CANADA'S TRADE EXPECTATIONS IN 1967 (Continued from P. 2)

and Albania. In the case of Roumania, we have recently had exploratory discussions concerning the possibility of concluding a trade agreement....

CANADA'S ADVANTAGES

For several reasons, Canada enjoys certain advantages in trading with the Socialist bloc. We are not feared or envied. We are regarded as pursuing peaceful objectives, and they all refer meaningfully to Mr. Pearson's Nobel Peace Prize in this context. We have extended M.F.N. treatment to most of them, and in several instances have supported their applications for accommodation in GATT. Our business community should press these advantages.

One of the key facts in the development of trade with Eastern Europe is that ours is an open economy. Foreign exporters may sell freely, subject only to our laws and regulations which apply equally to all of our trading partners. But trade agreements concluded between governments only provide a framework or climate. The actual buying and selling must be done by the Canadian businessman – both importer and exporter. He remains the essential element in the development of this trade. In any market, the exporter must know the buyer's requirements and practices,

Soviat methodshof salecting istabutaning fishing personael. Afterwards, they will visit/hatalog mattho tions in Norway and Britain, where some members will go to Southampton, others to Hull and Grimsby. The tour is the result of a proposal made by the

under a reciprocal attangement, a group of Soviet fishestes officials will visit Canada early hext year to study training molibole used hedee than gnome , isn' to study training molibole used hedee than gnome , isn' to study the herease and have the source and gniteing a boutnest here parentifies a incode and gniteing bedrases but hus , anountigs a mon requesting i suit

The Count Guard prevides the principal marger element in Counter with the States

According to a nepone published necently by the Department of Transport, a scheduled of segular helicopter service on a self-sected fine basis is not yet practicable in Canada, but the proposal should be reconstitued in shoulds the years, of the acoust

The topold examines the estimated costs and novemes of area hypothetical herisopher secretors in the 'boom's Montreal and Vancouver areas? A complementary report was published recently hypotheand Transport Ixont, atom all game becomened in a segesting tobslequent studies, the too areanged of our out that the studies will phobably have changed considerably within the heat the years. A greent considerably within the heat the years. A greent considerably within the heat the years. A greent potential market, ingher more attractive such speed conserves as helicophese call provide. and this is particularly true of Eastern Europe, where the trading system is different from our own....

NEW YEAR EXPECTATIONS

Looking to the year ahead, I am anticipating a more than normal expansion in the size of our exporting community. I say this for two reasons. First, I expect that more companies will enter the export field and that existing exporters will be further developing their export sales. With this in mind, I shall be sending a letter to the presidents of the several thousand companies now engaged in export, and to those considered to have potential export capabilities. I will be appealing for close attention at senior management and board level for the matter of export expansion. I will be asking for suggestions and advice from senior company executives on what further contribution might be made to expanding our export trade, where obstacles lie, to what extent Government and other services and facilities are fully recognized and used, and what further support and assistance might be appropriate from Government.

On the strength of our present export momentum, supplemented by the measures I have outlined, I concluded that an export target of \$11.25 billion was in range for next year. Accordingly, I put this to the Canadian Export Association in October and I believe that it commands general acceptance....

is difficulty ears in which both the industrial strength of Pakistan and the volume of Canada's aid have expanded considerably.

The foral assistance flow betweek and two 100s, manyealth countries has amounted to more than a quarker set a billion dollars. This has included sh million worth of dood and \$55 million in metals and other essential industrial commodities. Almost still million has been represented by the eapital costs of major construction works. Dates Cenade's still million has been represented by the eapital equipment of mathematical commodities. Almost still million has been represented by the eapital states are programmes, of escharted by the eapital optical metals are been represented by the eapital secondary programmes of escharted by the eapital applies are and women from Bakistan a have include by programs and the secondary in the second of these and sole escharters have include and applies for programmes in Pakistan's three five and applies for the programmes in the provision of and applies for the programmes in the provision of and apple and the following and locust control, to a and apple approximant is the Chittanone line in provision of anothes and the following and locust control, to a structure for coopspraying and locust control, to a and apple the control, the following and are transfered and the Chittanone Line and from the movinies of a control of the control, to a and apple the control, the structure are the control and the following and locust control, to a a senter the control of the structure of the sentence and apple and the following and locust control, to a a senter the control of the structure of the sentence at the control of the control of the structure at the control of the structure of the sentence at the control of the structure of the sentence at the control of the structure of the sentence at the control of the structure of the sentence at the control of the structure of the sentence at the control of the structure of the sentence of the structure of the sentence and the structure of the sentence at the control of the of the structure of the sentence of the sentence at the sentence and the stru

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