

Exports to the United States declined 0.8% or \$0.8 billion. There were increases of exports to the other EEC countries of 22.3% (about \$1.0 billion), to the United Kingdom of 15.1%, and to Japan of 2.3%. Exports to other countries decreased 2.4%.

In the 1982-86 period, the US share of Canada's exports advanced from 68.7% to 77.6%. There was, however, a loss of export market share in the United Kingdom, other EEC countries, Japan and other countries. Other countries' share decreased from 16.8% to 10.7% in 1986, reflecting lower exports to, for example, Eastern Europe, the Middle East, and other African countries.

21.5.5 Reconciled data of trade with the United States

After adjusting for conceptual differences which normally add to the balance calculated from Canadian data, the reconciled trade surplus with the United States measured Cdn. \$21.5 billion in 1985, up substantially from the reconciled trade surplus of Cdn. \$3.4 billion in 1981 (Table 21.7). According to reconciled data, Canadian exports to the US increased 67.5% and Canadian imports from the US rose 37.1% in the years 1981 to 1985. The high export value to the US reflected a strong US currency in which most exports, including those to the US, are stated.

21.6 Federal trade services

Canada's economy is vitally dependent on international trade. Competition among industrial nations is intense and increased exports are not easy to achieve. A successful export trade development program can only be assured by combining good products, efficient production and aggressive, intelligent marketing with government support.

External Affairs is responsible for the delivery of a number of export promotion programs.

The Program for Export Market Development (PEMD): The industry-initiated component of PEMD encourages the export of Canadian goods and services by offering assistance to Canadian businesses to participate in or undertake various types of export promotion activities and sharing the financial risks of entering new foreign markets. The program's government-initiated component provides funds for organizing national exhibits at trade fairs outside of Canada, trade and economic missions to foreign countries and trade missions to Canada by foreign officials and businessmen.

The Technology Inflow Program (TIP): TIP promotes international collaboration on technological innovation. The program eases development of new or improved Canadian products, processes, or services by facilitating the flow of foreign technology with Canada, and by providing Canadian scientists and engineers with financial support to assist them in gaining first-hand knowledge of foreign technologies.

The Cost-Recoverable Technical Assistance (CRTA) program: CRTA facilitates export opportunities for Canadian technical goods and services (including capital projects) through government-to-government technical assistance projects, and through secondment of public sector expertise in support of private sector project initiatives.

21.6.1 Department of External Affairs

The economic policy bureau is responsible for developing advice on international economic issues which affect Canadian interests. It develops and co-ordinates Canadian positions for economic summits, Canadian participation in the OECD, on questions related to Canada's relations with developing countries and on the economic dimensions of East-West relations. It also provides departmental input into the government policy process relating to international financial, monetary and investment issues as well as energy and environmental questions.

The special trade relations bureau is responsible for the effective administration of import and export controls under the Export and Import Permits Act. The bureau implements government policies with respect to the import of textiles and clothing, footwear, agriculture and other products; and with respect to the export of military and strategic goods and the import of arms and munitions of war. The bureau also implements government policy with respect to international nuclear policy issues.

The trade policy bureau is responsible for formulating and implementing Canadian trade policy with particular reference to the activities of the General Agreement on Tariffs and Trade (GATT), the Organization for Economic Co-operation and Development (OECD), the United Nations Conference on Trade and Development (UNCTAD) and the trade aspects of domestic industrial and agricultural policies. It is responsible for sectoral trade issues, such as services, resource and commodity trade policy questions, including the preparation and conduct of the negotiation of intergovernmental commodity arrangements and agreements. The bureau also