

still coming in, on-site sales of more than 19 million dollars were recorded. The companies range from Alberta Telecom and Nova, to Baker Engineering and Edwards Rod Weeder. The point is - we went looking. And when Canadians go looking for business, we can beat the best in the world.

I was in Drummondville, Quebec two weeks ago, and met a small Canadian exporter who is making electrical filaments in rural Quebec and selling them in Hong Kong. There are thousands of Canadians like him, confident in their own ability, unafraid of foreign marketers. They don't discuss trade policy; they go out and make it happen. And while others debate Canada's confidence and Canada's competence, they go out and demonstrate it. They take on the world and win.

I would not want any sophisticates in my audience to dismiss this as naive boosterism. Four weeks ago tonight, in a converted casino in Uruguay, a major change occurred, because Canada, and countries like us, had decided to push. The subject was agriculture, and the change was that, for the first time, agriculture is a priority in the GATT.

No part of trade is more complex or politically sensitive than the web of subsidy that has grown up around agriculture. Yet even in that highly complex field, determined initiatives paid off.

The largest single threat to Canadian farms is the growth, in the United States and in Europe, of agricultural subsidies which we can't match. Once, the efficiency of farmers determined success in international agricultural trade; now, success is determined by the size of the subsidies. Canada has the most efficient farmers in the world. We don't have the biggest treasury. So we have to move the rules back towards a balance that gives our farmers a chance.

The Prime Minister began that process when he raised the issue of agricultural subsidy at the Tokyo Summit - the first time agriculture had been discussed in that forum. We have followed that initiative vigorously - through meetings in Vancouver, Thailand, at Cairns in Australia, and finally in Uruguay, at the GATT. In Punta del Este, I said "The GATT has had the bad habit of putting