

STATEMENT DISCOURS



NOTES FOR AN ADDRESS
GIVEN BY THE
HONOURABLE GERALD REGAN,
MINISTER OF STATE
(INTERNATIONAL TRADE),
AT A SEMINAR TO PROMOTE
MARKET OPPORTUNITIES IN AFRICA,
HALIFAX,
DECEMBER 15, 1982

MR. CHAIRMAN, LADIES AND GENTLEMEN:

MAY I SAY THAT I'M DELIGHTED TO BE WITH YOU TODAY AND I'M PARTICULARLY DELIGHTED BECAUSE THERE ARE SO MANY OF YOU. I THINK IT IS INDICATIVE OF THE INTEREST THAT EXISTS IN THIS COUNTRY IN DEVELOPING OUR OVERSEAS EXPORTS. CANADA, OF COURSE, NEEDS EXPORTS TO LIVE. WE COULD NOT POSSIBLY MAINTAIN THE STANDARD OF LIVING THAT WE HAVE IN THIS COUNTRY WITHOUT A LARGE PART OF OUR PRODUCT GOING INTO THE EXPORT MARKET. \$3.00 OUT OF EVERY \$10.00 OF OUR GROSS NATIONAL PRODUCT IS REPRESENTED BY EXPORT SALES, MEANING OF COURSE THAT WITH OUR VAST RESOURCES, WITH OUR SCARCITY OF PEOPLE, AND HIGH LEVEL OF DEVELOPMENT, THAT THOSE SALES ARE ESSENTIAL IN MAINTAINING OR HAVING ANYTHING LIKE THE STATUS OF LIVING THAT WE HAVE. IT FOLLOWS, OF COURSE, BY THE SAME TOKEN, THAT IF WE DO BETTER IN EXPORTS, BECAUSE WE HAVE SO MUCH PRODUCTION, PARTICULARLY IN THE WAY OF RAW MATERIALS, THEN OUR STATUS OF LIVING CAN IMPROVE THAT MUCH MORE. INDEED EXPORTS PROVIDE A LARGE STEPPING STONE IN THE PATH TO ECONOMIC RECOVERY IN THIS COUNTRY.

I AM ESPECIALLY PLEASED THAT YOU HAVE TURNED OUT IN SUCH NUMBERS FOR THE SEMINAR TODAY BECAUSE OF THE PRESENCE OUR TRADE COMMISSIONERS, WHO ARE SCATTERED ACROSS THE AFRICAN CONTINENT, AND WHO ARE HERE TODAY TO MEET WITH YOU AND WHO ARE AVAILABLE AGAIN FOR APPOINTMENTS AFTER THE SEMINAR. I BELIEVE AND I AM SURE THAT THOSE OF YOUR WHO HAVE ALREADY HAD DEALINGS WITH THEM WILL AGREE, THAT THEY ARE DEDICATED, ABLE PEOPLE. I AM VERY PROUD OF THE JOB THAT THEY DO AND THE JOB THAT THE REST OF OUR TRADE COMMISSIONERS DO IN THE VARIOUS PARTS OF THE WORLD.

BUT I THINK THAT LITTLE WILL BE ACHIEVED IF YOU COME HERE TODAY, PAY ATTENTION TO THE SEMINAR AND PARTICIPATE, AND TAKE ONLY A CASUAL INTEREST IN QUESTIONS OF FOLLOW-UP. I'M SURE THAT MOST OF YOU WILL RECONGIZE THAT FOREIGN SALES REQUIRE SOME PERSISTENCE AND TO DEVELOP THOSE SALES OVER A PERIOD OF TIME TAKES QUITE A BIT MORE PERSISTENCE. SO I'M GOING TO URGE YOU IN THAT REGARD THAT TODAY IS NOT JUST A HAPPENING, BUT A BEGINNING, FROM WHICH YOU CAN BE ORIENTED IN THE DIRECTION OF ADDITIONAL EXPORT SALES IF YOU REALLY WORK AT THE FOLLOW-UP. AS MOST OF YOU KNOW, I'M A RELATIVELY NEWCOMER TO THE INTERNATIONAL TRADE PORTFOLIO, BUT AS A NOVA SCOTIAN AND THROUGHOUT MY YEARS IN PUBLIC LIFE I'VE BEEN KEENLY AWARE OF HOW MANY PARTS OF CANADA, INCLUDING MY NATIVE PROVINCE, DEPEND ON EXPORT MARKETS. WE DEPEND ON EXPORT MARKETS, ONLY FOR SALES OF OUR RAW MATERIALS, OUR FISH, OUR AGRICULTURE AND OUR FOREST PRODUCTS, BUT ALSO FOR MANY MANUFACTURED GOODS. AND THIS I THINK IS AN EXPERIENCE THAT I SHARE WITH MANY CANADIANS BECAUSE OF THE IMPORTANCE OF EXPORTS, AS I'VE MENTIONED.

