

Canada's basic objective in these trade negotiations is to secure for our producers, manufacturers and workers open and guaranteed access to a market many times larger than our own.

It should not be forgotten that Canada is the largest export market for the U.S. This fact may be well known to the people of Detroit, but I think the message is so important that it bears repeating time and again.

In Canada, we hear much about the record trade deficit in the U.S. Some Americans believe that the unilateral application of U.S. trade remedy laws is the answer to this problem. We believe a unilateral solution would be neither wise nor effective.

Of late we have seen the indiscriminate and unfair use of your trade remedy laws, which is threatening the balance of our bilateral trade relationship. We appreciate America's need to become competitive. We, too, are searching for new ways to become competitive.

But the road to competitiveness is not through protectionism. Protectionism only makes a bad situation worse. The road to prosperity lies in cooperative trade negotiation like the one our nations are pursuing.

For the past 50 years, successive Canadian and American governments have pursued trade policies which reflected the realities of the day.

You have always understood, as have we, that exports are the basis of prosperity. Trade creates wealth, the kind of wealth which pays for medicare, education, regional development, national defence -- some of the institutions and values that define a nation's way of life.

Canada's small population compels us to look outward. Unlike nations with a large domestic market, our industries require open and secure access to foreign markets to achieve competitive scale and volume.

In order to achieve secure and open access to these markets, Canada is pursuing a "two-track" trade strategy. One part of the Canadian strategy lies in the GATT. Like you, we are determined to play a constructive role in using these negotiations to prevent a return to the destructive beggar-thy-neighbour policies of the 1930s.