

CONCLUSION

THIS BRINGS ME TO WHAT YOU AND WE SHOULD BE DOING TOGETHER. THE EASY ANSWER IS MORE OF THE SAME. IN FACT, I THINK WE MUST DO MORE AND DO IT BETTER. IN DOING SO, I THINK THERE ARE TWO PRINCIPLES WE SHOULD KEEP FIRMLY IN MIND. THE FIRST IS THAT POLITICIANS AND BUREAUCRATS CANNOT DO THE REAL BUSINESS. THE PRIVATE SECTOR MUST REMAIN THE SENIOR PARTNER IN THE DEVELOPMENT OF BILATERAL TRADE AND ECONOMIC RELATIONS. THE SECOND IS THAT GOVERNMENT DOES HAVE A ROLE. OUR EFFORTS ARE INTENDED TO SUPPORT AND FACILITATE; THEY ARE, OF COURSE, NOT LIMITED TO CIRCUMSTANCES WHERE CONSTRAINTS ON MARKET ACCESS OR BROADER POLITICAL CONSIDERATIONS JUSTIFY A FORMAL GOVERNMENT ROLE; THEY SHOULD FURTHERMORE BE SUFFICIENTLY FLEXIBLE TO TAKE ACCOUNT OF CHANGING CIRCUMSTANCES.

TO DO SO EFFECTIVELY, WE MUST HAVE THE BEST POSSIBLE UNDERSTANDING OF WHAT WILL BE HELPFUL -- FROM DOOR OPENING TO TREATY-WRITING. HENCE THE NEED FOR FREQUENT CONSULTATIONS. WE HAVE FOUND THE CONSULTATIONS CARRIED OUT OVER THE PAST YEAR WITH THE CANADIAN BUSINESS AND INDUSTRY INTERNATIONAL ADVISORY