



# communiqué

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## HIGHLIGHTS OF TRADE MISSION TO AUSTRALIA AND NEW ZEALAND

The Honourable Gerald Regan, Minister for International Trade, today announced some of the highlights of his recently completed trade mission to Australia and New Zealand, November 9-19. Minister Regan led a delegation of fifteen Canadian businessmen.

"The purpose of the mission was two-fold - to aggressively seek out opportunities for increased sales of Canadian goods in Australia and New Zealand and, at the same time, to assure these markets that we are secure and reliable suppliers of sophisticated, high quality manufactured products", Mr. Regan said. "On both counts, the trade mission was very successful".

In Australia, Minister Regan and the Canadian delegation travelled to Canberra, Sydney, Brisbane, Perth and Melbourne. The delegation has just concluded the mission in the cities of Wellington and Auckland, New Zealand.

In Canberra, Minister Regan met with the Deputy Prime Minister and Minister for Trade, Mr. Lionel Bowen. As a result of meetings on November 9 and 10, the Ministers reaffirmed the strong desire of both their countries to expand their trade relationship, particularly to develop their potential in the areas of high technology and defence equipment manufacturing. They also stressed the need for stronger commercial, industrial and technical links between the private sectors in Canada and Australia. One of the most significant results of these discussions involved the operation of the Canada/Australia Trade Agreement. Both Ministers have asked that officials explore the question of the stability and security of the preferential tariff arrangements that exist under the Agreement and which provide an incentive for both countries to increase bilateral trade.

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Minister Regan and the Canadian delegation also visited Sydney and Brisbane where a number of very successful discussions took place, which could lead to the future sales of high technology products including Telidon. Discussions initiated by the Minister could also result in new joint ventures for the production of oil and gas equipment, industrial cooperation concerning the Submarine Replacement Program and the procurement of armoured personnel transport equipment.

Canada's reputation as a supplier of high technology goods was considerably enhanced during the visit.

In Melbourne, at a Round Table sponsored by the Victoria Chamber of Manufacturers, Minister Regan held frank and open discussions with fifteen senior Australian businessmen on the possibilities of increased industrial cooperation between the two countries. As a result of the delegation's visit to Melbourne, future sales of Canadian manufactured products look very promising. "The Canadian businessmen accompanying me are enthusiastic about the contacts they have established and very optimistic about increasing business with various industrial sectors in Australia", Mr. Regan said.

While in New Zealand, Minister Regan visited a number of senior New Zealand businessmen to discuss Canadian interests in a number of major capital projects. The Minister also met with Prime Minister Muldoon and other senior Cabinet Ministers, including Mr. Warren Cooper, New Zealand's Minister of Trade. These meetings were preliminary to the opening of trade consultations by officials from both countries as called for in the Canada-New Zealand Agreement on Trade and Economic Co-operation.

Minister Regan and the Canadian delegation returned to Canada on Monday, November 21.