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AND ALL THAT ADDS UP TO HIGHER STANDARDS OF LIVING FOR CANADIANS.

WHAT WILL BE INVOLVED IN TRADE NEGOTIATIONS WITH THE U.S.? THESE WILL BE COMMERCIAL NEGOTIATIONS BETWEEN TWO DISTINCT AND SOVEREIGN NATIONS. WE AND THE AMERICANS WILL BE WORKING TOWARDS A PACKAGE OF MUTUALLY BENEFICIAL REDUCTIONS IN TARIFF AND NON-TARIFF BARRIERS IN ORDER TO PRESERVE EXISTING JOBS AND CREATE NEW JOBS IN THE FUTURE THROUGH EXPANDED TRADE.

IN ORDER TO GET A GOOD DEAL, WE HAVE TO BE PREPARED TO LOOK AT THE BROADEST POSSIBLE PACKAGE. THIS, WE HAVE FORMALLY INDICATED, THAT WE ARE PREPARED TO DO. BOTH SIDES WILL ALSO HAVE TO BE PREPARED TO LISTEN TO THE OTHER. WE HAVE OBJECTIVES, SO DO THEY. BY PLACING CONCERNS ON THE TABLE, NEITHER SIDE WILL BE COMMITTED TO ACCEPTING WHAT THE OTHER SIDE IS PROPOSING. BUT ONLY BY FRANKLY DISCUSSING EACH OTHER'S OBJECTIVES AND CONCERNS WILL WE KNOW WHETHER A GOOD DEAL IS POSSIBLE.

MORE SPECIFICALLY, CANADA WILL SEEK TO SECURE AND ENHANCE ITS ACCESS TO THE U.S. MARKET BY:

- REDUCING THE SCOPE FOR HARASSING COMPETITIVE CANADIAN EXPORTS. THE STEEL INDUSTRY AND THE LUMBER INDUSTRY AMONG OTHERS HAVE FACED YEARS OF THREATS TO THEIR MARKETS IN THE U.S.