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# INTRODUCTION

From the time the first beaver pelt graced a European head, Canada has prospered through trade. In this century alone, we've grown from being a supplier of raw materials to the Empire to the seventh largest economy in the Western world, producing a myriad of sophisticated manufactured goods. As we move towards the next century, the challenge to our ingenuity and trading skill will be even greater.

The challenge will be greater because the world is changing at an ever increasing rate. Old trading patterns are being modified. Competition is becoming tougher. Protectionism is raising its fearful head throughout the world. New technologies are placing demands on us undreamt of only a few years ago. So we know that settling for the status quo is an invitation to economic disaster.

As a major trading nation, Canada is a party to the General Agreement on Tariffs and Trade. To ensure a strong position in future world trade, Canada will be taking an active role in the next round of GATT talks starting in late 1986. But Canada's largest trading partner by far is the United States. So to safeguard, increase and ensure secure access to the richest, largest market on earth, we'll also be undertaking direct trade talks with the U.S.

It is these Canada/U.S. Trade Talks with which this booklet primarily deals.

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