

IMPORTANCE OF EXPORTS

Mr. Robert H. Winters, the Minister of Trade and Commerce, carried the Government's export campaign into the United States recently, when he spoke to the fifty-third convention of the National Foreign Trade Council. His audience consisted of some 1,500 businessmen engaged in the promotion of international trade and investment.

The Minister stressed the special importance of exports to Canada, pointing out that foreign markets were almost four times more vital for Canada in relation to gross national product than for the United States. The concern of the Federal Government to increase its share of the export market, he said, accounted for its continuing interest in the performance of foreign subsidiaries, which had contributed, and would continue to contribute, greatly to Canada's development.

FREE DEVELOPMENT

"The Canadian Government is most desirous that subsidiaries remain free to develop their full potential within the Canadian community, free from interference, either from the Canadian Government, the government of the parent company or from the parent company itself," Mr. Winters declared. He referred to the list of guiding principles established by the Canadian Government, which he described as "indicative, rather than mandatory". The Government's only desire, he said, was that "companies incorporated in Canada should act as good corporate citizens of Canada".

INTERNATIONAL TRADE

Turning to the current world-trade situation, Mr. Winters stressed the interdependence of the U.S. and Canadian economies, pointing to the enormous trade across the international border. "This mingling of our economic destinies," he said, "has been immensely beneficial to both our countries." It was not surprising, Mr. Winters continued, that Canada and the United States, as two of the world's great trading nations, had a mutual interest in the way international trade was conducted throughout the world. They also shared a willingness to bring their trading problems to the bargaining table, he said.

Canada placed great hopes, according to Mr. Winters, on a successful outcome of the "Kennedy round" of tariff negotiations to "reduce to more manageable proportions" the great problems of the exporting world. Although there were still uncertainties, he expressed confidence that the results would be considerable and that arrangements would be reached to assist the developing countries, which have been "pressing in every international trade and economic forum" for new and special arrangements to meet their problems.

ROLE OF EXPO '67

The Minister spoke of the challenge he had placed before Canadian exporters for 1967, seeking an increase of \$1.25 billion in exports, thereby bringing the total to \$11.25 billion during the coming year. This, he said, would be about \$562.50 *per capita*,

compared to \$141 for the United States in 1965 and \$251 for Britain. He stated that Expo '67, opening in Montreal next April, offered the world's business community a unique way of promoting trade in 1967. The International Trade Centre, sponsored by Canada's chartered banks, the Expo Club and the Business Development Bureau would be united in this unique trade promotion activity. It would be the first time in the history of world exhibitions, he said, that such services had ever been provided for businessmen.

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EDUCATION EQUIPMENT MISSION

A three-man fact-finding mission sponsored by the Department of Trade and Commerce left Canada recently for Paris, Geneva and Turin, Italy, to investigate the export market potential for Canadian-made technical educational equipment.

The members of the mission represent ten Canadian firms interested in making a presentation to UNESCO and ILO, who are increasing their activities in vocational training in the less-developed countries of Asia, Africa and South America. The mission members will investigate the purchasing and procurement policies of UNESCO and ILO, as well as their specifications for and requirements of equipment for electrical and electronic shops, machine, automotive, sheet metal and woodworking shops, and industrial physics training facilities.

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GAS TURBINES FOR RCN

Mr. Paul Hellyer, Minister of National Defence and Mr. C.M. Drury, Minister of Industry, announced recently that a contract worth some \$36 million was being awarded to United Aircraft of Canada Limited, Longueuil, Quebec, for the gas-turbine main-propulsion systems of the four new helicopter destroyers of the Royal Canadian Navy. The first vessel will be delivered in 1970, with completion of the four-ship programme due in 1972. Mr. Drury emphasized that "excellent proposals" had been received from both United Aircraft and from the Marine Olympus Consortium of Britain. An extensive interdepartmental evaluation had taken place, he added, and he was confident that the RCN would be provided with "a propulsion plant second to none".

A "FIRST" FOR CANADA

The decision to employ gas-turbine power-plants in the helicopter destroyers is regarded as one of the most important steps in the history and evolution of warship construction in Canada. A number of other navies have been using gas turbines, in combination with steam and diesel engines, for the propulsion of destroyer and frigate type warships and as propulsion for smaller craft. Canada, however, is the first country to decide to construct warships of destroyer size with all-gas turbine plants.