

Canadian Trade Policy

some of the goods we make here are more rewarding for us in terms of benefits than some of the jobs we are protecting.

I do not believe we can have an across the board strategy. I think we have to be practical, to look at the sectors and try to take into account all the factors involved. What is important is to ensure that in these negotiations our interests are well protected. I would urge members of the House who have specific views to stand up and make their points, and we will listen to them. I am not sure that we will be able to agree with all of them, but I would welcome the debate. The type of negotiations we are getting involved in at this time are very important.

I cannot elaborate any more, Mr. Speaker, because I am a bit off base. This motion was introduced last night and I had to make a speech in Montreal today, so I did not have time to research enough to make an extensive speech. However, I just wanted to record something of my gut feeling about the situation. I think that not only should Canadian interests be protected, but we have to look at the consequences of tariff negotiations in relation to the developing world. I have some strong feelings on that subject which I think are shared by many members of the House.

We in Canada cannot be too selfish. We have to think about people who are weaker. If we are too selfish we will pay a big price but, of course, at the same time I know we have problems. The Canadian dollar is perhaps too strong in terms of exports, but we have inflation. The Minister of Finance has put forward a very effective policy for controlling inflation and this has generated a lot of faith abroad, so now people are ready to invest money in Canada.

Of course, we have a balance of payments deficit of \$5 billion this year, but a lot of money is coming into Canada. Now some people are complaining that the money is not coming in equity but is coming in bonds. I remember a long time ago that people wanted money to come in bonds so we could control more easily foreign investment and only have to pay interest and capital in due course. I am not so sure, now that we have the situation, that it is so marvellous.

The hon. member for Waterloo-Cambridge referred to the trip he made to the U.S.S.R., and I am very pleased that he went. I could not go, as I had to stay in Ottawa to cope with some problems. I am informed, however, that the Secretary of State for External Affairs (Mr. Jamieson) did very well, and I congratulate him for his excellent work. The Minister of State for Small Businesses (Mr. Marchand) replaced me. I should like to inform the House of something very interesting. Some hon. members were complaining because I asked the minister to replace me, but he is an associate minister in my department and is there to help me. On his way back from the U.S.S.R. he stopped in Poland, and a message has been received from the industry which managed to sign contracts with the Polish people, that they feel if the minister had not been with them at Warsaw, the contracts would not have been signed.

Some hon. Members: Hear, hear!

[Mr. Chrétien.]

Mr. Chrétien: I see the hon. member for Edmonton Centre (Mr. Paproski) laughing about that.

Mr. Paproski: If it was the pulp and paper contract that was going to be signed three or four months ago, it would have been signed anyway, so do not give us that.

Mr. Chrétien: I am just reporting what the private sector told me. They said that in a situation like that with the Polish government, it was very important to have a minister with them. That is why the Minister of State for Small Businesses was there. I am not saying it was I who had the satisfaction; it is the industry that expressed it.

Some hon. Members: Hear, hear!

Mr. Chrétien: I should like to make one point to the hon. member for Waterloo-Cambridge because I see the contradiction in some of the things he proposes. Whenever there is a debate about the corporate sector in Canada, great speeches are made in that corner of the House about corporate bums, and so on. Now the hon. member is complaining that industry in Canada is not big enough and that we should have bigger consortiums in Canada.

Mr. Saltsman: The Canada Development Corporation; the private sector is not going to do it.

Mr. Chrétien: We are not ready as yet to give Canada to the socialists, although I agree that it is true we need good consortiums. That is why I went to Venezuela not long ago. We stand a chance of building a railway there. Canadians are good at building railways because Canada itself was built by the railways. We can export technology in that field, but we have to put the people together, CPR, CNR engineers, car manufacturers, and so on. This is the type of specialty that suits us.

I am thinking in terms of consortiums all over the world. We have this technology and are very efficient in the field. This Friday I was supposed to go to Peterborough but I had to cancel that because of other duties in Quebec that hon. members will understand. I was to visit the factory of CGE to tell employees and management, in both the lunch room and the board room, that the effective work they are doing has helped us get a contract for almost \$50 million for a generator for a dam in Venezuela. We have to be more aggressive in that field and have a consortium we need to get the market.

In the meantime there will be a little bit more intervention by the government because I do not think we can afford to send four or five different groups in one area to try to get a contract, with each of them cutting the other's throat. I was informed that in one place in the U.S.S.R. two Canadian manufacturers were trying to get a \$10 million contract. The Russians managed to force them to bid against each other, and at the end of the day the Canadians left \$2 million on the table. In a situation like that it would be in the interests of Canada for the Department of Industry, Trade and Commerce to pick one Canadian company to go and make a sale, rather than to leave \$2 million on the table. That would mean a little