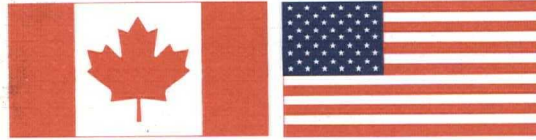


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CANADA – UNITED STATES

Business Travel

BUSINESS TRAVEL AND THE FTA

The Canada-United States Free Trade Agreement (FTA) establishes mutually beneficial provisions governing the movement of goods, services and investments between the two countries. Complementing these new rules is a ground-breaking initiative to ease restrictions on business travel between Canada and the United States.

Export sales today require more than a good product at a competitive price. A responsive sales network and, most importantly, reliable after-sales service are also essential components. For freer trade conditions to flourish, not only must goods, services and investments be treated without discrimination, but people involved in making sales, managing investments and providing services must be able to move easily across the border. The Canadian and U.S. governments have agreed upon rules for access to each other's markets for business travellers. Like all other provisions of the FTA, the rules governing business travel are based on the principle of reciprocity.

CATEGORIES OF BUSINESS TRAVELLERS

Under the FTA, four categories of business travellers will find it easier to cross the Canada-U.S. border: Business Visitors, Intra-Company Transferees, Traders and Investors, and Professionals in certain fields. The Agreement affects only these four categories of temporary entrants. All other provisions of Canadian and U.S. immigration law remain in effect. Spouses and children accompanying business travellers must satisfy normal admission requirements and cannot work or study without prior authorization. The FTA provides for annual Canada-U.S. consultations on business travel, among other matters, and it is to be expected that the list of professions, for example, will be adjusted as a result of these consultations. This publication reflects the provisions in place as of February, 1991.

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