

of organizational resources, both financial and human, and to vigorously pursue specific markets.

My government actively supports export market development. We work closely with the trade development departments of provincial governments. Federal trade officers abroad, in Ottawa and in the regions are prepared to help you to identify markets and potential buyers.

I can assure you that businessmen will continue to have direct access to trade officials and such export assistance programs as the Program for Export Market Development (PEMD) and the Promotional Projects Program in the new department. The PEMD budget has increased from \$9 million in 1980-1981 to \$17.0 million in 1981-82 and the Promotional Projects Program has an 8.6 million active schedule of fairs and missions.

Export financing

My government will adapt its programs as required to changing world conditions, to assist you in your marketing efforts. The Export Trade Development Board has been established to advise the government on all matters relating to exports. As you may know, the Board is composed of both private and public sector members. Since its establishment last summer, the Board has made recommendations to the federal government on such issues as the National Trading Corporation, an export awards program, COSTPRO, Western rail capacity, and the secondment of trade officers to small- and medium-sized business. My comments would be incomplete without mentioning the crucial role of export financing. Last year, EDC helped exporters to conclude sales totalling \$1.4 billion through their loans program. My government does not support the predatory financing that has been offered by some of our competitors. However, we are prepared to offer a blending of commercial and aid funds if there is evidence that your competitor is offering mixed credit financing. In addition, trade officers will be seconded to the regional offices of the Department of Regional and Industrial Expansion to ensure close contact with the exporting community.

Government departments reorganized

The recent reorganization of a number of government departments further exemplifies my government's desire to strengthen our international capability. The changes recognize that trade is an activity encompassing all sectors of the Canadian economy and one that requires full reflection in our international relations. The reorganization announced by the Prime Minister does this by linking the trade functions previously performed by the former Department of Industry, Trade and Commerce with the existing responsibilities of External Affairs to form a drastically restructured Department of External Affairs. The new department will offer greater scope for dealing with Canada's many political and economic interests abroad. Trade and economic matters will be a primary focus of the new department. Canada's representatives abroad will give higher priority to promotion of our trade interests. This is a necessary response to changing conditions in international trade. Export marketing and financing are becoming more competitive and complex: low wage countries are