

in place safeguards to ensure that these laws are not changed to our detriment over the next five years.

These provisions of the agreement are a major step forward in securing the access of Quebec exporters to the U.S. market. With respect to the difficult issue of subsidies and countervailing duties, it provides us with the necessary time to negotiate clear rules of the game that meet our shared concern about unfair trade, as well as provide scope to pursue important national and provincial objectives such as regional development. In short, the agreement sets a course for increasing the attractiveness of Quebec and Canada as a location for investment to serve the U.S. market.

8) For the first time, an agreement to facilitate trade in services. The service sector is critical to the Quebec economy, as it accounts for two-thirds for Quebec jobs and production. Trade in services is increasingly important to the Quebec service sector, both in U.S. and offshore markets, and includes services such as financial (e.g. insurance) services, enhanced telecommunication and computer services, professional services (e.g. architects and engineers, accountants and management consultants), as well as the important sector of tourism.

The agreement covers government regulations of trade in commercial services, with the exception of transportation and basic telecommunication services. Existing measures will remain in place, while future measures must comply with agreed upon principles, the most important of which is not to discriminate against U.S. service providers. Existing measures that are grandfathered could be subject to further negotiations to liberalize trade. Important Quebec service sectors such as those in the cultural area and those providing health and education services are not covered by the agreement.

9) Easier border crossings for temporary business purposes. Many Quebec exporters of both goods and services have encountered difficulties at the border when seeking entry for temporary business purposes. Examples include Quebec exporters of machinery wanting to service their product, or consultants wanting to meet with U.S. clients. The agreement specifies, under four categories, expanded lists of those persons who are to be offered temporary access for business purposes and under what conditions.

10) A hospitable investment climate on both sides of the border. Quebec has traditionally welcomed U.S. investment at home and increasingly is investing in the U.S. The agreement recognizes these realities. While it provides for a non-discriminatory framework of rules and principles governing cross-border investments, it also grandfathers