I'VE ONLY BEEN IN THIS PORTFOLIO FOR TWO MONTHS. I'M STILL FEELING MY WAY IN IT, AND I WILL BE LEADING MY FIRST TRADE MISSION OF CANADIAN BUSINESSMEN IN THE FIRST PART OF JANUARY WHEN WE GO TO HUNGARY, SAUDI ARABIA, KUWAIT, ABU DHABI, OMAN -- AND HOME. BUT WE WILL HAVE TRADE MISSIONS IN THE FOLLOWING MONTHS TO THE VARIOUS PARTS OF THE WORLD AND I AM BECOMING INCREASINGLY AWARE THAT THESE MISSIONS ARE A VERY IMPORTANT PART OF DEVELOPING TRADE, BECAUSE IN A LOT OF THOSE COUNTRIES, HAVING A MINISTER THERE OPENS DOORS TO BUSINESSMEN THAT OTHERWISE WOULD NOT BE OPENED. SO THIS IS ONE OF THE THINGS THAT WE ARE GOING TO DO.

YOU KNOW, THE MOST IMPORTANT STATISTIC IN TALKING TODAY, AS YOU ARE, ABOUT AFRICAN TRADE, IS THE FACT THAT THE AMOUNT OF CANADIAN EXPORTS FOR THAT CONTINENT HAS TRIPLED IN THE PAST FIVE YEARS. THAT IS THE ANSWER TO THOSE WHO SAY "HOW CAN WE GET THE FINANCING?", TO THOSE WHO SAY "HOW WILL THEY BE ABLE TO PAY WITH THEIR ECONOMIES THE WAY THEY ARE?". I DON'T MEAN TO BRUSH THOSE DIFFICULTIES ASIDE, BUT I THINK THAT THE MARKET IS THERE, THE OPPORTUNITIES ARE THERE, AND IN THE SAME WAY THAT GROWTH HAS OCCURRED OVER THOSE 5 YEARS, THERE ARE A HOST OF OPPORTUNITIES FOR US TODAY.

YOU'VE HAD A NUMBER OF EXCELLENT PRESENTATIONS ALREADY ON THE OPPORTUNITIES AND CHALLENGES OF TRADE WITH AFRICAN NATIONS. MY OFFICIALS WILL BE GIVING YOU MORE INFORMATION OF THE TYPE OF ASSISTANCE WHICH GOVERNMENT CAN GIVE TO BUSINESS IN DEVELOPING AND KEEPING MARKET IN AFRICA. WHAT I'D LIKE TO DO FOR A FEW MOMENTS IS TO SPEAK BRIEFLY ABOUT TRADE WITH AFRICA AND WITH DEVELOPING COUNTRIES GENERALLY IN THE LARGER CONTEXT OF CURRENT TENSION WITHIN THE INTERNATIONAL TRADING SYSTEM.

ALL OF YOU REALIZE THAT THE INTERNATIONAL TRADING SYSTEM, WHICH IN THE POST WORLD WAR II PERIOD HAS BEEN BUILT UP AROUND THE GENERAL AGREEMENT ON TARIFFS AND TRADE, IS UNDER TREMENDOUS PRESSURE. MIND YOU, THE AMOUNT OF INTERNATIONAL TRADE THAT OCCURRED IN THE YEARS THAT GATT HAS BEEN IN EXISTENCE HAS PHENOMINALLY MULTIPLIED. I SHOULD POINT OUT AS WELL THAT A LARGE PART OF THE GROWTH IN THE STANDARD

OF LIVING NOT ONLY IN CANADA, BUT ACROSS THE WORLD, IS ATTRIBUTABLE TO THE GROWTH OF MULTI-LATERAL TRADING RELATIONS THAT HAS ENABLED VARIOUS COUNTRIES TO SPECIALIZE IN THOSE THINGS FOR WHICH THEY ARE MOST SUITED.

