounting for more than 25% of the \$19.2 billion in U.S. funds of foreign investment that took place. The estimated cumulative total of Canadian direct investment in the U.S.A., to the end of 1981, is 16 billion Canadian dollars.

While these figures certainly point to the significant role that the U.S. plays in Canada's domestic and international growth and development, they also reflect the increasingly important role that Canada is assuming as not only a market for U.S. goods, services and investment capital but as a supplier to and investor in the United States.