

# Speech: Britain's commitment to Canada's future

Good morning.

It is a pleasure to be here in Vancouver, and an honour to be a guest of the Greater Vancouver Board of Trade.

This remarkable organisation has been dedicated to the commercial success of the city for more than 130 years – in short, for almost as long as Vancouver has existed.

That success, of course, was not long in coming. Almost from the moment that Jack Deighton built a makeshift tavern here in 1867, the city has been a hub of international trade – and good cheer.

People ask me: why did you choose to come to Vancouver? The answer is: perched at the very edge of the Western World, Vancouver is a vital link between East and West, and the gateway to the vast opportunities of the Asia-Pacific region.

Those who know Vancouver are not surprised at the city's comparative youth. I can see that just looking round this morning. There is an energy and drive here, apparent to anyone who visits, that few other places can match.

I was surprised to learn, however, that I am the first UK Cabinet Minister to perform an official bilateral visit just to this city in living memory. You can choose, looking around the room, how long you think that happens to be!

But of course, any Brit should feel right at home in a city founded by a Yorkshireman and built around a pub – so it's natural that we feel a cultural affinity and a comfort here.

But I am here to show our commitment to UK-Canada ties, and to demonstrate that British commitment doesn't stop in Ottawa or Montreal or Toronto.

In an increasingly globalised world, Vancouver will become ever more important in facilitating global commercial opportunity – a natural pivot in the economic rebalance of East and West.

It is only natural that HSBC would choose this city for their Canadian headquarters.

They join a host of other high-profile British firms, from infrastructure giant Balfour Beatty to Oscar-winning special effects company 'Double Negative', tapping into a film industry that, in 2017, posted its best year ever – and gave me my best photo opportunity, my only one so far to pose with an Oscar.

These are only some of the hundreds of firms whose commercial relationships

augment the ties of history, culture and family that already unite Canada and the UK.

All in all, there are around 700 UK firms currently operating in Canada, and around 750 Canadian firms operating in the UK.

The multitude of workers, professionals and entrepreneurs that operate on both sides of the Atlantic have vastly enriched both our economies, as well as building those personal relationships that are vital to international cooperation.

Our bilateral trading relationship is worth over C\$ 27 billion, with British engineering giants such as Rolls Royce and BAE systems joining our financial institutions in their expansion into Canadian markets.

It is a partnership, of course, that goes both ways.

Canadian investments in the UK may not match the size of those from countries such as the USA, but they are remarkably visible.

Canary Wharf dominates the east London skyline, while Fortnum & Mason – a treasured institution of a department store in the heart of the Capital, and one of my wife's favourite spending places – is also Canadian-owned.

And millions of people across southern England feel the benefits every time they turn on their taps, through Canadian investment in Thames Water.

These are only 3 examples. But they highlight how Canadian investment, and our broader economic partnership, has become part of the fabric of national life in the United Kingdom.

This favour will soon be repaid – during Prime Minister Teresa May's visit to Canada in September last year, a contract was signed for UK firm Turner & Townsend to refurbish the central block of the Canadian Houses of Parliament in Ottawa. We might even get them to do the same in the UK, before ours falls down!

It's clear, then, that our 2 countries share a close commercial bond. But I'm sure that there's not a single person in the room today who couldn't have told me that already.

In fact, for the financial year just ended, our preliminary FDI results from Canada are at or near record numbers.

Preliminary figures show that Canadian institutional investors invested around £3 billion UK in real estate, infrastructure and private equity – bringing total Canadian institutional investment in the UK to over £30 billion. Moreover, Canadian FDI in the UK over the past year created around 2,000 new jobs, and that is before we consider those safeguarded.

So that is all terrific. What then, of the future? What will our future trading relationship look like.

As I'm sure every single person here is aware, Britain is currently negotiating the terms of our withdrawal from the European Union following our referendum.

Some sections of the international press seem bent on presenting the vote as a symptom of insularity, despite all the growing evidence to the contrary. There are those who peddle the narrative still that Britain will be withdrawing from the world and abdicating from our international responsibilities.

Let me tell you, nothing – absolutely nothing – could be further from the truth.

Our decision to leave the EU stemmed from an awareness of the opportunities of the wider world, and a concern that, in an age when globalisation and new technologies have revolutionised the world economy, the EU lacked the flexibility to realise opportunities or negotiate timely access to new markets.

Put simply, it was about broadening our horizons, not narrowing them.

