

That requires concrete Pacific initiatives, and I want to talk about four of them.

We are opening new trade offices in the Pacific Rim. One is already operating in Auckland, New Zealand. We are opening a consulate in Shanghai, and doubling the number of trade development officers stationed in Beijing. In the next few months, we will open a consulate general in Osaka, with a special mandate to promote trade and facilitate technological exchanges. We are assigning a technology development officer to the embassy in Tokyo, and are introducing a new "technology awareness and acquisition program", to support private sector missions in advanced industrial materials, automotive parts technology, and manufacturing technology.

We are spending more money on market awareness. The government will commit more than \$1 million to sharing costs of marketing efforts by Canadian business in developing or increasing their exports in the markets of Asia and the Pacific. We are particularly interested in helping deepen the awareness in China of Canada as a trading partner.

We are stepping up export missions. During the past year, several Canadian ministers have been promoting trade in Asian capitals. Next year, the Prime Minister will carry Canada's trading message personally to the Far East. Next week, Jim Kelleher, the Minister for International Trade, will lead a major export mission to New Zealand and Australia. Exporters and entrepreneurs are coming with me to India and Pakistan in December.

Finally, we are taking every opportunity to increase general economic co-operation between Canada and the Pacific Rim. One example is the new round of multilateral trade negotiations, which will set the new shape of world trade. Before the negotiations begin, I want to identify the common ground between Canada and the newly industrializing countries of Asia and the Pacific. I am sending senior officials on a trade policy mission to Korea, Indonesia, Thailand, Singapore, Malaysia and the Philippines. Their mandate is to identify specific areas where we can work together to increase joint leverage in the negotiations on market access.

In the same spirit, we are taking a more active role in the Pacific Economic Co-operation Conference, an initiative by business leaders, encouraged by governments.

Next autumn the fifth annual Conference on Pacific Economic Co-operation will be held here in Vancouver. We have established a national Pacific Economic Co-operation Committee of 24 prominent Canadian business, academic and political leaders, under the chairmanship of Eric Trigg.

In preparation for the Vancouver conference, members will meet in Bangkok to examine investment linkages, in San Francisco for a trade seminar, in Jakarta, to explore co-operation in the energy and mineral sector. The initial focus is on the economy and the private sector. But when I met the Canadian committee earlier this month, I urged them to explore the entire range of possibilities for Pacific co-operation.

There is one other country on the Pacific Rim I should mention in the context of trade. That is the

---