

IN BOTH THE AGRICULTURE AND INDUSTRY AREAS I AM CERTAIN THAT MANY MEMBERS OF THIS ASSOCIATION WILL HAVE A GOOD PERSONAL KNOWLEDGE AND EXPERIENCE OF THE PROBLEMS WHICH CAN BE CAUSED BY SUCH NON-TARIFF MEASURES AS PRODUCT STANDARDS, LABELLING REQUIREMENTS, GOVERNMENT PURCHASING PRACTICES, CUMBERSOME CUSTOMS PROCEDURES, QUANTITATIVE RESTRICTIONS ON IMPORTS, AND THE VARIOUS OTHER DEVICES WHICH, QUITE APART FROM TARIFFS, ACT TO RESTRAIN TRADE. AS TARIFFS HAVE DECREASED, THE SIGNIFICANCE OF SUCH MEASURES HAS, OF COURSE, INCREASED, AND IT IS NOW ESSENTIAL THAT AGREEMENT BE REACHED TO BRING SUCH PRACTICES UNDER A MEASURE OF INTERNATIONAL CONTROL.

THE WIDER SCOPE OF THESE NEGOTIATIONS, AND THE CONSEQUENT NEED TO BALANCE A RATHER COMPLEX SET OF TARIFF AND NON-TARIFF ITEMS TO YIELD A PACKAGE WHICH WILL PROVIDE REAL ADVANTAGES FOR CANADA, MAKES IT MORE IMPORTANT THAN EVER BEFORE THAT THE GOVERNMENT RECEIVE THE BEST POSSIBLE INFORMATION FROM BUSINESS. WE HAVE ASKED FOR VIEWS ON THE PROBABLE EFFECTS OF TARIFF REDUCTIONS, BOTH OUR OWN AND FOREIGN TARIFFS INCLUDED - OPPORTUNITIES AS WELL AS DISADVANTAGES - AND INFORMATION ON THE EFFECTS OF NON-TARIFF MEASURE WHICH AFFECTS CANADA'S BUSINESS IN FOREIGN MARKETS.

I KNOW THAT YOUR ASSOCIATION HAS SUBMITTED A BRIEF TO THE CANADIAN TRADE AND TARIFF COMMITTEE. I UNDERSTAND THAT MANY OF YOU EITHER AS FIRMS OR AS SMALLER INDUSTRIAL GROUPINGS HAVE ALSO SUBMITTED MORE DETAILED BRIEFS. I WOULD URGE THAT YOU PURSUE THIS PROCESS BY UPDATING YOUR BRIEFS WITH ANY NEW INFORMATION WHICH MAY BE RELEVANT, OR WITH ANY NEW VIEWS WHICH YOU MAY HAVE DEVELOPED IN CONSIDERING THE CHANGES WHICH MAY LIE AHEAD. SINCE MY APPOINTMENT AS COORDINATOR FOR THE MTN,