SO WHILE IT'S HARD TO QUANTIFY, I PUT IT TO YOU THAT A LARGE PART OF THE IMPROVEMENT IN STANDARD OF LIVING IN THE POST WAR ERA CAN BE ATTRIBUTED TO THE GROWTH OF TRADE. NEVERTHELESS, THE CURRENT WORLD-WIDE ECONOMIC RECESSION HAS PUT PRESSURE ON ALL GOVERNMENTS TO PROTECT JOBS BY ERECTING TRADE BARRIERS AROUND THEIR OWN MARKETS WHILE SEEKING TO INCREASE THEIR SHARE OF EXPORT MARKETS ABROAD. IT'S AN OBVIOUS IMPOSSIBILITY FOR EVERYONE TO DO THAT. THERE ARE LIMITS TO WHICH THE PROCESS CAN BE EXTENDED BEFORE THE POSSIBILITY OF CUTTHROAT COMPETITION FOR SHRINKING MARKETS THREATENS THE VIABILITY OF THE ENTIRE SYSTEM.

CANADIAN HAS TAKEN A LEADING ROLE IN DEFENDING THE GATT TRADING ARRANGEMENTS AT THE INTERNATIONAL LEVEL AND HAS BEEN DOING THIS UNDER INCREASINGLY DIFFICULT CIRCUMSTANCES.

I RETURNED NOT LONG AGO FROM THE MINISTERIAL MEETINGS IN GENEVA AND I HAVE TO COUNT THOSE NEGOTIATIONS AMONG THE TOUGHEST THAT I HAVE SEEN IN TWENTY YEAR IN PUBLIC LIFE. THE FACT THAT WE REACHED ANY CONSENSUS AT ALL WAS, IN MY VIEW, DUE LARGELY TO THE EXTRAORDINARY COMBINATION OF EXPERIENCE AND PATIENCE, IF YOU LIKE, THE SCOTTISH STOICISM, THAT THE EXTERNAL AFFAIRS MINISTER ALLAN MACEACHEN EMPLOYED IN CHAIRING THE MEETINGS.

SO DIFFERENT WERE THE INTERESTS OF THE EUROPEAN ECONOMIC COMMUNITY, OF THE DEVELOPING NATIONS, THE POINT OF VIEW OF UNITED STATES AND THE NEEDS OF OTHER INDEPENDENTS, THAT THE DEVELOPMENT OF A CONSENSUS WAS A GREAT ACHIEVEMENT. FOR THE WORD TO HAVE GONE FORTH FROM THE GATT MEETINGS WE FAILED TOTALLY, THAT WE FAILED TO HAVE A CONSENSUS, WOULD HAVE DONE GREAT HARM TO THE FUTURE OF MULTI-LATERAL TRADING AND INDEED TO MARKET CONDITIONS ACROSS THE WORLD.

I SOMETIMES THINK THAT A LOT OF PEOPLE MISUNDERSTAND THE NATURE OF OUR SUPPORT AS CANADIANS FOR GATT. SOME MAY THINK, FOR EXAMPLE, THAT WE ARE TAKING A HOPELESSLY IDEALISTIC APPROACH IN DEALING WITH THE VERY TOUGH COMMERCIAL REALITIES FACING THE WORLD TODAY. I DON'T THINK SO. IN THINK, IN FACT, THAT OUR POLICY IS A VERY REALISTIC ONE. WE ARE CONSCIOUS OF THE NEED AT TIMES TO TAKE PROTECTIVE MEASURES TO SECURE CANADIAN JOBS. BUT GATT HAS ALWAYS RECOGNIZED THAT. IT HAS ALWAYS RECOGNIZED THE NECESSITY OF TEMPORARY PROTECTIVE MEASURES FOLLOWING CERTAIN RULES IF THERE IS A TREMENDOUS SURGE IN INCREASE OF IMPORT OF A PARTICULAR PRODUCT THAT THREATENED THE EXISTENCE OF THE DOMESTIC INDUSTRY. WE DO THIS, FOR EXAMPLE, IN THE AREA OF CLOTHING AND FOOTWEAR IMPORTS AND WITH JAPANESE AUTO IMPORTS. WHAT GATT DOES IS PROVIDE A FRAMEWORK IN WHICH COUNTRIES CAN TAKE NECESSARY MEASURES TO PROTECT THEIR INTERESTS, BUT ONLY AT THE EXPENSE OF TRADEOFFS IN OTHER AREAS, AND ONLY WITH THE DISCIPLINE SO THAT IT NOT BE DONE ON A DAY-TO-DAY BASIS TO ANSWER EVERY POLITICAL OUTCRY FOR PROTECTIONISM. BY WORKING TO SUPPORT THIS FRAMEWORK, WHAT WE ARE SEEKING TO DO IS AVOID

