

and computer/telecommunications. Given fair and equal opportunity, I believe that they all have excellent prospects for increased sales, and could benefit from joint ventures, cross-licensing agreements, or other types of industrial co-operation with Japanese partners.

In the course of our week here, we have met with the respective industry associations in Japan, and important contacts have been made that will allow Canadian companies to pursue industrial co-operation projects with Japanese counterparts in the months to come. Perhaps the most advanced in their discussions with the Japanese are those companies in the computer/telecommunications field. They, some of you may recall, were here with me when I came to Japan last June and have since exhibited their products at the Canada Trade Centre.

Further to this effort, the president of the Nippon Telegraph and Telephone Public Corporation advised me that he is sending a mission of specialists from his company to Canada, probably early this summer. We expect that this will do much to forge close co-operation and contact between the Canadian industry and the main purchaser of telecommunications equipment in Japan.

The second group of companies are those here participating in Foodex '82, which has been held at Harumi all this week. Over 35 Canadian companies from all across Canada have exhibited their agriculture and fish products, many of them processed. Access of many of these products to the Japanese market promises to be improved by the recent liberalization measures, but I have also flagged to Japanese ministers the importance Canada attaches to the removal of import quotas in the fisheries and agricultural sectors.

Finally, we looked into the prospects for increased sales of Canadian forest products to the Japanese market. As many of you know, the platform frame construction method, which uses Canadian dimension lumber, has been quite successful in achieving acceptance in Japan. There are, however, a few remaining problems.

One is the 10 per cent tariff on dressed spruce-pine-fir lumber, which discourages the use of this species in Japan. Another is the fact that there is no softwood plywood standard, which has resulted in Canadian plywood not being permitted in Japanese house construction.