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INFORMATION DIVISION . DEPARTMENT OF EXTERNAL AFFAIRS . OTTAWA, CANADA deline of the densitied economy as is uchahab

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far in the post-war period. These far reaching trade negotiations are to cover all classes of products.

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## TWO CRUCIAL TRADE CONFERENCES

Addressing the Toronto branch of the United Nations Association in Canada on April 19, Mr. Mitchell Sharp, the Minister of Trade and Commerce, told his audience that world trade, always a matter of great concern to Canada, was particularly so in 1964, the Year of the United Nations Conference on Trade and Development (now in session in Geneva) and of the so-called "Kennedy round" of trade and tariff negotiations under the sponsorship of the General Agreement on Tariffs and Trade, which is scheduled to begin in May.

A partial text of Mr. Sharp's remarks on these topics follows:

... Trade has far-reaching implications for the health of the Canadian economy as a whole. Stronger trade usually means that the whole performance and competitiveness of the economy is stronger. In this respect, the upward trend of Canadian exports in tecent years has been most encouraging. Last year, merchandise exports reached an all-time high of \$7 billion, 11 per cent greater than in 1962, with the result that our merchandise-trade surplus tripled from \$155 million in 1962 to \$484 million in 1963.

## BROADENING OF EXPORT BASE

Export gains were widespread over many commodity areas. The export of most of Canada's major industrial materials and agricultural and other primary Products continued their steady growth - in particular, lumber, wood pulp, iron ore, aluminum, and, of course, wheat, as a result of the contracts signed last year with the Sino-Soviet countries. But our export base has been broadening. Commodity sales in 1963 were indicative of this, when our trade in

countries are diought into along each table such items as electronic control equipment, industrial machinery and a variety of consumer goods showed significant increases. The continuing growth in the exports of manufactured goods is very satisfying. For decades, secondary products have occupied a significant but relatively minor position in Canada's export trade. At times they have accounted for less than one-tenth of total sales abroad. But, over the last three years, the exports of manufactured goods have risen 40 per cent and have steadily increased in relative importance in our external trade.

The United States and Britain continue to be our most important individual markets. In 1963, 56 per cent of Canadian merchandise exports went to the United States and 15 per cent to Britain. The increase in our trade surplus to Britain last year accounted for a very large part of the improvement in the trade balance. In addition, our merchandise surplus with countries apart from the United States and some Commonwealth nations also showed a significant increase, due in large part to the heavy shipments of wheat to the U.S.S.R. in the latter part of the year. On the other hand, there was no reduction in 1963 in our merchandise-trade deficit with the United States. It amounted to \$544 million. Our exports to the United States continued to expand but our imports from that country rose by almost an equal amount.

The improvement in our merchandise-trade surplus meant that our overall deficit on total current account was further reduced in 1963, even though the deficit on non-merchandise transactions, which include