

And the agreement had to be made at perhaps the most difficult time in recent trade history. The U.S., accustomed to being the world's most successful trader, is currently running a deficit of \$170-billion dollars. Canada accounts for only a fraction of that amount -- depending on the statistics you choose, less than two and a half per cent. Moreover, unlike some other countries, we have made a point of being fair in our trade dealings with the United States. There are a few facts worth considering to put this in some perspective:

- Japan sells the United States \$57 billion in merchandise and buys only \$23.5 billion from it.
- Taiwan sells \$15 billion in merchandise to Americans but imports only a third that much from the U.S.
- South Korea sells nearly \$10 billion to the United States but buys only \$6 billion from them.
- Canada, by contrast, sells \$66 billion worth of merchandise to the United States (almost as much as Japan and Taiwan together) and buys \$46.5 billion from the U.S. -- more than Japan, South Korea and Taiwan combined.

Moreover, the U.S. sells more to Canada's 25 million people than it does to the 280 million Europeans in the European Common Market. And it exports more than twice as much to Canada as it does to Japan. Despite our status as the most important market for American goods and services -- we buy 20 percent of all U.S. exports -- last year the United States bought ten percent more from Japan than from Canada.

Despite these facts, American legislators, in their anger at various countries' trading practices, have often struck out blindly too at Canada.

That does not create an easy climate, and we will all have to ensure that the American Congress judges this agreement on its merits. That debate will be doubly interesting for Canada because it may well have the effect of broadening the knowledge in Congress about Canada.