strengthening some of these non-traditional relationships which have to be built "from the ground up".

Conclusions:

- Overall, Canada's export-oriented industries continue to be well-positioned to participate in world markets. The challenge in the 1980s is to expand the markets and the number of industries that export and to create an environment within which efficient companies can increase their participation in export markets.
- Canada's bread and butter in trade will continue to be gained through opportunities in world markets for a range of agriculture and fishery products, resource-based products, capital equipment and a range of advanced-technology products and services.
- Competition for advanced-technology products will be especially fierce but there is scope for significant Canadian participation. Canada has already built its own strong areas such as urban transportation, telecommunications and power-generating equipment. Improved access to export markets for these sectors is basic, particularly with respect to restrictive foreign government procurement practices.
- The standard-technology secondary manufacturing sectors will continue to be challenged to adjust and restructure to meet off-shore competition.
- Energy trade will remain important as efforts to achieve oil self-sufficiency continue. There is substantial export potential (coal, uranium, natural gas), including to Europe and Japan. It will be important to develop a coherent export strategy. The conditions facing the nuclear sector will continue to be difficult.
- Central challenges of a sound and balanced trade policy will be the enhancement of opportunities of diverse sectors of the economy and of different regions to expand production facilities and creates jobs through further penetration of world markets.

V. The Role of Commercial Policy

Canadian commercial policy over the post-war years has sought to improve access for Canadian exports to foreign markets; to maintain an open global trading system thereby ensuring that major traders deal with us multilaterally rather than through bilateral deals and/or pressures; to maintain an adequate level of tariff protection while gradually reducing tariffs in the context of multilateral trade liberalization; and to provide effective mechanisms for dealing with injurious imports and disruptive changes in trading patterns. This has been a dynamic process responding to constantly changing economic conditions, both in Canada and abroad, and encompassing a framework of laws, regulations, policies and programmes which directly or indirectly condition Canada's import or export activities. It has required a constant