THE FREE-FOR-ALL OF "BEGGAR THY NEIGHBOUR" POLICIES WHICH CHARACTERIZED THE DISASTROUS TRADING ENVIRONMENT OF THE DEPRESSION OF THE 1930'S. AGAIN, I HAVE TO SAY, IF WE PROTECT EVERY INDUSTRY, AND EVERY JOB AT HOME, AND IF EVERYONE ELSE DOES THE SAME THING, THEN WE AS A COUNTRY THAT MUST EXPORT TO LIVE WOULD BE THE ONE THAT SUFFERED THE MOST, BECAUSE IF OUR ORDERS WERE CLOSED WE WOULD FIND THAT THE OTHER BORDERS WERE CLOSED AS WELL AS OURS.

AS I INDICATED, WE WENT INTO THE GATT MEETINGS FACING MANY DIFFICULTIES BECAUSE OF THE VERY, VERY GREAT DIFFERENCES. OUR PRIMARY ACCOMPLISHMENT WAS A STATEMENT THAT THE POLITICAL WILL OF ALL NATIONS STILL EXISTS TO KEEP THE GATT SYSTEM INTACT, AND I THINK THAT UNDER THE CIRCUMSTANCES THAT WAS A SIGNIFICANT ACHIEVEMENT. IT WAS ESPECIALLY SIGNIFICANT FOR EXPORTERS TO DEVELOPING COUNTRIES BECAUSE OF THIS GROWING IMPORTANCE OF THE DEVELOPING NATIONS IN THE WORLD TRADING SYSTEM. IN PARTICULAR, ONGOING CONCERNS OVER THE CREDITWORTHINESS OF DEVELOPING COUNTRIES PROVIDE ONE OF THE CRUCIAL CHALLENGES TO THE SURVIVAL OF GATT AND OF MULTI-LATERAL TRADING TODAY.

FOR A NUMBER OF YEARS DEVELOPING NATIONS HAVE BEEN AMONG THE FASTEST GROWTH CENTRES IN THE WORLD ECONOMIC PICTURE. THIS HAS MADE THEM THE TARGET OF THE EXPORT GROWTH POTENTIAL OF THE DEVELOPED NATIONS AND HAS SIGNIFICANTLY ADDED TO THE GROWTH OF OUR ECONOMY IN THE WESTERN WORLD. TAKING THE CASE OF CANADA'S TRADE WITH AFRICA, AGAIN, THERE HAS BEEN AN EXPANSION OF OUR EXPORTS FROM \$640 MILLION IN 1978 TO 1981

FIGURES OF \$1.2 BILLION IN GOODS AND AN ESTIMATED \$600 MILLION IN SERVICES. PRESENT ESTIMATES ARE THAT OUR EXPORTS TO AFRICA IN 1982 WILL EXCEED \$2 BILLION IN GOODS ALONE. MOREOVER, THERE IS ENOUGH DEMAND IN AFRICAN MARKETS TO ALLOW FOR CONSIDERABLE ONGOING EXPANSION. OVER THE NEXT FIVE YEARS, AFRICAN COUNTRIES ARE EXPECTING TO SPEND MORE THAN \$500 BILLION IN DEVELOPMENT PROJECTS ALONE. THE CATCH, OF COURSE, IS THE QUESTION OF WHERE THEY ARE GOING TO GET THE MONEY TO CARRY OUT THE PROJECTS WHICH WOULD PROVIDE US WITH THOSE SORT OF ENORMOUS EXPORT OPPORTUNITIES.

