

Most Japanese doing business in Canada have faced these difficulties, and perhaps we have not been helpful enough in resolving them. Certainly to a Japanese, used to the quietness with which consensus is achieved in his country, the outspoken way in which Canadians work out their own consensus must be puzzling; but it is not anarchy. The Federal Government and the provinces may have discussed energy matters at great length and even quarrelled about them in the last two years; but they have nevertheless been able to resolve most of their disagreements and to develop a new energy policy. I might add that we could not have proceeded in any other way, because the energy interests of our various regions were quite different and could only be reconciled after extensive negotiations.

In fact, the basic reason why we have two levels of government is that in many fields, such as education, social policy and many aspects of economic affairs, it is simply not possible to arrive at a national consensus; so that each province is left free to define its own policies in certain fields, with the Federal Government enjoying paramount jurisdiction in other fields or exercising a national co-ordination function. Accordingly, when a Japanese firm wants to do business in Canada, it can safely assume that it will have to deal with both federal and provincial governments; but since the authority of the Federal Government on international economic relations is paramount, it is generally more efficient to contact Ottawa before the provincial capitals.

But if you do come to Canada, you will find that we are not overly concerned about where you choose to land first. I urge you to come, to discover the real country, the country of the real people. You will find that Canadians are gentle and hospitable, sympathetic towards Japan and eager to learn more about their new partner.

For I repeat that the success of the partnership we hope will develop between Canada and Japan depends ultimately upon greater understanding between our two peoples. This is why the Canadian Government attaches great importance to what could be called "people's diplomacy". We are pleased that the number of Japanese tourists coming to Canada is steadily increasing and could reach 100,000 this year. We are negotiating with your government a new agreement to expand bilateral cultural exchanges, and our two governments are already committed to allocate approximately 300 million yen each (one million dollars) to the promotion of Canadian studies in Japan and of Japanese studies in Canada. At this very moment, a Japanese parliamentary delegation is in Canada to lay the groundwork for regular parliamentary exchanges between our two countries. In the same vein, we cordially invite the Japanese media to establish permanent offices in Canada, to report more regularly on the kind of society we are and we hope to become, as well as to alert the Japanese public to the numerous opportunities for greater co-operation in all fields between Japan and Canada.