

FINALLY, CANADIANS MUST ALSO MAKE MORE IMAGINATIVE USE OF ALTERNATIVE SOURCES OF FINANCING, SUCH AS THE WORLD BANK, THE AFRICAN DEVELOPMENT BANK AND THE ARAB DEVELOPMENT BANKS, AS WELL AS EMPLOYING E.D.C. AND OTHER CANADIAN EXPORT FINANCING MECHANISMS.

THE VARIOUS GOVERNMENT PROGRAMS THROUGH WHICH ASSISTANCE IS MADE AVAILABLE TO CANADIAN EXPORTERS IN AFRICA IS THE SUBJECT OF THE ENTIRE SERIES OF SEMINARS THAT ARE BEING GIVEN ACROSS THE COUNTRY, SO I DO NOT PROPOSE TO GO OVER EACH PROGRAM WITH YOU NOW. I DO, HOWEVER, WANT TO MAKE IT CLEAR TO YOU THAT WE PLACE A VERY HIGH PRIORITY ON THE NATION'S TRADING ACTIVITIES.

I WANT IN PARTICULAR TO DEAL WITH ONE CONCERNE THAT HAS BEEN VOICED IN SOME BUSINESS CIRCLES. THAT IS THE CONCERN THAT THE JANUARY 1982 DEPARTMENTAL REORGANIZATION WHICH SHIFTED RESPONSIBILITY FOR INTERNATIONAL TRADE TO THE DEPARTMENT OF EXTERNAL AFFAIRS WOULD HAVE THE EFFECT OF REDUCING THE EMPHASIS WHICH WE PUT ON TRADE IN DEALING WITH OUR EXTERNAL RELATIONS. THE FACT FORTUNATELY IS THE VERY OPPOSITE. THE REAL KEY OBJECTIVE OF THE REORGANIZATION WAS TO FOCUS MORE ATTENTION ON COMMERCIAL MATTERS IN OUR FOREIGN POLICY AND TO SEE TO IT THAT NOT JUST OUR TRADE COMMISSIONERS, BUT THAT EVERYONE ABROAD IN THE SERVICE OF CANADA CONTRIBUTES TO CANADIAN SALES. AND I THINK YOU WILL SEE OVER TIME A REAL IMPROVEMENT IN THE SUPPORT WE GIVE TO PEOPLE IN THE EXPORT FIELD.