

trade initiative in the Asia-Pacific area. The Government is committing an additional \$6.5 million this fiscal year to beef up our trade representation in the Pacific Rim. Here are some of the things the extra money will go to:

- We are opening a Consulate General in Osaka which will be heavily oriented to trade and the acquisition of technology.
- We are sending four more Trade Commissioners to China (in addition to the six we have there now) and we will be opening Canada's first Consulate in Shanghai before the end of the year.
- We have started work on a score of special projects throughout the Asia-Pacific area, including trade fairs, trade missions, feasibility studies and market studies, and we are considering the merits of several other projects.

But of all the steps we have taken to improve our trade performance, by far the most significant is the decision to explore directly with the United States Administration the scope and prospects of a new bilateral trade agreement.

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. Nor, I suspect, will the Americans. 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.

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. It has one of those marvellous 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, indeed on all important matters concerning trade.