



John Crowther

Minister for International Trade James Kelleher (right) meets with Australian Prime Minister Bob Hawke in Canberra to review a number of bilateral questions.

exports to New Zealand are the highest in the Pacific Rim. In 1984, Canada exported \$189.4 million worth of goods to New Zealand, 3 per cent of which were manufactured goods. There are almost 600 Canadian firms in New Zealand supplying markets and actively seeking new opportunities through local firms acting as their representatives.

Addressing the Auckland Chamber of Commerce on November 4, Mr. Kelleher said that "trade has brought us together in ways we could not have imagined a few years ago". Maintaining that every one gains, he added that "it gives us a means of broadening and enriching our lives and our nations".

Mr. Kelleher also stressed the importance of investment in both countries and he en-

couraged further New Zealand investment in Canada. Alcan Aluminum, Bata Shoes, Canada Wire and Cable, Home Oil and Seagrams are among the Canadian firms that have investments in New Zealand. The participation by Alberta Gas Chemicals in the methanol plant at Taranaki "is probably the most notable Canadian investment in recent years", he said. The \$226-million plant, which produces chemical methanol from natural gas, opened in January 1984 as a joint venture between Alberta Gas Chemicals and the New Zealand government-owned Petrocorp.

GATT discussions

The prospect of a new round of multilateral trade negotiations under the auspices of the General Agreement on Tariffs and Trade (GATT) was one of the topics for discussion with Prime Minister David Lange, Trade Minister Mike Moore and other key economic ministers in Wellington. It was also central to discussions in Canberra, Australia with Prime Minister Bob Hawke, Minister for Trade John Dawkins, Minister for Industry, Technology and Commerce John Button and Minister for Defence Kim Beazley. All three governments are urging that a new round of GATT negotiations proceed with the minimum of delay.

Other issues discussed with the Australian ministers included: Australian beef exports to Canada and the effect of subsidized beef from the European Communities on the Canadian market; maintenance of Australia's position in the Canadian sugar market in view of a forthcoming review of Canadian sugar policy; the prospect of continued strong growth in the export of Australian manufactures to Canada; and indus-

trial co-operation between enterprises in both countries, including joint ventures and licensing arrangements.

Mr. Kelleher's visit to Australia was in response to an agreement in March between Prime Ministers Hawke and Brian Mulroney to increase trade and industrial co-operation.

Trade seminars

In the keynote address at "Doing Business with Canada" seminars in Melbourne and Sydney, jointly organized by the Department of External Affairs, Investment Canada, the Australian Department of Trade and local chambers of commerce, Mr. Kelleher reaffirmed the prime ministers' statement urging increased bilateral trade.

Two possible ways of expanding Canada-Australia trade are the exchange of technology and the establishment of joint ventures. "Both would help us respond to the new trading environment in the world," said Mr. Kelleher.

Canadian sales to Australia were valued at more than \$600 million (Cdn) in 1984 and most of the sales were for processed and fully manufactured products. Australia is Canada's fourth biggest market for fully finished manufactured goods and many Canadian firms are active, promoting their sales through local Australian sales representatives.

Canadian investment in Australia is spread across many industrial sectors, but the main interest of Canadian investment has been in resource exploration and developments.

Major 1984 exports to New Zealand

	(\$ millions)
Sulphur: crude or refined	26.8
Zinc blocks, pigs and slabs	10.2
Salmon: canned	9.0
Potassium chloride, muriate	6.3
Telephone apparatus, equipment and parts	5.8
Polyethylene resins	5.0
Card, punch, sort, tab, computers and parts	4.4
Lumber	4.0
Newsprint paper	3.8
Man-made fibre yarn and thread	3.8
Pork: fresh or frozen	3.1
Commercial telecommunications equipment	2.2
Other	105.0
Total	189.4

Major 1984 exports to Australia

	(\$ millions)
Lumber	74.7
Sulphur: crude or refined	50.9
Newsprint paper	40.7
Wood pulp	36.1
Engine parts and accessories for motor vehicles	33.2
Potassium chloride, muriate	28.6
Salmon: canned	17.0
Card, punch, sort, tab, computers and parts	16.5
Inorganic bases and metallic oxides	14.8
Wheeled tractors: new and used	12.7
Asbestos milled fibres	12.4
Engines, accessories and parts, aircraft	9.5
Man-made fibres	7.8
Carpets	7.5
Other	255.0
Total	617.4