

CHECK AGAINST DELIVERY



# STATEMENT DISCOURS

SECRETARY  
OF STATE  
FOR EXTERNAL  
AFFAIRS.

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EXTÉRIEURES.

87/54

Notes for remarks by  
the Right Honourable Joe Clark,  
Secretary of State for  
External Affairs, at the  
inauguration of the  
Canada/Kingdom of Saudi Arabia  
Joint Economic Commission

HULL

October 5, 1987.

YOUR ROYAL HIGHNESS, MEMBERS OF THE OFFICIAL DELEGATIONS TO THE JOINT ECONOMIC COMMITTEE, AND GUESTS:

IT IS WITH GREAT PLEASURE THAT I WELCOME ALL OF YOU TO THE FOURTH MEETING OF THE CANADA-SAUDI ARABIA JOINT ECONOMIC COMMITTEE. I WOULD ALSO LIKE TO REITERATE MY WORDS OF LAST NIGHT AND SAY HOW MUCH I VALUE THE VISIT TO CANADA OF PRINCE SAUD AND THE IMPORTANCE I ATTACH TO IT.

HIS ROYAL HIGHNESS AND I WILL BE MEETING LATER TODAY TO DISCUSS A VARIETY OF SUBJECTS OF MUTUAL INTEREST.

IT IS CLEAR THAT CANADA AND SAUDI ARABIA FACE SIMILAR PROBLEMS IN MANY ASPECTS OF DEVELOPMENT--A LARGE LAND AREA, SMALL POPULATION BASE, MANY SMALL AND REMOTE SETTLEMENTS, CLIMATIC EXTREMES AND CHALLENGING TOPOGRAPHY ARE BUT A FEW.

ALTHOUGH SOME JOINT PROJECTS ARE UNDERWAY--FOR INSTANCE, CANADA'S NATIONAL RESEARCH COUNCIL IS WORKING WITH THE KING ABDUL AZIZ CENTRE FOR SCIENCE AND TECHNOLOGY TO ESTABLISH A NATIONAL OBSERVATORY IN THE KINGDOM--PRINCE SAUD AND I SHARE THE VIEW THAT, GIVEN THE SIMILARITIES, THERE SHOULD BE CONSIDERABLY MORE MUTUAL INVOLVEMENT IN DEVELOPMENT THAN HAS BEEN THE CASE TO DATE. THIS MEETING, THEREFORE, SHOULD MARK THE BEGINNING OF A NEW AND MORE INTENSE ERA IN OUR RELATIONSHIP.

IN ORDER THAT THIS MIGHT BE REALIZED, WE WILL STRIVE TOGETHER TO STRENGTHEN OUR BILATERAL ECONOMIC RELATIONSHIP. THE WORK THAT YOU WILL UNDERTAKE, COUPLED WITH THE TOUR OF CANADA BY BUSINESS LEADERS FROM THE KINGDOM WILL LEND SUBSTANCE TO OUR TALKS. THESE TWO ELEMENTS, THE PUBLIC AND PRIVATE SECTORS OF OUR COUNTRIES, WORKING TOGETHER WILL PROVIDE FOR RENEWED, REVITALIZED AND DEEPER ECONOMIC LINKS BETWEEN US.

I WISH TO ADDRESS A FEW WORDS TO THE CANADIAN AND SAUDI ARABIAN BUSINESS LEADERS WHO ARE HERE TODAY. DURING MY VISIT LAST YEAR TO SAUDI ARABIA, HIS ROYAL HIGHNESS AND I CONSIDERED HOW BEST TO INSTILL DYNAMISM IN OUR TRADING RELATIONSHIP, AND NOTED THE NECESSITY OF INVOLVING OUR RESPECTIVE BUSINESS COMMUNITIES IN THE PROCESS.

OBVIOUSLY, ALTHOUGH OFFICIALS CAN SET THE STAGE FOR COOPERATION, MUCH OF THE RESPONSIBILITY FOR ACTION LIES WITH OUR RESPECTIVE PRIVATE SECTORS. IT WAS ESSENTIAL, THEREFORE, THAT AN OPPORTUNITY BE CREATED SO THAT THESE ELEMENTS COULD COME TOGETHER.

I WOULD LIKE TO EXPRESS MY APPRECIATION TO THE COUNCIL OF SAUDI CHAMBERS OF COMMERCE AND INDUSTRY AND THE SAUDI MINISTRY

OF COMMERCE FOR ASSEMBLING THIS IMPRESSIVE GROUP OF SAUDI BUSINESS DELEGATES TO VISIT CANADA.

I UNDERSTAND THE GROUP WAS ABLE TO VISIT SUCH MAJOR CANADIAN CENTRES AS MONTREAL, TORONTO AND CALGARY AND HAD THE OPPORTUNITY TO COME IN CONTACT WITH LITERALLY HUNDREDS OF THEIR CANADIAN COUNTERPARTS. I BELIEVE THAT MANY PROMISING INITIAL CONTACTS HAVE BEEN ESTABLISHED AND SOME AGREEMENTS ARE NEAR CONCLUSION. THIS CERTAINLY AUGURS WELL FOR THE FUTURE.

