

BUT IF THE INITIAL BALANCE IS NOT TO YOUR LIKING, YOU CAN ALWAYS CHANGE THE UNIT OF MEASUREMENT TO ARRIVE AT A MORE ACCEPTABLE RESULT - IF REVENUE FOREGONE DOESN'T DO THE TRICK, TRY PERCENTAGE POINTS GIVEN UP TIMES VALUE OF TRADE OR TAKE COMPARATIVE LEVELS OF REMAINING TARIFFS OR SUBTRACT CONCESSIONS GIVEN WHICH REPRESENT CHANGES YOU WISHED TO MAKE IN ANY EVENT IN YOUR OWN INTEREST - OR WHATEVER! FORTUNATELY, MATH OF THIS KIND WAS HARDLY APPLICABLE TO THE RECENT MTN OUTCOME BECAUSE COVERAGE WAS TOO BROAD AND THE SUBJECT MATTER TOO COMPLEX FOR THE RESULTS TO BE REDUCED TO EASY NUMBERS. AND, IN ANY EVENT, NO MATHEMATICAL ANALYSIS CAN TAKE ADEQUATE ACCOUNT OF QUALITATIVE CONSIDERATIONS OR TRULY MEASURE FUTURE POTENTIAL.

ANOTHER APPROACH WOULD BE TO WEIGH THE RESULTS AGAINST ORIGINAL NEGOTIATING OBJECTIVES VIS-A-VIS TRADING PARTNERS AND THE CONSISTENCY OF WHAT HAD TO BE CONTRIBUTED WITH WHAT WAS CONSIDERED DESIRABLE IN TERMS OF THE DIRECTION TO BE GIVEN TO THE DOMESTIC ECONOMY. THOSE OF US DIRECTLY INVOLVED IN THE NEGOTIATIONS HOPE THAT WE HAVE DONE A REASONABLE JOB WHEN MEASURED AGAINST SUCH CRITERIA. WE CERTAINLY VIEW THE RESULT AS HAVING BEEN TAILORED AS CLOSELY AS POSSIBLE TO MEET THE SENSITIVITIES, ASPIRATIONS AND NEEDS OF THE CANADIAN ECONOMY, AS THEY BECAME APPARENT THROUGH THE PROCESS OF CLOSE CONSULTATIONS WITH INTERESTED PARTIES IN CANADA. BUT THOSE MOST DIRECTLY INVOLVED ARE PROBABLY NOT WELL PLACED TO MAKE THE IMMEDIATE JUDGEMENTS OF THE PRODUCT OF THEIR LABOURS. HOWEVER, IF I AM TO JUDGE BY WHAT I HAVE SEEN TO DATE, OVERALL REACTIONS TO THE MTN OUTCOME HAVE NOT BEEN TOO BAD ... IN FACT, "NOT TOO BAD AT ALL" MIGHT IN A NUTSHELL SUMMARIZE MOST REACTIONS TO DATE. PRESS REPORTS, TELEPHONE CALLS, PERSONAL VISITS AND LETTERS INDICATE THAT REACTIONS ACROSS THE COUNTRY ARE, ON BALANCE, FAVOURABLE.