

It would be something of an understatement to say that Japan has risen from the ashes. And what about Korea, where both Canadian and Australian fighting men were part of the United Nations forces only 30 years ago? It used to be that a "nic" was something you got shaving. Now it stands for "newly industrialized countries", and most of them are in the Pacific. The new policies being pursued in China, with its potential market of a billion people, are enormously encouraging. And, of course, when we come here to trade, we feel like we're coming home.

Canada is not a latecomer to the Pacific. Our first prime minister, Sir John A. Macdonald, gave his support to what is now known as "the great Canadian dream" — the building of a great railroad, the Canadian Pacific, that united our country from sea to sea. Vancouver has been a major Pacific port ever since.

Perhaps a bit of history is in order here. Canada's first trade minister was a gentleman named Mackenzie Bowell. Later in his life he served briefly as prime minister, but he was appointed minister of trade and commerce in December of 1892. In September of 1893 he set forth on his first official trip outside Canada. Where did he go? With great foresight, he went to Australia. And two years later, he sent out Canada's first full-time trade commissioner — also to Australia.

For Canada, Australia is a market that has long been attractive. It is certainly no less so today than it was 90 years ago. Looking at the first six months of 1985, you are our twelfth largest market in terms of gross exports. For what it's worth, you rank just behind France, and just ahead of Italy. What's even more interesting, from our standpoint, is the sort of things you buy from us. Australia is Canada's fourth biggest market for fully finished manufactured goods. Hundreds of Canadian firms are active here, promoting their sales through local Australian sales representatives.

For many Canadian businessmen, in other words, Australia does not seem so far away. That being the case, Australians should find Canada just as close.

When I was speaking to your ministers in Canberra yesterday I discussed the prospect of a new round of multilateral trade negotiations under the auspices of the General Agreement on Tariffs and Trade (GATT). Forward movement toward an era of diminished trade obstacles would benefit us all, and I am happy to say there is agreement between our two countries that a new round of trade talks — it would be the eighth under the GATT — is needed. It's needed for many reasons: to combat growing protectionism in the world, to address long-standing problem areas such as agriculture, quotas, subsidies and safeguards, and to bring the international trading system into phase with the changes that have been taking place in world markets.

The fact is that trade between nations is no longer what it was ten or even five years ago. We used to trade goods and that was it. Now we trade ideas. Much of the trade between Canada and Australia is still composed of tangible commodities, but more and more our firms are associated in other ways. We produce goods under licence. We use each other's brand names. We take a television program and produce new wealth by rebroadcasting it. We have one country's pop music stars record in another country's studio. We assiduously follow the latest twist in production methods, which often turn out to have been developed in Japan. The Japanese tell us that they simply followed advice received 30 years ago from the United States.