

We have put these tools in place to make Canada more competitive in China - and the emphasis is on competition. Our major competitors have similar tools already. We intend to be certain that Canadian firms are not disadvantaged in any way in China.

What has been done was necessary but not sufficient. It ensures that the door to China is as open to us as to others. We are fifth in China - and fifth has to try harder.

- to be more active in pursuing the market
- to have the right technology and product
- to offer the best price and quality

There is another requirement for success. We must work closely together. China sees Canada as one country. By cooperation and coordination we can put forward the united front that achieves success and that will make us fourth or higher in China. We must work together, the Federal Government, Provincial Governments and the private sector. By working together we can ensure that your marketing, your products, your technology combined with the tools I have described make a winning team.

In the Government we have ensured that the National Trade Strategy is reflected in a coordinated, team approach to China. The China working group, organized by my Department, is the main avenue for pursuing the Governments priority focus on China and implementing all the measures I have described earlier. This is the reason I am confident that my Department can work with you, using the resources and expertise of all government departments, to produce the winning team in China.

Is there anything to win? Has China not reduced its buying? What's in it for British Columbia firms? The answer is that now, more than ever, Western Canadian firms have opportunities in China.

It's true - China is no longer buying cars, refrigerators and radios. Instead, they are carefully husbanding their funds to obtain the technology and equipment that a developing country needs:

- to produce food
- to develop their natural resources
- to communicate
- to move people and products
- to produce energy