

- Be ready to make available some technology transfer and training. The Chinese are in a hurry to develop. Let's help them.

Not all the pressure is on you, of course. You have undoubtedly read of problems that foreign firms have been experiencing in China. You have heard that in 1986, for the first time since the door opened in 1978, the rate of foreign investment in China has declined. Some firms have given up and pulled out. That was a learning experience for China and they are concerned.

Two weeks ago the Assistant Minister for foreign economic relations and trade visited Ottawa. He told us that, in China, the cardinal rule is "first friendship - then profit".

We responded that, in Canada, we have a similar approach - "first trust, then profit". The Assistant Minister was obviously sensitive to the need for good business relationships for he then told us that China is taking measures to ensure that all foreign firms who invest in China will make a profit. That is clearly a step forward in mutual understanding.

That is my view of the potential for greater Canada/China trade relations. My Government continues to emphasize trade with China. Powerful tools are now available. The market is there. It remains, for those of you who are willing to make the commitment required to pursue a challenging and difficult market, to use those tools in the best possible way. At some point I want to be able to say that the successes of British Columbia firms have made us fourth in China. Working as a team, we can make it happen.

Lets do it.