AND I THINK THAT WE HAVE TO ADMIT THAT WE CANNOT RESOLVE THE PROBLEMS OF THE CREDITWORTHINESS OF DEVELOPING NATIONS UNLESS WE ALLOW THEM SOME MEANS OF ACCESS TO OUR MARKETS FOR THEIR PRODUCTS. LIKEWISE, DEVELOPED NATIONS SUCH AS CANADA WILL HAVE TO MAINTAIN A SIGNIFICANT COMMITMENT TO FOREIGN AID, IF ONLY TO ENSURE THAT DEVELOPING NATIONS HAVE THE POSSIBILITY OF CREATING THE WEALTH TO PAY FOR THE THINGS WE WANT TO SELL THEM. I SUPPOSE IN THIS SENSE, OUR COMMITMENT TO THE NORTH-SOUTH DIALOGUE IS NOT ONLY AN IDEALISTIC STATEMENT OF OUR DESIRE FOR A BETTER WORLD FOR EVERYONE TO SHARE, IT IS A CONCRETE ECONOMIC NECESSITY. FINALLY, WE HAVE TO BE WILLING TO SHOW A REASONABLE DEGREE OF CONFIDENCE IN THE ABILITY OF DEVELOPING NATIONS TO ACHIEVE ECONOMIC STABILITY, AND WE MUST GIVE A COMMITMENT TO THE INTERNATIONAL MECHANISMS THAT WILL ENCOURAGE THIS.

WHAT I SUGGEST THIS MEANS FOR CANADIAN EXPORTERS IS THAT, NOTWITHSTANDING THE PROBLEMS, THE OPPORTUNITIES TO TAP THE HIGH GROWTH MARKETS OF AFRICA AND THE OTHER PARTS OF THE DEVELOPING WORLD ARE THERE, AND WE MUST BE WILLING TO SEIZE THEM. WE HAVE TO ACCEPT OF COURSE THE FACT OF PRETTY TOUGH HEAD-TO-HEAD COMPETITION WITH THE EUROPEANS, THE AMERICANS AND THE JAPANESE IN THESE DEVELOPING MARKETS. BUT WE SHOULD ALSO RECOGNIZE THAT CANADIAN EXPORTERS HAVE MANY ADVANTAGES IN THESE NEW MARKETS, AND THAT OUR ECONOMIC RECOVERY IS AS I POINTED OUT, IN A SIGNIFICANT PART DEPENDANT ON OUR ABILITY TO CAPITALIZE ON THESE ADVANTAGES.

WE HAVE TECHNICAL EXPERTISE IN AREAS WHICH ARE OF PARTICULAR INTEREST TO AFRICAN COUNTRIES - SUCH AS COMMUNICATIONS, TRANSPORTATION, AGRICULTURE, FORESTRY AND MINING. WE HAVE THE ADVANTAGE OF DEALING IN BOTH OF AFRICA'S MAJOR TRADING LANGUAGES, ENGLISH AND FRENCH. WE HAVE THE ADVANTAGE OF POLITICAL ACCEPTABILITY TO AFRICAN NATIONS, BOTH BECAUSE WE HAVE NO HISTORY AS A COLONIAL NATION AND BECAUSE OF THE STRENGTH OF OUR SUPPORT OF INTERNATIONAL DEVELOPMENT AND THE NORTH-SOUTH DIALOGUE.

I'VE BEEN FOR THREE YEARS THE CHAIRMAN OF BRITISH COMMONWEALTH PARLIAMENTARY ASSOCIATION AND DURING THOSE YARS I NEVER CEASED TO BE AMAZED ABOUT THE GOOD-WILL THAT CANADA RECEIVED IN ALL PARTS OF THE DEVELOPING WORLD. I OFTEN THINK THAT WE RECEIVED BETTER RESPECT THAN WE DESERVED, AND IT'S A VERY IMPORTANT DOOR-OPENER FOR CANADIAN BUSINESSMEN IN THE DEVELOPMENT OF TRADE IN THOSE COUNTRIES.

THESE ADVANTAGES WILL NOT HELP US IF WE DO NOT HAVE PEOPLE IN THE PRIVATE SECTOR WHO ARE MAKING USE OF THEM. THERE ARE DIFFICULT CHALLENGES INVOLVED IN DEVELOPING THE EXPERTISE NECESSARY TO OPERATE IN AFRICA, AS IN OTHER COUNTRIES AND WHILE WE IN GOVERNMENT ARE MOST EAGER TO PROVIDE ASSISTANCE TO COMPANIES WHICH WANT TO MEET THOSE CHALLENGES, BECAUSE THAT'S THE ROLE OF GOVERNMENT AS A FACILITATOR, AS A COLLABORATOR, BUT NOT AS A LEADER IN TRYING TO GET INTO THE MARKET PLACE ITSELF. MY EXPERIENCE HAS INDICATED TO ME THAT THERE IS NOTHING MORE DISASTROUS THEN WHEN THE GOVERNMENT GETS INTO THE MARKET PLACE. I THINK THAT MEANS THAT WE MUST RELY ON THE PRIVATE SECTOR TO SHOW THE INITIATIVE TO COMPETE IN THE DEVELOPING WORLD AND WITH THE COLLABORATION OF THE GOVERNMENT TO DEVELOP THE EXPERTISE THAT ENABLES US TO COMPETE HEAD-ON WITH THE EUROPEANS, THE AMERICANS AND THE JAPANESE.

