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**NOTES FOR AN ADDRESS BY
THE HONOURABLE RAYMOND CHAN,
SECRETARY OF STATE (ASIA-PACIFIC)
ON THE OCCASION OF
AN ASIA PACIFIC FOUNDATION BREAKFAST MEETING
WITH HEADS OF MISSION (ASIA-PACIFIC)**

**VANCOUVER, British Columbia
January 13, 1995**



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First of all I should like to thank each of you for getting up so early to be here this morning. Thanks also to the Asia Pacific Foundation for hosting - under the guidance of Mike Phelps and Bill Saywell - this breakfast this morning.

I'd like to welcome our Minister for International Trade, the Honourable Roy MacLaren, and our Secretary of State for Multiculturalism and the Status of Women, the Honourable Sheila Finestone. A special welcome goes to Mr. Gordon Campbell, the leader of the opposition Liberal Party in British Columbia. Welcome also are our heads of mission from the Asia-Pacific region. Having visited with many of you during my first year in office, I can readily attest to the fact that you are representing Canada superbly in Asia.

This is a very important time to be working in the Asia-Pacific, and as our high commissioners and ambassadors are well aware, our government's focus on the region - culminating with the recent visit of Prime Minister Jean Chrétien - has all Canadians looking to the region.

Nineteen ninety-four was an eventful year for those of us dealing with the Asia-Pacific: it included visits to Canada by the Prime Minister of Thailand and ministers from Japan, China, South Korea, Indonesia, India, Laos and other countries. Going the other way, Mr. MacLaren, Foreign Affairs Minister André Ouellet and I criss-crossed the region working hard to promote Canadian interests there. Nineteen ninety-four was also the year of "Team Canada" led by Prime Minister Chrétien. Team Canada was a sort of awakening to the sheer scale of opportunities and to Canada's capacity to compete when the effort is made. Team Canada showed that we could pursue business opportunities. It demonstrated the advantage of working together: federal government with provincial government, business with government. And it proved that Canada can compete with the best in the world and win.

The key motivation for links with the Asia-Pacific is their impact on economic growth and job creation in Canada. To most of us in this room, this is obvious, but we have to be ready to express the potential for Canadians in tangible ways, for instance:

- the support that Asia-Pacific markets may lend to the future development of key Canadian sectors;
- the size and purchasing power of the Asian middle classes and the implications for Canada of value-added products and services;
- the position of Japan and other countries as holders of debt and providers of direct investment; and
- the emerging global role of the Asia-Pacific region in industrial innovation.

I am convinced that our government's focus on the Asia-Pacific - and our explanations to Canadians for that focus - is perhaps the best example to Canadians of our government's Red Book philosophy.

In short, exports create jobs, and jobs create wealth for Canadians, thus helping to reduce the deficit and to maintain many of those programs, such as health care, that have made our country the envy of the world.

As Mr. Chrétien and the premiers showed on the Team Canada trip, our government's commitment to the Asia-Pacific region can address some of our concerns on the national unity issue. Indeed, support for national unity can be enhanced through the pursuit of co-operative working relationships with the provinces, and through federal leverage and access in the Asia-Pacific when key contracts are at stake and major issues must be dealt with. National unity is most obviously relevant for the Quebec dimension, but it is also significant in mediating lingering divides between Eastern and Western Canada. We see our efforts in the Asia-Pacific as a unifying force - something we can all agree upon.

The expansion of business ties across the Pacific and throughout Asia will take persistent efforts, but I am confident those efforts will succeed. I believe we can build on improved market access resulting from the Uruguay round and the progress made bilaterally with a number of individual countries. As Mr. MacLaren mentioned last night, it will take well-targeted trade, investment and tourism promotion efforts. It also will benefit by our enthusiastic participation in regional institutions, above all APEC [Asia-Pacific Economic Co-operation].

These efforts in turn can be strengthened by complementary measures that will contribute to a much-needed maturity in our bilateral relationships as well as our regional role. Activities should advance a diversity of objectives and engage a cross-section of our people and talent. They should portray Canada as a partner of quality and value, who is in the game for the long haul, rather than the quick fix.

I say this because success in the Asia-Pacific means a commitment not only over time but across many fields of human endeavour. It covers personal ties between leaders; acceptance of certain responsibilities in areas such as peace, human rights and democratic development; recognition of the value of educational and cultural links; and sharing of experience in specific areas such as research and development, environmental preservation, or other challenges of public policy.

