

ONE WILL BE A BROADENING IN THE RANGE OF GOODS IN WHICH WE TRADE. CANADA WISHES TO UPGRADE THE COMPOSITION OF ITS EXPORTS TO JAPAN BY INCREASING THE PROPORTION OF PROCESSED AND MANUFACTURED GOODS. THE CANADIAN GOVERNMENT WITH JAPANESE COOPERATION HAS MOUNTED AN INTENSIVE TRADE DEVELOPMENT PROGRAM TO APPRISE JAPANESE BUSINESSMEN AND CONSUMERS OF CANADIAN MANUFACTURING AND EXPORT CAPABILITIES AND TO FAMILIARIZE THE CANADIAN BUSINESS COMMUNITY WITH THE MARKET STRUCTURE AND OPPORTUNITIES IN JAPAN.

THE TASK IS ARDUOUS AND WILL REQUIRE PERSEVERANCE BUT I BELIEVE THERE IS EVIDENCE THAT THE TRADE MIX IS BEGINNING TO CHANGE. JAPAN IS SLOWLY GROWING MORE APPRECIATIVE OF CANADA'S SOPHISTICATION AND QUALITY AS A TRADING PARTNER. CANADIAN TECHNOLOGICAL ACHIEVEMENTS -- AS THE FIRST COUNTRY IN THE WORLD TO DESIGN, MANUFACTURE AND EMPLOY A DOMESTIC COMMUNICATIONS SATELLITE AND A HIGHLY EFFICIENT HEAVY WATER NUCLEAR REACTOR SYSTEM, AND AS A WORLD LEADER IN STOL AIRCRAFT SYSTEMS -- ARE RECEIVING GREATER ATTENTION AND RECOGNITION IN JAPAN. INTENSIVE INVESTIGATION OF THE POSSIBILITIES FOR COOPERATION IN AEROSPACE AND NUCLEAR POWER IS ALREADY UNDERWAY WHILE CANADIAN FIRMS HAVE SOLD TO JAPAN A VARIETY OF MANUFACTURED ITEMS INCLUDING AIRCRAFT, AUTOMOTIVE PARTS AND SERVICE EQUIPMENT, RESTAURANT EQUIPMENT, ELECTRONICS, SONARS FOR FISHING AND COMPUTER TERMINALS.

I UNDERSTAND THAT SEVERAL MEMBERS OF THE MAKITA MISSION, A GROUP OF NINE SENIOR JAPANESE INDUSTRIALISTS WHO