

Sixty-two of the work-stoppages involved 100 or more workers; stoppages involving railways concerned a total of 118,000 workers. Of these 62 stoppages, 32 were terminated by the end of the month.

A breakdown by industry of the month's work stoppages shows 63 in manufacturing, 29 in transportation and utilities, 17 in construction, eight in trade, seven in mines, four in service, three in public administration and one in forestry.

Based on the number of non-agricultural wage and salary workers in Canada, the number of man-days lost in August represented 0.70 per cent of the estimated working time, compared to 0.65 per cent in July. The corresponding figure for August 1965 was 0.20 per cent.

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#### NEW GOALS FOR CANADIAN EXPORTERS

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I must emphasize, however, that the Department's role is that of catalyst. The Government itself is not an important exporter or importer. Its role is to create a favourable climate in which the business sector can operate effectively. Our officials can assist at export in many ways but, in the last analysis, it is the Canadian businessman who makes the sale. It follows that the businessman must be responsive to market opportunities, prepared to develop those that are potentially within his capabilities. The necessary increase in Canada's total exports will require all our exporters to be alert to prospects everywhere.

#### IRON CURTAIN MARKETS

Let me illustrate. I am just back from visiting Eastern Europe. I spent time in each of Poland, Czechoslovakia, Yugoslavia, Bulgaria and Hungary. These are markets which are largely unfamiliar to Canadian exporters and yet I am convinced they have potential for us. Not only did I find every indication of a desire for greater mutual trade, but of particular significance to our export prospects, in my opinion, is the trend in these countries to relatively more open economies and increasing decentralization.

New opportunities for Canadian exporters will arise from the new systems of economic management these countries are introducing that will enable more direct contact between manufacturers and foreign

suppliers. Enterprises will be offered efficiency incentives enabling them to purchase machinery abroad and will be subjected to greater competition through increased imports of consumer goods from other countries. In all these countries I found a positive attitude favouring expansion of trade and diversification of trading opportunities...

In addition to the efforts of the Department to promote exports and support the efforts of Canadian businessmen to make sales, it also plays an important role in the process of widening access for Canadian products in foreign markets through trade negotiations. Our major effort in this direction is, of course, in the current trade negotiations now rapidly coming to a head in Geneva....

As you will recall, the "Kennedy round" was opened some two years ago consequent upon the basic offer of the United States Government to cut its tariff in half over the whole range of items, subject to reciprocal benefits.

As recently as the time of my last visit to Geneva, in February 1966, progress had not been spectacular. There had been delays and difficulties among the various participants in the tabling of offers and exceptions. The key bottleneck was the failure of the member nations of the European Economic Community to table their agricultural offers. These nations have now come to an agreement on an agricultural policy for the Community and have thus opened the door for the resumption of negotiations.

#### SENSE OF CHANGE AT GENEVA

I felt a very real change in the atmosphere in Geneva last week. There was a sense of urgency, of an earnestness to bring the negotiations to a successful conclusion. As you know, the Trade Expansion Act, which is the basis of the U.S. negotiating authority in the "Kennedy round", will expire at the end of next June. This means, given the time needed to tie up loose ends, that the substantive part of the entire negotiations must be concluded by early in the new year....

I am, by nature, a believer in freer trade. As a Government, we are engaged in a determined effort to reduce barriers to world trade. But barriers still remain and these are clearly frustrating the full realization of your potential. You have demonstrated your ability to compete on what amounts to conditions of free trade. But I believe that our long term objective, in your interests and in Canada's interests, should be freer trade, not continental or even regional but on the widest global basis possible. I believe we cannot set ourselves a lesser goal.

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