THE AREA OF FINANCING IN PARTICULAR IS ONE WHERE GOVERNMENT CAN, AND OFTEN MUST, BE OF ASSISTANCE. I WANT TO ASSURE YOU THAT WITHIN OUR MEANS THE CANADIAN GOVERNMENT WILL MAKE EVERY EFFORT TO SEE THAT THE FINANCING TERMS WHICH CANADIANS ARE OFFERING IN THE DEVELOPING WORLD ARE INTERNATIONALLY COMPETITIVE. AT THE SAME TIME, WE MUST RECOGNIZED THAT OUR EXPORT FINANCING RESOURCES ARE LIMITED AND WE CANNOT AFFORD TO COMPETE ON AN UNLIMITED BASIS. ON EXPORT FINANCING TERMS. WE MUST MAKE A CAREFUL ANALYSIS OF EACH LARGE TRANSACTION TO DETERMINE THAT, IF WE ARE COMPETING WITH THE FRENCH, OR WHOEVER, THAT THERE IS A BENEFIT TO CANADA AS A RESULT OF THE SALE.

FINALLY, CANADIANS MUST ALSO MAKE MORE IMAGINATIVE USE OF ALTERNATIVE SOURCES OF FINANCING, SUCH AS THE WORLD BANK, THE AFRICAN DEVELOPMENT BANK AND THE ARAB DEVELOPMENT BANKS, AS WELL AS EMPLOYING E.D.C. AND OTHER CANADIAN EXPORT FINANCING MECHANISMS.

THE VARIOUS GOVERNMENT PROGRAMS THROUGH WHICH ASSISTANCE IS MADE AVAILABLE TO CANADIAN EXPORTERS IN AFRICA IS THE SUBJECT OF THE ENTIRE SERIES OF SEMINARS THAT ARE BEING GIVEN ACROSS THE COUNTRY, SO I DO NOT PROPOSE TO GO OVER EACH PROGRAM WITH YOU NOW. I DO, HOWEVER, WANT TO MAKE IT CLEAR TO YOU THAT WE PLACE A VERY HIGH PRIORITY ON THE NATION'S TRADING ACTIVITIES.

I WANT IN PARTICULAR TO DEAL WITH ONE CONCERNE THAT HAS BEEN VOICED IN SOME BUSINESS CIRCLES. THAT IS THE CONCERN THAT THE JANUARY 1982 DEPARTMENTAL REORGANIZATION WHICH SHIFTED RESPONSIBILITY FOR INTERNATIONAL TRADE TO THE DEPARTMENT OF EXTERNAL AFFAIRS WOULD HAVE THE EFFECT OF REDUCING THE EMPHASIS WHICH WE PUT ON TRADE IN DEALING WITH OUR EXTERNAL RELATIONS. THE FACT FORTUNATELY IS THE VERY OPPOSITE. THE REAL KEY OBJECTIVE OF THE REORGANIZATION WAS TO FOCUS MORE ATTENTION ON COMMERCIAL MATTERS IN OUR FOREIGN POLICY AND TO SEE TO IT THAT NOT JUST OUR TRADE COMMISSIONERS, BUT THAT EVERYONE ABROAD IN THE SERVICE OF CANADA CONTRIBUTES TO CANADIAN SALES. AND I THINK YOU WILL SEE OVER TIME A REAL IMPROVEMENT IN THE SUPPORT WE GIVE TO PEOPLE IN THE EXPORT FIELD.

LET ME CONCLUDE BY REAFFIRMING THE PRIORITY WHICH GOVERNMENT PLACES ON THE DEVELOPMENT OF NEW EXPORT MARKETS. THE MARKET OPPORTUNITIES ARE THERE IN AFRICA, THE GOVERNMENT IS ANXIOUS TO HELP CANADIAN BUSINESSMEN AND WOMEN TO MAKE USE OF THEM. IN THE END, HOWEVER, IT IS THE PRIVATE SECTOR THAT MUST MAKE THE VITAL INVESTMENTS OF SKILL AND EFFORT TO OPEN UP THESE MAREKTS.

THANK YOU