

along with my Community colleague in the Canada-Community Committee, inaugurated the first meeting in relation to the so-called "contractual link", the familiar name that has been applied to the special relationship between us.

In the past year, this Committee has proved to have had considerable value, if for no other reason than it has given us a forum or an opportunity in which to discuss various problems that arise between us, not the least of which in recent weeks, incidentally, has been the matter of the quotas we found it necessary to impose and the decisions we had to take with regard to such things as textiles and footwear. Prior to the establishment of the Committee, these matters had no home, as it were, in terms of a negotiating base. Therefore, if for no other reason, the Committee is a worthwhile instrument.

There have also been some slight improvements in terms of the economic relations between Canada and the Community, but I think it is reasonable to expect that any substantial increase in trade must await the resurgence or the reactivation of the economies of the Western European countries. As things stand at the moment, there is a tremendous amount of slack in the economies of these highly-industrialized countries. I am thinking of steel, as just one example for Germany and for Britain, but there are many more. Therefore, as long as that condition continues to exist, it is not very likely — nor, indeed, is it possible — for them, in many instances, to increase substantially their imports from Canada.

Nevertheless, I believe — this appears to have been borne out by businessmen, who visited the Community recently, and by others — that a good relation exists, that there is a commitment on both sides to work more closely together, and that, over time, if the business community in Canada seizes the opportunities, there is no doubt in my mind that we can, in fact, increase significantly the amount of exports to the Community.

However, one must always bear in mind, in these matters — as I said a few moments ago in relation to the MTN — that, if we are going to get additional exports from Canada into the Community, we must also be prepared to look at the areas of trade in which they are interested and that we may be able to employ in order to help with this two-way traffic.

Again, I do not wish to take the time of the House with a detailed elaboration of all the matters that relate to the contractual link and to the whole range of new opportunities and new potentials that exist for us. However, I do want to say that, as I travel about Europe — and, incidentally, other parts of the world as well —, it is obvious to me...that we in this country must (this applies to the private sector in particular) find new techniques and a more aggressive approach in terms of selling in unfamiliar territory.

For a very long time the majority of business was conducted between Canada and the United States. There were exceptions, but it is clear that the Canadian business community — I repeat, with some exceptions — needs to revamp its thinking, to