

HAVE SUCH LIMITED BENEFITS FOR CANADIAN PRODUCERS; WHETHER THE FULL NORTH AMERICAN POTENTIAL - EITHER VIA RATIONALIZATION ARRANGEMENTS WITHIN MULTINATIONALS (ESPECIALLY IN INDUSTRY SUB-SECTORS OTHER THAN PETROCHEMICALS) OR THROUGH SERVING NEWLY OPENED MARKETS IN NORTHERN AREAS OF THE USA - CAN HAVE BEEN ADEQUATELY TAKEN INTO ACCOUNT. I ACCEPT, OF COURSE, THAT THE ASSOCIATION HAS MADE EVERY EFFORT TO BE REALISTIC IN ITS ASSESSMENT BUT, PERHAPS IN THE PROCESS OF ANALYSIS, IT WAS EASIER TO SEE THE NEGATIVE EDGES OF THE POSSIBLE IMPACT ON THE IMPORT SIDE THAN THE POSITIVE POTENTIAL ON THE EXPORT SIDE, PARTICULARLY WHERE THERE MAY BE LITTLE OR NO TRADE AT PRESENT.

THE GOVERNMENT NEEDS THE HELP OF BUSINESS IN CLEARLY IDENTIFYING EXPORT OPPORTUNITIES, AS WELL AS AREAS OF IMPORT SENSITIVITY. FOR THIS PROCESS TO BE FRUITFUL, IT IS IMPORTANT THAT INDUSTRY AVOID THE APPROACH WHICH SAYS THAT, IF ADVOCACY OF CONCESSIONS IN FOREIGN MARKETS COULD IN ANY WAY BE EQUATED WITH READINESS TO CONTEMPLATE REDUCTIONS IN CANADIAN PROTECTION, THEN DEMANDS FOR IMPROVED ACCESS ABROAD SHOULD BE KEPT TO A BARE MINIMUM. I AM GLAD TO NOTE THAT, BY AND LARGE, THIS HAS NOT BEEN THE POSITION OF YOUR ASSOCIATION; YOU HAVE WISELY REALIZED THAT THE GENEVA NEGOTIATIONS ARE FOR REAL AND THAT GOOD GOVERNMENT DECISION-TAKING CAN BEST BE FACILITATED BY CLEAR ANALYSIS OF INDUSTRY STRENGTHS AND VULNERABILITIES IN A CHANGING WORLD ENVIRONMENT.