

WITH THE UNITED STATES -- BY FAR OUR LARGEST AND MOST IMPORTANT TRADING PARTNER -- FORMAL GOVERNMENT ARRANGEMENTS HAVE RARELY BEEN NECESSARY; THE LINKS ARE GEOGRAPHICAL, CULTURAL AND CORPORATE. ALTHOUGH NEITHER COUNTRY HAS BEEN WITHOUT ITS ADVOCATES OF CLOSER, MORE FORMAL ARRANGEMENTS, GOVERNMENT-TO-GOVERNMENT CONTACTS HAVE FOR THE MOST PART NOT BEEN STRUCTURED. THE ROLE OF GOVERNMENT IS NONETHELESS EXTENSIVE IN A COMPLEX TRADE AND ECONOMIC RELATIONSHIP WHERE WE TRY TO MANAGE AND CONTAIN NUMEROUS MINOR DIFFICULTIES AND IRRITANTS ON A DAY-TO-DAY BASIS. HOWEVER, BECAUSE OF THE NATURE OF THE UNITED STATES' MARKETING AND BUSINESS PRACTICES, AND OUR ABILITY TO DO BUSINESS IN THAT MARKET LARGELY WITHOUT GOVERNMENT ASSISTANCE, FORMAL ARRANGEMENTS FOR THE MOST PART HAVE NOT BEEN NECESSARY; THE CANADA-USA AUTOMOTIVE PACT REPRESENTS AN EXCEPTION AND ONE THAT HAS BEEN OF ADVANTAGE.

THIS RELATIONSHIP WITH THE UNITED STATES IS, HOWEVER, UNIQUE TODAY AND IS MATCHED IN THE PAST ONLY BY OUR OLD LINKS WITH THE UNITED KINGDOM, BEFORE THE LATTER