

will be expected to work closely with our agricultural research and other institutions to identify and develop food and agricultural products which can be used as a catalyst to gain new markets—and I emphasize “new markets”.

Those agencies reporting to the Minister of Agriculture which are involved in some way with agricultural exports, such as the Agricultural Products Board and the Canadian Dairy Commission, will work closely with Canagrex. Canagrex will not duplicate the export marketing activities of the Canadian Dairy Commission, but the two could, where feasible, join in joint marketing efforts and share market information.

Other federal departments and agencies are involved closely in international trade and will necessarily have to establish close links with Canagrex. The new Ministry of State for International Trade of the Department of External Affairs will be a close working partner with Canagrex. The details of the cabinet reorganization are being worked out at departmental levels; nevertheless, there will be a close exchange of information and advice.

Canagrex will be able to draw on the services and market intelligence of Canadian trade commissioners to identify trade opportunities for agricultural products and pass these back to Canagrex for support and follow-up work with Canadian producers to meet the demands.

Just as an aside let me say that when our Committee on the National Trading Corporation heard testimony from coast to coast, we heard high praise for our trade commissioners in foreign posts around the world, and I would like to take this opportunity to congratulate them for the excellent work they are doing.

Canagrex could co-operate with the Canadian Wheat Board on market development but will not work in areas already serviced by the board.

The Export Development Corporation has expertise in providing insurance and loans. Canagrex will use the insurance services of the EDC and draw on the EDC's depth of expertise in financial matters.

The Canadian International Development Agency could use Canagrex assistance in evaluating proposals for international agricultural projects.

There is a number of other federal agencies which would benefit from the assistance of Canagrex and the sharing of expertise.

The provincial governments and Canagrex should also develop a close working relationship. It is important for both to encourage sustained domestic agricultural production. Such a relationship will co-ordinate existing and potential national and provincial export market activities. Each province will be represented on the Canagrex policy advisory committee. I think the provinces have been waiting for the federal government to show leadership in forming such a corporation, and the federal government has done just that.

Canagrex will have strong links with the farm sector. This is a vital requirement, as it is necessary for the farm community

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to support the activities of the new corporation, if it is to be a success. There will be active farmers on the board of directors and the policy advisory committee. When Canagrex is firmly established, producer co-operatives and marketing boards should respond positively to the new market opportunities presented.

Business and trade associations in Canada will also benefit from links with Canagrex. Many Canadian companies are already dealing in agricultural products with other countries. Canagrex will in no way interfere with or hinder existing or future contracts reached by Canadian businesses. This was a concern of some hon. members opposite.

Canadian processors will be able to come to Canagrex to use its grants, loans and joint venture mandate. This will enable them to transform further Canadian agricultural products for foreign markets.

Most Canagrex activities will be in market development and high risk areas rather than in established markets. This will make its activities very compatible with those of trading corporations already operating in foreign markets. Canagrex will be in a position to counsel small firms which wish to enter export markets. These small food processors do not have the human resources or financial resources to do their own market intelligence. Canagrex personnel could do this for them.

Canadian banks and Canagrex should be in a position to assist each other. Canagrex could make loan guarantees to help banks expand their lending activities. The banks would be encouraged to expand their services for Canadian agricultural exports.

These are only the most obvious agencies and organizations which would have close dealings with Canagrex. As I have pointed out, the advantages are innumerable. The effects Canagrex will have on the entire Canadian economy will many times repay the efforts and money needed to establish it.

I was interested in the comment made about this bill by the hon. member for Huron-Bruce (Mr. Cardiff) as recorded in *Hansard* for January 29 at page 14482. He said:

There cannot be any significant objection in Canada, and certainly not among food producers, to the goal of increasing our agricultural products.

I wish more hon. members on his side of the House had that same kind of vision for the future of Canada. On the next page he is recorded as saying:

On the face of it I believe there are grounds for hoping that Canagrex can work to the advantage of Canada's trade performance over all and to the benefit of the food-producing sector, which should be the primary beneficiary.

Yet the hon. member for Huron-Bruce, together with the hon. member for Calgary South (Mr. Thomson), sat on the Special Committee on the National Trading Corporation, the mandate of which was to explore how such a corporation could help small and medium-sized businesses enter the export market. Seventy-five per cent of the witnesses representing small and medium-sized businesses stated that a national trading corporation funded by the government and the private sector would help them to get into the export business, and they all gave the same reasons why, this should be so. They