TO THE SAUDI SIDE, I WOULD SAY THAT I HOPE THAT THIS IS ONLY ONE OF MANY VISITS TO CANADA. I AM AWARE THAT A SIGNIFICANT FEATURE OF THE CURRENT SAUDI DEVELOPMENT PLAN IS THE CREATION OF SECONDARY AND LIGHT INDUSTRY, INITIALLY TO SERVICE A SMALL MARKET BASE.

YOU SHOULD NOTE, THAT WITH OUR SMALL POPULATION AND CONCOMITANT SMALL DOMESTIC MARKET, CANADIAN COMPANIES, BY NECESSITY, HAVE HAD TO DEVELOP KNOW-HOW AND TECHNOLOGY THAT WOULD ALLOW THEM TO BE PROFITABLE USING SHORT PRODUCTION RUNS. GIVEN THE SIMILARITIES I NOTED PREVIOUSLY BETWEEN OUR TWO COUNTRIES, CANADIAN INDUSTRY IS CERTAINLY A MOST SUITABLE CHOICE AS A PARTNER TO SAUDI COMPANIES TO TRANSFER THAT KIND OF EXPERTISE TO THE KINGDOM.

FOR THE CANADIANS, IT IS IMPORTANT THAT THE SUCCESSFUL BEGINNING NOW ACHIEVED NOT BE LOST THROUGH INACTIVITY. THOSE FACTORS THAT HAVE MADE YOU SUCCESSFUL IN THE CANADIAN MARKET ARE THE SAME ONES THAT WILL LEAD TO SUCCESS IN SAUDI ARABIA. OF THESE, FOLLOW-UP AND CUSTOMER SERVICE ARE HIGHLY IMPORTANT. I ENCOURAGE YOU TO VISIT THE KINGDOM AT THE EARLIEST OPPORTUNITY TO MAINTAIN MOMENTUM IN YOUR DEALINGS AND TO SEE FIRST-HAND WHAT EXACTLY IS REQUIRED. MY DEPARTMENT, THROUGH ITS VARIOUS PROGRAMS AND OFFICES AT HOME AND ABROAD, STANDS READY TO LEND YOU EVERY ASSISTANCE, BUT I EMPHASIZE THAT THE INITIATIVE MUST COME FROM YOU.

I MENTIONED EARLIER THE RESULTS-ORIENTED ASPECT OF THIS JOINT ECONOMIC COMMITTEE. THIS FORUM MUST BE MORE THAN AN EXCHANGE OF VIEWS--ALTHOUGH THAT IS AN IMPORTANT ASPECT--IT MUST ACT IN SUCH A WAY THAT THE PATH TO FUTURE ACTION IS CLEAR. WITHOUT SUCH A PATH, THERE IS NO ON-GOING WAY OF MANAGING THE RELATIONSHIP OR OF MEASURING WHETHER POSITIVE GOALS ARE BEING ACHIEVED.

WITH THE SET-UP OF VARIOUS COMMITTEES, SIMULTANEOUS DISCUSSIONS ON A BROAD FRONT CAN BE UNDERTAKEN. IT IS THE RESPONSIBILITY OF EACH OF THESE COMMITTEES NOT ONLY TO IDENTIFY AREAS FOR COOPERATION BETWEEN OUR TWO COUNTRIES, BUT ALSO, AND MOST IMPORTANTLY, TO REPORT BACK LATER TODAY TO THE PLENARY THE

ACTION PLAN DETERMINED BY THEIR GROUP THAT WILL ALLOW US TO ACHIEVE CONCRETE RESULTS. THIS IS BY NO MEANS AN EASY TASK, BUT IT IS ONE THAT MUST BE UNDERTAKEN IF WE ARE TO MOVE FORWARD IN OUR MUTUAL ENDEAVOURS.

THE AGREEMENT THAT HIS ROYAL HIGHNESS AND I ARE ABOUT TO SIGN IS A SIGNIFICANT STEP FORWARD BETWEEN TWO MAJOR TRADING NATIONS. THIS AGREEMENT FORMALLY ESTABLISHES THIS JOINT ECONOMIC COMMITTEE AS AN INTEGRAL PART OF OUR TRADING RELATIONSHIP. IT ALSO PROVIDES FOR THE EXCHANGE OF MOST FAVOURED NATION RATES OF DUTY BETWEEN US. BUT PERHAPS MORE IMPORTANT THAN ITS ACTUAL WORDS, IS THAT IT SYMBOLIZES THE EVOLUTION OF OUR FRIENDSHIP.

WITH THIS IN MIND, I LOOK FORWARD WITH GREAT INTEREST TO RECEIVING YOUR REPORT AND PLANS FOR THE FUTURE, AND WISH YOU EVERY SUCCESS IN YOUR DELIBERATIONS.

IT IS WITH PLEASURE THAT I NOW ASK HIS ROYAL HIGHNESS TO ADDRESS THIS ASSEMBLY.

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