

# TRADE WORKS

**C**anada's exports of goods and services account for more than 40 percent of the country's economic activity, and they support an estimated one out of every four jobs. That kind of prosperity doesn't happen by accident.

In British Columbia's thriving Port of Vancouver—Canada's busiest—the rain-slick cranes work round the clock hoisting coal, automobile parts and other products on and off cargo ships at some 25 terminals. Thanks to burgeoning trade with Asia, a favourable exchange rate and excellent rail links to the rest of the continent, Vancouver now handles more cargo than any other port on the West coast of North America, including the U.S. ports of Seattle and Los Angeles.

In 2002, about 63 million tonnes of cargo passed through Vancouver, supporting some 63,000 jobs across the country and an estimated \$3.5 billion in economic output. That makes Vancouver a potent symbol of what world trade means to Canada.

In fact, when it comes to trade Canada has few equals. It easily outpaces its partners in the Group of Eight leading industrial countries (G8). Canada exports 41.1 percent of its gross domestic product (GDP); the G8 average is 17 percent. Canada imports about 37 percent of its GDP; the G8 average is 14 percent.

"Canada is a trading nation," says Pierre Pettigrew, Canada's Minister for International Trade. "But the country's prosperity is linked to our ability to facilitate that trade with the world."

Secure and open markets, and a fair trading system based on rules—these are some of the foundation stones enabling Canada to prosper from trade. But foundations are not built by accident. It takes time and much consideration.

This is why the Government of Canada is actively engaged in trade negotiations on many fronts. In each case it has one central objective: more open, more predictable, rules-based markets anchored in the World Trade Organization (WTO)—the international agency in Geneva that deals with the rules of trade between nations.



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The government also has one underlying rationale for its efforts: Trade stimulates economies and endows them with more goods, more services, more technology and more ideas.

Trade has other benefits as well. Despite some concerns about globalization, the federal government believes that trade binds nations into a system of interdependence. In this way it helps to ensure more peace and stability worldwide—a key objective of Canada's foreign policy.