Canada of all nations understands and values our dedication to international cooperation.

For as much as Canada is a part of Britain's past, and vice-versa, we are also part of one another's future.

We share a unique degree of cooperation in almost every area of international relations.

We are members of the G7, the G20, the Commonwealth – the [Heads of the Commonwealth Governments will gather next week in London](#) – and we're part of the Five Eyes intelligence network and NATO.

And we are both champions of free trade who understand that commerce is the best means to reduce global poverty and increase global prosperity.

This last point is an extremely important one at the present time. It is the UK's ambition to become the world's foremost champion of free trade, using all of our economic and diplomatic influence to remove barriers, open up new markets, and spread prosperity to every corner of the globe.

Achieving this ambition will mean working not only bilaterally, but also through international forums such as the WTO, working with our allies to support and extend the crucial rules-based international system. The alternative to a rules-based system is a deals-based system, and that will be in nobody's interests.

For our success, the potential payoffs are vast. Free trade is not simply a dogma or blind article of faith.

It is about positioning ourselves as the natural partners to the emerging economies of Asia and Africa that will drive global growth throughout the

21st Century. Trade is mutually beneficial. And protectionism, on the other hand, has never done well. Protectionism will never do well. It is a false ally.

As the gateway to those economies, Vancouver knows all of this better than any city in the region – perhaps better than any city on earth.

But we must also think about the vast bilateral commercial opportunities that exist between the UK and Canada.

Part of our ongoing dedication to free trade is our support for the ratification of CETA.

Of course, this is part of our commitment to a common EU trade policy for as long as we are a member.

But it is also recognition of the vast benefits that the removal of 98% of duties will have for UK-Canadian trade, for our businesses, and ultimately for our consumers – the group that seems to be least-mentioned in any trade discussions.

My Department for International Trade is working with companies across the UK and Canada to ensure that they take full advantage of the widening transatlantic opportunities.

This takes the form of export and investment promotion, trade missions, and ministerial visits such as this one.

But crucially we also offer practical support. UK Export Finance, for example, offers fully underwritten financial support for any Canadian company looking to 'Buy British', and source goods or services from the UK.

This means that trading with the UK is safer and more economically viable than ever before.

And, with both our countries committed to transitioning CETA seamlessly into a bilateral free trade agreement, the opportunities are just beginning.

Traditionally, Canadian exports to the UK have focussed on raw materials and precious metals.

These continue to be vitally important, perhaps more than ever.

Yet the Canadian economy, and the economy of Vancouver in particular, is beginning to align with the UK in other ways, creating new bilateral possibilities.

The burgeoning tech industry is a good example.

London is the undisputed technological capital of Europe. The UK boasts some 58,000 tech companies, and last year in the capital new ones were founded at the rate of approximately 1 every hour.

In the same period, London alone attracted more tech venture capital funding than the whole of Germany, France, Spain and Ireland combined.

Vancouver, too, boasts an enviable concentration of tech talent and expertise, and the exchange of people, companies and ideas between the 2 cities is gathering pace.

For example, the Vancouver-based social media management platform, Hootsuite, has plans to grow their UK operation to over 250 staff.

The confidence of companies such as this is indicative of the broadening of UK-Canada economic opportunities, and of the increasingly important role that services will play in international trade.

The rules-based international trading system has many strengths, but its provisions remain under equipped to effectively govern the global trade in services.

As a post-industrial economy, the UK recognises the vast potential of liberalising the global trade in services.

Because of this, facilitating this trade is the 'low-hanging fruit' of the global economy, where barriers can be removed swiftly and easily without many of the tariff and quota complications of more traditional FTAs.

Such action offers a clear path for mature economies to tap into the resource-rich and expertise-hungry markets of the developing world.

As global poverty continues to fall and demand for services expands across the world, it would be remiss for developed nations such as ours not to recognise this potential and lead the way on trade in services liberalisation.

Even for the UK and Canada, who will enjoy the benefits of a full-blown trade agreement, ensuring free and open access for services must remain a priority.

Services already make up 42% of the UK's exports to Canada – a total value of almost £4 billion in 2017. In the same year, we imported £2 billion of services from Canada. Canada's total service exports are now worth more than its fuel exports.

Above all, liberalising trade in services the surest way to future-proof our economic relationship, weathering the imbalances of a changing world economy to ensure that the UK and Canada remain natural partners through the 21st Century and beyond.

Today, I just want to leave you with 1 message.

