

THE JAPANESE AND THE AMERICANS. BOLDNESS: IT'S MORE THAN THE CONCEPT OF BOLDNESS AND TENACITY. IT IS, ABOVE ALL, TO TAKE A DECISION; THE WILL TO PURSUE A GOAL AND THE PATIENCE. NOW COMES THE TRUE ESSENCE OF BOLDNESS, WHICH IS TO CALCULATE YOUR PRICE WITHOUT INSISTING ON EXCESSIVE PROFIT MARGIN, YET TO ALLOW FOR RISK WITHOUT INCLUDING A LARGE CUSHION FOR UNFORESEEN MAJOR CONTINGENCIES. IT'S TO GO AHEAD WITH THE BEST INFORMATION POSSIBLE WITHOUT FEAR, WITHOUT DRAWING BACK AT THE FIRST OBSTACLE. IT IS ALSO RESPECTING YOUR CLIENT AND ASSISTING HIM WITH USEFUL CONTACTS IN OUR BUSINESS COMMUNITY.

I PERSONALLY HAVE TAKEN A STAND. IT IS NECESSARY AND I WOULD EMPHASIZE THAT IT IS IMPORTANT TO STIMULATE EXPORTS TO DEVELOPING COUNTRIES. THERE ARE PROBLEMS AND I WILL TOUCH UPON THEM . THERE ARE SOLUTIONS AND I WILL SPEAK ABOUT THEM. BUT WE MUST, AND YOU MUST MAKE SERIOUS EFFORTS TO EXPORT TO DEVELOPING COUNTRIES IF WE ARE GOING TO PROSPER ECONOMICALLY AMONG THE MAJOR INDUSTRIALIZED COUNTRIES. CERTAIN OF YOU ARE DOING IT AND KNOW WHAT WE CAN DO COLLECTIVELY TO HELP OURSELVES. THE CANADIAN GOVERNMENT UNDERSTANDS THAT FACT AND IS READY TO PUT ITS RESOURCES AT YOUR DISPOSAL.

WE HAVE ORGANIZED EVENTS OF THIS KIND FOR LATIN AMERICA AND ASIAN COUNTRIES. THIS TIME WE WANTED TO DO SOMETHING SPECIAL