

WHERE AN MTN CONCESSION RATE OF 3 PERCENT WAS NEGOTIATED, DOWN FROM PREVIOUSLY GATT BOUND LEVELS RANGING UP TO 15 OR 20 PERCENT (AND APPLIED RATES OF 6 PERCENT). SO FAR AS THE EC IS CONCERNED, GREATER-THAN-FORMULA CUTS WERE VERY MUCH THE EXCEPTION, BUT NONETHELESS A NUMBER OF SUCH CONCESSIONS OF INTEREST TO CANADA WERE MADE - EG ON CHAIN SAW CHAIN, PRINTING MACHINERY AND LARGE-SIZE REFRIGERATORS.

THE FOREGOING IS NOT TO IMPLY THAT, IN THE NEGOTIATIONS ON INDUSTRIAL PRODUCTS, WE GOT EVERYTHING WE WANTED - JUST AS IT IS TRUE THAT OUR TRADE PARTNERS DID NOT GET EVERYTHING THEY WANTED IN TARIFF TERMS FROM CANADA. IN THE CASE OF OUR EXPORT INTERESTS, LESS WAS AVAILABLE ON KEY PETROCHEMICALS AND PLASTIC RESINS THAN WE HAD HOPED - ESPECIALLY IN THE USA MARKET WHICH IS OF SO MUCH INTEREST TO COMPANIES IN ALL THREE MAIN PRODUCING REGIONS OF CANADA - SARNIA, MONTREAL AND ALBERTA. NOR WERE WE SUCCESSFUL IN CONVINCING THE JAPANESE THAT THE MTN WAS THE OCCASION FOR THEM TO BEGIN A SIGNIFICANT SCALING DOWN OF THE PROTECTION THEY APPLY TO INEFFICIENT BUT SOCIALLY SIGNIFICANT SAWMILLS, PLANING MILLS, TANNERIES AND NON-FERROUS METAL SMELTERS. IN RESPECT OF NON-FERROUS METALS SUCH AS LEAD AND ZINC, THE RESULTS FROM THE EC AND THE USA MUST ALSO BE CATEGORIZED AS DISAPPOINTING BUT, AGAIN, THE PRESENCE OF WORRIED BUT POLITICALLY STRONG LOBBIES MADE IT IMPOSSIBLE TO OBTAIN THE KIND OF MARKET ACCESS WE WERE SEEKING. AN EXCEPTION, OF COURSE,