My department – the Department for International Trade – exists solely to promote UK exports, attract investment, and create the best legal and regulatory environment for businesses across the UK, and our overseas partners.

I would encourage every member of the Greater Vancouver Board of Trade to get in touch with our team here and begin exploring the vast opportunities available.

We stand at a pivotal moment of world economic history, and together I believe that the UK and Canada have a great synergy and will build a brighter and more prosperous future – for our countries, for our people and beyond.

The only limit is the scale of our ambitions.

Thank you.

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## **Press release: Liam Fox to promote FDI opportunities to further boost UK trade**

International Trade Secretary, Dr Liam Fox today announced his department will launch new content to promote more than £30 billion worth of FDI opportunities, which will help to drive growth across the UK.

UK Invest, which is set to launch in the coming weeks, will make use of the Invest is GREAT website to publicise more than 60 opportunities across the country, and ensure the international investment community understand the rich breadth of the UK offer.

Hosted on [invest.great.gov.uk](http://invest.great.gov.uk), the portfolio will provide a quick and simple signpost for international investors looking to gain access to or grow their existing holdings in the UK economy.

The UK is the number one destination for inward investment in Europe. The portfolio will appeal to global investors who are attracted to the UK's open, liberal economy, flexible and dynamic labour market, business-friendly taxation and regulation and strong, transparent rule of law.

International Trade Secretary, Dr Liam Fox, said:

As an international economic department, we have been building relationships with the world's most important investment stakeholders, including sovereign wealth funds, pension funds and investor developers.

UK Invest will work with every part of the UK to identify investment opportunities, and ensure the strong appetite for investing in the UK generates prosperity and jobs in every part of the country.

The announcement comes as statistics released this week by the ONS reveal that [UK exports rose 10.4%](#) to £627.6 billion between March 2017 and the end of February 2018, with increases in both goods and services and a £12.9 billion reduction in the trade deficit.

A [new report from HSBC](#) also revealed that the export boom looks set to continue in the coming years, predicting that the value of UK exports of goods and services will rise by 22% by 2020, and double by 2030.

DIT is the focal point for foreign investment capability across government, and helped attract a record [2,265 FDI projects in 2016 to 2017](#), up 2% on the previous year. This is estimated to have created or safeguarded more than 108,000 jobs.

The [invest.great.gov.uk](#) site already provides a range of information to help international businesses invest in the UK. This includes details on:

- how DIT can help companies to build connections with businesses across their sectors in the UK
- advice on hiring staff from recruitment through to salary benchmarking
- unique insights into specific markets in the UK based on companies' needs
- information on grants and incentives to help businesses grow in the UK
- assistance with visa applications and other immigration issues

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## [News story: Asian hornet identified in Lancashire](#)

The National Bee Unit has confirmed a sighting of the Asian hornet in the Bury area of Lancashire. It was spotted by a member of the public in a cauliflower, which has since been traced back to Boston.

The Asian hornet is smaller than our native hornet and poses no greater risk to human health than a bee. However, they do pose a risk to honey bees and work is already underway to identify any nests, which includes setting up a surveillance zone and traps in the two identified locations and deploying bee inspectors to visit local beekeepers.

This is the first confirmed sighting since last year, when a nest was discovered in Woolacombe in North Devon. [That Asian hornet incursion was successfully contained](#) by bee inspectors who promptly tracked down and destroyed the nest.

Nicola Spence, Defra Deputy Director for Plant and Bee Health, said:

While the Asian Hornet poses no greater risk to human health than a

bee, we recognise the damage they can cause to honey bee colonies. That's why we are taking swift and robust action to locate and investigate any nests in the Bury and Boston areas following this confirmed sighting.

Following the successful containment of the Asian hornet incursion in North Devon last year, we have a well-established protocol in place to eradicate them and control any potential spread.

We remain vigilant across the country, working closely with the National Bee Unit and their nationwide network of bee inspectors.

Bee inspectors from APHA National Bee Unit will be carrying out surveillance and monitoring in a 1-2 km radius around the initial sighting. Additional monitoring and surveillance will be carried out in the Boston area where the cauliflower was grown.

