

Sr Perez Guerrero of Venezuela to bridge the gap that at present divides the developed and developing countries.

I have been struck recently by the extent to which the discussions at the conference between developed and developing countries on commodities, as well as on other issues central to the "North-South dialogue," have become rhetorical. It concerns me deeply that we do not yet seem to be able to make significant progress on these key issues. It does seem to me that countries like Canada and Brazil can, particularly in the area of commodities, contribute in a pragmatic way toward finding solutions that meet the needs of developed and developing alike.

In some commodities our exports make up a significant portion of total world trade. For example, in the case of iron ore, exports from our two countries amounted to about 23 per cent of world iron-ore trade in 1974. For colombium concentrates, Brazilian and Canadian exports constituted approximately 75 per cent of world trade in 1974. Each of us also exports significant amounts of other commodities -- for example, in Canada's case, copper, nickel, uranium, and lead and zinc. Yet Canada also is dependent on imports of other key commodities such as petroleum and tropical products, including coffee. Thus we can understand the need for having commodity arrangements for specific resources that meet the needs of consuming, as well as of producing, countries.

We also want to work closely with you in bringing to a rapid and successful conclusion the multilateral trade negotiations in Geneva. Canada, as a major world trader, regards these negotiations as being of critical importance. We are very conscious of the special role Brazil is attempting to play in these negotiations in order to ensure a satisfactory outcome for the developing countries. You will be aware as well of the initiative taken by Canada in proposing a complementary negotiating technique known as the "sector approach", which is designed to assist resource-exporting countries, both developing and developed, in obtaining better opportunities to produce and market abroad some highly-processed resource products, as well as raw materials, and thus to create a greater degree of industrial activity and employment in our domestic markets. I should strongly hope for Brazilian support for this initiative.

This is not all. We wish to continue our close collaboration with you on law-of-the-sea questions. We wish to develop our nascent dialogue on African affairs. We are well aware of the close relations you have been able to establish with the

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