

MR. CHAIRMAN, LADIES AND GENTLEMEN:

MAY I SAY THAT I'M DELIGHTED TO BE WITH YOU TODAY AND I'M PARTICULARLY DELIGHTED BECAUSE THERE ARE SO MANY OF YOU. I THINK IT IS INDICATIVE OF THE INTEREST THAT EXISTS IN THIS COUNTRY IN DEVELOPING OUR OVERSEAS EXPORTS. CANADA, OF COURSE, NEEDS EXPORTS TO LIVE. WE COULD NOT POSSIBLY MAINTAIN THE STANDARD OF LIVING THAT WE HAVE IN THIS COUNTRY WITHOUT A LARGE PART OF OUR PRODUCT GOING INTO THE EXPORT MARKET. \$3.00 OUT OF EVERY \$10.00 OF OUR GROSS NATIONAL PRODUCT IS REPRESENTED BY EXPORT SALES, MEANING OF COURSE THAT WITH OUR VAST RESOURCES, WITH OUR SCARCITY OF PEOPLE, AND HIGH LEVEL OF DEVELOPMENT, THAT THOSE SALES ARE ESSENTIAL IN MAINTAINING OR HAVING ANYTHING LIKE THE STATUS OF LIVING THAT WE HAVE. IT FOLLOWS, OF COURSE, BY THE SAME TOKEN, THAT IF WE DO BETTER IN EXPORTS, BECAUSE WE HAVE SO MUCH PRODUCTION, PARTICULARLY IN THE WAY OF RAW MATERIALS, THEN OUR STATUS OF LIVING CAN IMPROVE THAT MUCH MORE. INDEED EXPORTS PROVIDE A LARGE STEPPING STONE IN THE PATH TO ECONOMIC RECOVERY IN THIS COUNTRY.

I AM ESPECIALLY PLEASED THAT YOU HAVE TURNED OUT IN SUCH NUMBERS FOR THE SEMINAR TODAY BECAUSE OF THE PRESENCE OUR TRADE COMMISSIONERS, WHO ARE SCATTERED ACROSS THE AFRICAN CONTINENT, AND WHO ARE HERE TODAY TO MEET WITH YOU AND WHO ARE AVAILABLE AGAIN FOR APPOINTMENTS AFTER THE SEMINAR. I BELIEVE AND I AM SURE THAT THOSE OF YOUR WHO HAVE ALREADY HAD DEALINGS WITH THEM WILL AGREE, THAT THEY ARE DEDICATED, ABLE PEOPLE. I AM VERY PROUD OF THE JOB THAT THEY DO AND THE JOB THAT THE REST OF OUR TRADE COMMISSIONERS DO IN THE VARIOUS PARTS OF THE WORLD.