

procedures. The situation is quite different in some of the larger Eastern countries. There, initial contacts are not so easy, access to user organizations is rare and, to cite only one example of difficulty, it would be nearly useless for a businessman to go there on business without having been invited. All the same, it is true to say that in recent years there have been some signs of progress in the field of contacts. Moreover, we are happy to see that this was one of the very points emphasized in the recently signed-agreement on long-term economic co-operation with this nation.

The administrative constraints are even stronger in the case of certain other countries, and it may be asked whether any real interests are served by this situation. With one such country, our trade representatives, based so far in Vienna, have been battling nearly insurmountable odds — delays, lack of response or late responses from the ministries involved. I shall not bore you with the details of these transactions, Mr Chairman — and perhaps this is an extremely isolated case — but nevertheless it is difficult to see the association between some of these practices and the text we have before us.

Until now I have spoken of access and business contacts on the territories of these countries. Another aspect involves visits by, or sometimes invitations to, officials in the organizations involved, so that they may come and see what is being done at our end. To take only one example, three times recently, in the country I was just mentioning, invitations have been extended through the appropriate channels for officials or trade delegations to come to Canada, at our expense, to examine the work or products in which they had shown an interest. Each time our invitation has gone unheeded, even though there had been indications of definite interest.

My purpose is not to criticize, Mr Chairman, but rather to invite reflection on certain points. Who gains anything from such behaviour? It is tempting to say that everyone loses — not only the country or business interested in exports but also the country interested in imports, which deprives itself of an opportunity for greater choice and of the means of ascertaining that the product considered for purchase corresponds exactly to its requirements. There has been talk of the "system", Mr Chairman, but not everything is part of the system. We must not confuse system with circumstances, and the best proof of this is that, in some countries, conditions for business contacts have improved without the system changing significantly.

I am now coming to the physical conditions for some of these contacts. It will be remembered that the section we are considering obliged the states to improve working conditions for the representatives of foreign organizations, corporations, firms and banks interested in external trade. After this paragraph come three sub-paragraphs, the first of which deals with the information