

I was in Thailand in July and had the opportunity at the beginning of my visit there to officiate at the opening of a joint venture between Champion Graders of Ontario and the Thai firm, Italthai. Champion had been selling heavy equipment into the Asian market for years, when the Japanese came along and began to produce and sell similar heavy equipment at a cheaper price. Champion began to lose its markets, but instead of giving up, it fought back and entered into a joint venture with the Thais using Canadian technology and Thai manpower. Now it is exporting to the United States, as well as gradually reclaiming the markets in Asia that had been lost.

That kind of adjustment to new realities is occurring as a matter of the private policy of individual Canadian companies. But one of the realities we cannot escape is that it also has to be reflected in the public policy of governments.

The Arctic is one of our realities. Trade is another. Of the seven industrialized countries who gather in Economic Summits each year, only Germany depends on exports more than Canada. The U.S. depends less on trade than we do. So does Japan. So does Britain. So do France and Italy. We must trade to grow. That is as much a part of Canada as the Arctic is - and we must see it and seize it as an opportunity.