

THE JAPANESE, FOR THEIR PART, HAVE ADOPTED A SOMEWHAT CAUTIOUS APPROACH TOWARDS THE MINISTERIAL MEETING WHILE BEING GENERALLY SUPPORTIVE. I SUSPECT THEY SEE IT AS A SAFETY VALVE WHICH WILL HELP SOMEWHAT TO ALLEVIATE THE INTERNATIONAL PRESSURE ON THEM FROM ALL THE TRADING PARTNERS TO LIBERALIZE THEIR OWN IMPORT REGIME. JAPAN RECOGNIZES THAT IT HAS A MAJOR STAKE IN PRESERVING THE OPEN MULTILATERAL TRADING SYSTEM.

THE EUROPEAN COMMUNITY IS STILL BUSY DIGESTING THE RESULTS OF THE TOKYO ROUND AND ITS OWN ENLARGEMENT. THEY ALSO FEEL SOMEWHAT THREATENED BY WHAT THEY PERCEIVE TO BE AN AMBITIOUS AMERICAN TRADE POLICY. HOWEVER, THE COMMUNITY HAS BEEN PLAYING ITS PART IN PREPARATIONS FOR THE MINISTERIAL MEETING, RECOGNIZING THAT IT IS CRITICAL TO THE FUTURE OF THE TRADING SYSTEM THAT THAT MEETING BE A SUCCESS.

#### GUIDELINES

OUR GAME PLAN FOR THE GATT MINISTERIAL AND FOR THE BROADER TRADE STRATEGY IS TAKING SHAPE BUT THE MEASURE OF SUCCESS FOR BOTH WILL BE THE EXTENT TO WHICH OUR OBJECTIVES RELATE TO THE PROBLEMS AND THE OBSTACLES YOU IN BUSINESS ENCOUNTER. THE CREDIBILITY OF THE SYSTEM IS AT STAKE. WITH THAT SYSTEM RIDES MUCH OF OUR POTENTIAL FOR SUSTAINED FUTURE GROWTH, AND, MOST IMPORTANTLY, FOR AN EXPANSION OF PROFIT-ABLE JOBS FOR CANADIANS. OUR BASIC GUIDELINES ARE AS FOLLOWS:

- WE IN GOVERNMENT ARE PREPARED TO CONTINUE TO SEEK IMPROVED MARKET ACCESS ABROAD FOR EFFICIENT CANADIAN PRODUCERS.
- WE WILL WORK ACTIVELY TO ENSURE THAT OUR TRADING PARTNERS LIVE UP TO AGREEMENTS STRUCK WITH THEM.
- WHEN OUR TRADING PARTNERS FRUSTRATE ACCESS CONDITIONS WHICH AFFECT CANADIAN COMPANIES ADVERSELY, WE WILL CHALLENGE SUCH MEASURES.
- WE WILL CONTINUE TO PROVIDE A VARIETY OF AIDS TO EXPORTERS THROUGH OUR EXPORT DEVELOPMENT PROGRAMMES.
- WE WILL ALSO, TO THE BEST OF OUR ABILITY, ENSURE THAT CANADIAN EXPORTERS RECEIVE THE SAME CREDIT FACILITIES AS ARE AVAILABLE TO THEIR COMPETITORS. (I SHOULD NOTE, HOWEVER, THAT WE ARE IN THE FOREFRONT OF THOSE COUNTRIES SEEKING TO IMPROVE THE DISCIPLINE - NAMELY TO REDUCE THE SUBSIDY ELEMENT - OF EXPORT CREDITS.)

I INVITE THE PRIVATE SECTOR TO DO ITS PART. I WANT OUR EXPORTERS TO TAKE FULL ADVANTAGE OF CONCESSIONS OBTAINED THROUGH TRADE NEGOTIATIONS. OUR DEPARTMENT STANDS READY TO HELP INDIVIDUAL BUSINESSMEN TO IDENTIFY MARKETS AND