

we have them wall to wall --, on the basis of all we have learned in a year of grappling with the problems and challenges of our trade performance.

We have prepared the ground with great care. In concert with the provinces and the private sector, we have established our objectives and priorities.

What we have not done is broadcast a list of what is negotiable and what is not. We have not and we will not. In negotiations, like in poker, you don't show the other side your hand. If we were to go around telling everybody just what our negotiating strategy will be, it might silence some of our critics here at home -- but it would most certainly undermine our bargaining powers once the negotiations began.

But let me remind you this will be a trade negotiation and as the Prime Minister stated in the House of Commons, September 26th and I quote: "Our political sovereignty, our system of social programs, our commitment to fight regional disparities, our unique cultural identity, our special linguistic character

- these are of the essence of Canada. They are not at issue in these negotiations. They will be stronger in a Canada made more confident and prosperous from a secure and dynamic trade relationship with our biggest customer and with all the world".

We have taken one other important step to prepare for the talks. We have established the framework of a permanent International Trade Advisory Committee, to be drawn from the private sector. This committee will be headed by Walter Light, Chairman of the Executive Committee of Northern Telecom, and some of you here tonight will undoubtedly be on it. The advisory committee has got one of those marvellously bureaucratic acronyms, ITAC, and it will have 20 or so sectoral advisory groups that will be known as SAGITs. The people on these committees will work closely with us throughout our talks with the United States, and indeed on all important trade matters. ITAC, Walter Light's committee, will begin its work next month. And yes, it will play a part in refining our negotiating hand.

It should be no surprise to anyone in Canada that we are paying so much