If you suspect you have seen an Asian hornet you can report this using the iPhone and Android app 'Asian Hornet Watch' or by emailing [alertnonnative@ceh.ac.uk](mailto:alertnonnative@ceh.ac.uk). [Identification guides and more information are available.](#)

- The cost of eradication on private land will be met by APHA.
- Members of the public can also report sightings by email to [alertnonnative@ceh.ac.uk](mailto:alertnonnative@ceh.ac.uk) with a photo or on the Great Britain Non-native Species Secretariat website.
- At this time of year the hornet is likely to be a newly emerged queen which is looking to establish a nest. If a nest was established last year it would have died out over winter.
- The Great Britain Non-native Species Secretariat is a joint venture between Defra, the Scottish Government and the Welsh Government to tackle the threat of invasive species. More information can be found on their [website](#).
- For details on the appearance of an Asian hornet please can be found on [Bee Base](#) guide or the [non-native species identification guide](#).
- Photographs of the Asian hornet are available on our [Flickr account](#)

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## [News story: Programme: EU-UK Article 50 negotiations Brussels, 16-18 April 2018](#)

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## [News story: Australian Air Force officer teams up with RAF to train Aerospace experts](#)

Squadron Leader Pete Mole is a Member of the Royal Australian Air Force, working in the UK as an RAF trainer

Pete is a specialist in GPS and navigation – a subject that has its roots in aerospace but is used by every part of Modern Defence operations. He teaches people from all over Defence, both military and civilian, about the complex workings of Aerospace technology.

Still a member of the Australian RAAF, Pete works as part of a UK RAF team. Training is very hands-on, with just a third of time spent in the classroom learning the theory, a third on a written thesis, and the last third devoted to visiting the industry to see new products in action.

This course requires a thorough understanding of the science behind the technology, but we also emphasise the importance of its practical use, to help make sure that our equipment is functional and fit for purpose. We try to demonstrate the very latest practices and developments so that people can compare what's on offer in the market, and determine the best choice of supplies for their organisation.

My students usually graduate into trials, procurement, test and evaluation jobs, so seeing what's in the pipeline and at the very cutting edge of modern technology helps prepare them for that.

Pete made his first trip to the UK with his wife in 2009 to study his Masters degree – an MSC in Aerospace Systems – in an exchange between his own service, the Royal Australian Air Force and their British counterparts.

I came to the UK because they're recognised as a top trainer around the world, so it was an easy choice.

Peter Mole with Staff, Students & Families at the Graduation of No. 48 Aerosystems Course, College Hall, RAF Cranwell

When he qualified, Pete returned to Australia, and spent the next four years on the frontline testing RAAF aircraft systems.

Among other things, I worked on a team developing countermeasures in aircraft – mechanisms that can be used to protect the aircraft and pilot against enemy attack whilst in flight. And I was deployed to Afghanistan to test how new equipment would function on the ground.

My job was to make sure that the equipment we wanted was fit for purpose. Creating useful equipment in a lab or a factory is only half the battle. If it doesn't work in the environments it's designed for, with all the extra challenges they bring, then it's not a useful tool for the men and women who are expected to use it day to day.

But Pete and his wife had loved their time in the UK. So when the opportunity arose for Pete to return in 2016 as an Aerospace trainer they both jumped at the chance.

I'm giving back to the course that shaped my career. I love being able to pass on my knowledge and front line experience – I've put my skills to use in Australia and around the world, so I know what it's like to do the job and now I'm teaching the next generation.

When my students graduate they are specialists who understand the inner workings and use of very complex equipment – so they're in high demand. Members of the Armed Forces find that when they become veterans, the Aerospace industry are snapping them up!

Pete loves being in England and teaching with the RAF – but he still works for the Royal Australian Air Force and keeps strong links with his Australian colleagues – part of his job to act as an interface between the Australian Air Force and the British Air Force.

Reflecting on his Commonwealth roots he said:

There's a large group of Australians on exchange here at and when I was working at the Air Warfare school recently it was completely normal to see one or two international students being trained by UK military.

My Aussie colleagues and I hosted an Australia day function earlier this year. It was great to see lots of people from the UK and from other nations getting into the spirit of it. And the international

links go much further than the Commonwealth, with Pete gaining extra benefits from the UK's reputation for first class training.

Working here as an adopted Brit and representing the RAAF opens a lot of doors with other European countries such as the Danish, French, Estonians and Latvia – who I wouldn't be able to build a relationship with if I were based in Australia. There's a huge amount of international co-operation when it comes to purchasing equipment and finding the best way to use them on operations, so every little helps.

My course only teaches 16 people a year so it's a close-knit community. One of my former students is now testing Australian Navy equipment, and many are working out in the industry bodies they visited when they were qualifying. They're now feeding back to me from the other side of the fence!