

of about 150 people at each event. Additionally, a publication of the Canadian Committee, PBEC Report, produced quarterly, was launched last November to provide relevant information on PBEC, Canadian Bilateral Business Organizations active in the Pacific, and political and economic developments and issues in the countries of the region. It is must reading for Canadians interested in forging trade links with the Pacific.

Timing could not be more propitious for this third PROC Conference. The buoyancy of economic growth, and creditworthiness of the Pacific Rim countries, as well as financial and technical marketing support from government, have lent confidence to many hundreds of Canadian firms to continue their efforts in the region. They're making direct sales, forming joint ventures, establishing licensee and franchise operations, making equity and management contract investments, and forging other economic linkages. Such activities have resulted in an increase of over 35 percent in Canadian exports to the region from 1979 to 1982. Indeed, Canada has enjoyed increased sales throughout this period to Japan, which continues to account for in excess of 50 percent of all Canadian exports to the region.

Canadian exports to the Pacific Rim have generally accounted for some 10 percent of our total exports - in 1982, the Pacific Rim level was \$8.5 billion. These same markets however have been responsible for a \$4.5 billion Canadian trade surplus over the past three years, roughly 20 percent of our total surplus.

One trend in our trade which provides particular gratification is the significant proportion of our exports which is represented by fully manufactured goods. For example, 42 percent of Canadian exports to Australia are manufactured end products, as are 37 percent of our exports to New Zealand. The percentage applicable to Indonesia increased dramatically from 12 percent in 1981 to 43 percent in 1982.

Now, I want to speak briefly about the organization and activity of the trade group within the External Affairs Department. First, as you are aware, the external trade function has been brought under the umbrella of the department. It means that all trade-related tasks are directed from within a single ministry. There is no criticism, explicit or implicit, of the way things were done before, but it's a logical consolidation of responsibility.

We have subsequently restructured the trade group somewhat, to improve what might be called the "targeting" of our export marketing support activities. The Department now has five Assistant Deputy Ministers, responsible for coordination and management of the full range of Canadian relations in specific geographic regions. I'm pleased that Al Kilpatrick could be with