

THESE ADVANTAGES WILL NOT HELP US IF WE DO NOT HAVE PEOPLE IN THE PRIVATE SECTOR WHO ARE MAKING USE OF THEM. THERE ARE DIFFICULT CHALLENGES INVOLVED IN DEVELOPING THE EXPERTISE NECESSARY TO OPERATE IN AFRICA, AS IN OTHER COUNTRIES AND WHILE WE IN GOVERNMENT ARE MOST EAGER TO PROVIDE ASSISTANCE TO COMPANIES WHICH WANT TO MEET THOSE CHALLENGES, BECAUSE THAT'S THE ROLE OF GOVERNMENT AS A FACILITATOR, AS A COLLABORATOR, BUT NOT AS A LEADER IN TRYING TO GET INTO THE MARKET PLACE ITSELF. MY EXPERIENCE HAS INDICATED TO ME THAT THERE IS NOTHING MORE DISASTROUS THEN WHEN THE GOVERNMENT GETS INTO THE MARKET PLACE. I THINK THAT MEANS THAT WE MUST RELY ON THE PRIVATE SECTOR TO SHOW THE INITIATIVE TO COMPETE IN THE DEVELOPING WORLD AND WITH THE COLLABORATION OF THE GOVERNMENT TO DEVELOP THE EXPERTISE THAT ENABLES US TO COMPETE HEAD-ON WITH THE EUROPEANS, THE AMERICANS AND THE JAPANESE.

THE AREA OF FINANCING IN PARTICULAR IS ONE WHERE GOVERNMENT CAN, AND OFTEN MUST, BE OF ASSISTANCE. I WANT TO ASSURE YOU THAT WITHIN OUR MEANS THE CANADIAN GOVERNMENT WILL MAKE EVERY EFFORT TO SEE THAT THE FINANCING TERMS WHICH CANADIANS ARE OFFERING IN THE DEVELOPING WORLD ARE INTERNATIONALLY COMPETITIVE. AT THE SAME TIME, WE MUST RECOGNIZED THAT OUR EXPORT FINANCING RESOURCES ARE LIMITED AND WE CANNOT AFFORD TO COMPETE ON AN UNLIMITED BASIS. ON EXPORT FINANCING TERMS. WE MUST MAKE A CAREFUL ANALYSIS OF EACH LARGE TRANSACTION TO DETERMINE THAT, IF WE ARE COMPETING WITH THE FRENCH, OR WHOEVER, THAT THERE IS A BENEFIT TO CANADA AS A RESULT OF THE SALE.