For me, there is a special meaning to the engagement, indeed the mobilization, of Canadians of Asian origin in the building of our Asia-Pacific partnerships. As I mentioned to our heads of mission yesterday morning, Canadians of Asian origin, whether representatives of big companies or entrepreneurs from our dynamic small and medium-sized firms, can contribute to the national effort we need.

They will add empathy to our Asia-Pacific ties, the kind of cultural affinity so long of benefit to our North American and European links. Much of our success in realizing our aspirations in business will have to do with the success we have in linking our peoples.

I have been trying to do my part and I will continue to do so. I will visit South Korea later this month, meet with members of the new cabinet there and discuss how to strengthen the unique "Special Partnership" we have embarked upon, especially in areas such as science and technology, third-country alliances and co-operation on political and security questions.

I will visit Hong Kong on the same trip, and reinforce Canada's commitment to Hong Kong's vitality and stability in the lead-up to 1997 and to continued support beyond 1997.

In March, I will join business representatives in a visit to Pakistan and India, ensuring that Canada takes full advantage of opportunities too long overlooked, opportunities reinforced by impressive initiatives taken in promoting economic reform and trade liberalization. At the same time, I will register our support for regional security and non-proliferation objectives. I will renew our commitment to sustainable development and poverty alleviation through our development co-operation programs.

What I want to stress is the need to address our relationships across a broad spectrum of activity and issues. Single-dimension, quick-fix approaches do not suit the situation in the Asia-Pacific and will not work for Canada. This same outlook should guide our thinking here in Canada. That is why we have worked with the Asia Pacific Foundation and others, such as the David Lam Centre here in Vancouver, to increase training in Asian languages and cross-cultural communications - not just as an intellectual exercise but as a tool for business development.

It underlines the importance of the round tables organized last year by the Asia Pacific Foundation on Asian Canadians. We can build on our multicultural setting, where 5 per cent of the population is of Asian origin and possesses skills that are of great value to our efforts.

As Sheila Finestone and I will emphasize during today's launching of the joint Canadian Heritage and Asia Pacific Foundation report entitled *Canada's Hidden Advantage: Asian Canadians*, Asian Canadians contribute knowledge, language skills, business experience and contacts from their countries of origin that are valuable in establishing and strengthening Canada's economic ties with the Asia-Pacific region.

Our government's commitment to fully rounded and forward-looking relationships is marked, I believe, by the creation of a network of

Canadian education centres in the Asia-Pacific. This network, which will be run in association with the Asia Pacific Foundation, will introduce young Asians to the excellence of Canada's education and training facilities. It will establish a base of educational links in the Asia-Pacific that can serve the full range of Canadian economic and political interests.

On peace and security issues in the region, we are at once asserting the Canadian interest and assuming a reasonable share of the responsibility by supporting the non-governmental Canadian consortium on Asia-Pacific security, by actively participating in the development of official regional security and by encouraging policies and activities.

What counts in building success in the Asia-Pacific is, one, how effectively we weave our activities and policies together to common ends and, two, how effectively we work together: business with government, federal with provincial governments, academic institutions with private sector organizations.

Our tourism promotion will be more effective if we look at infrastructure development and visa requirements at the same time. Our efforts to encourage investment in Canada will benefit from entrepreneurial immigration or technology development. The development of new markets in such sectors as environmental industries, informatics and biotechnology, where Canada has much potential, will benefit from our willingness to engage in co-operation, consultation and joint projects with selected countries; to acquaint them with what we offer; and to build ties with key decision makers along the way.

If we succeed in getting the weave of initiatives right, we will establish a more comprehensive and balanced approach to our regional ties. If we continue the effort to work together effectively, as I firmly believe we can, we will make Team Canada more than a nickname for a visit; it will be an ongoing way of doing business.

In the coming months, we are undertaking a full examination of our priorities in the Asia-Pacific region and of the tools we need to pursue the objectives we set. As part of this process, we will be consulting Canadians across the country. The premise is that a good agenda for Canada and the Asia-Pacific will result from the engagement of all players in its design and implementation. I hope you will join us in the effort. The lower mainland and the province of British Columbia have always led the way for Canada to the Asia-Pacific; we expect we will continue to do so.

Thank you.