

November 8-9, 1989

Meeting of quadrilateral trade ministers in Tokyo, Japan, to discuss final phase of MTN negotiations.

November 16-17, 1989

Informal meeting of trade ministers from developed and developing countries in Tokyo, Japan.

Late 1989-90

Tabling and consideration of full range of negotiating proposals by Canada and other MTN participants.

End 1990

Scheduled completion of Uruguay Round.

Helping Canadians to win markets

In addition to developing policies to advance Canadian export interests, the government offers Canadians a wide range of export programs and services through its well-established network of 127 trade offices around the world and 11 International Trade Centres across Canada which combine the resources of the Trade Commissioner Service and officers of Industry, Science and Technology Canada. Completing the network of trade expertise available to the business community are the geographical and sector experts in Ottawa.

Trade officers identify the most promising markets and sectors, assist with the preparation of visits to potential markets, arrange participation by Canadians in trade fairs abroad, and involve Canadian exporters in visits to Canada by foreign buyers. In collaboration with Investment Canada, Industry, Science and Technology Canada and provincial

governments, they also promote investment in Canada, joint ventures and other strategic alliances between Canadian and foreign firms, and the transfer of technology to Canada.

In fiscal year 1988/89, Canada's 818 trade officers helped Canadian businesses to generate \$5.1 billion worth of exports. Abroad, the trade officers handled over 130 000 enquiries by Canadian exporters and almost 124 000 enquiries from foreign importers interested in products from Canada. In addition, Canada's trade missions abroad

Trade Program Results Fiscal Year 1988/89

Total exports sales in which missions played a role:

