

16. At the same time, the now dormant idea of establishing Trading Houses is one worth reconsidering. Ever since the reorganization of duties between DRIE and EA, this responsibility had fallen directly to our Department. In June, 1981, a Special Parliamentary Committee recommended the establishment of a National Trade Corporation. However, opposition from the business community was so strong that in 1982 the Minister, Mr. Ed. Lumley, announced at an Ottawa conference on this theme that the Government had decided to shelve its plans: "The challenge is now in the hands of the private sector". Since that time a task force, in which our Department participates, has been working on the matter. According to the Canadian Exporters Association, an analysis of 640 of some 1000 Canadian trade corporations reveals that they account for an export volume of \$11 billion, representing one-eighth of our total volume of exports.
17. Our Department must also see to the implementation of recommendations of the Hatch Report, which proposed a certain concentration of trade arrangements in order to increase the effectiveness and facilitate the work of SMEs. These recommendations may be interpreted as inciting our Trade Commissioner Service to maintain direct communications with any company interested in international trade.
18. There is certainly no question of creating a corporation run or even organized by the Government (besides, one already exists: the CCC). But neither can we ask small, private import-export business to occupy world markets in the complex and specialized fields of high technology, in which so many sectors are directly or indirectly controlled by governments. Will we therefore allow foreign-based MNCs an unchallenged sway in this field? Here, it is necessary to outline a strategy to weigh options in:
 - supporting the organization of Consortia formed by (a combined effort on the part of) high tech to enable them to produce for an international market;
 - promoting the organization of trading houses capable of developing world trade networks;
 - encouraging the expansion of Canadian MNCs