

IN SOME AREAS, IT MAY BE SOME TIME AND CIRCUMSTANCES INCLUDING RELATIVE BARGAINING POWER MAY HAVE TO CHANGE BEFORE WE CAN USEFULLY AGAIN RE-OPEN THE QUESTION OF IMPROVED ACCESS MULTILATERALLY OR BILATERALLY. IN OTHER AREAS, IT MAY BE POSSIBLE TO ADDRESS SUCH "UNFINISHED BUSINESS" MORE QUICKLY. AMONGST THE PRODUCT AREAS WHERE WE WOULD LIKE TO HAVE ACHIEVED MORE ARE PETROCHEMICALS (PARTICULARLY VIS-A-VIS THE USA MARKET), FINISHED SPRUCE/PINE/FIR LUMBER IN THE JAPANESE MARKET, FISH IN ALL THE MAIN MARKETS. LIKewise, WE WOULD LIKE TO HAVE MADE BETTER PROGRESS IN REDUCING THE LEVELS OF EFFECTIVE PROTECTION FOR COPPER, LEAD AND ZINC METALS IN THE USA, JAPAN AND THE EC. IN THIS REGARD, IT IS WORTH RECORDING, HOWEVER, THAT GOOD GAINS WERE REGISTERED IN THE USA MARKET FOR INORGANIC CHEMICALS AND THAT JAPAN'S CONCESSIONS ON MORE FULLY PROCESSED WOOD PRODUCTS SUCH AS PREFABRICATED HOUSES AND COMPONENTS SHOULD PROVE VERY WORTHWHILE. AND ON NON-FERROUS METALS, THERE ARE SOME CONSIDERABLE AND POTENTIALLY VERY BENEFICIAL CONCESSIONS IN PLAY ON SEMI-FABRICATED PRODUCTS.

THE TEST OF TIME WILL BE THE TRUE LITMUS OF THE RESULTS OF THE NEGOTIATIONS FOR CANADA. BUT EVEN THEN, IT WILL BE DIFFICULT TO SORT OUT WHETHER OTHER ECONOMIC FACTORS PROVED DOMINANT RELATIVE TO THE IMPACT OF TARIFF AND NON-TARIFF CHANGES AGREED IN THE MTN. BUT PERHAPS SOME TENTATIVE COMMENTS WOULD BE IN ORDER, EVEN AT THIS EARLY STAGE.

THERE ARE A NUMBER OF WAYS OF LOOKING AT THE RESULTS OF ANY NEGOTIATION - AND, IN THIS AS OTHER AREAS, BEAUTY IS OFTEN IN THE EYE OF THE BEHOLDER. THE MOST NARROW AND SIMPLISTIC ROUTE - BUT ONE USED BY PROFESSIONAL NEGOTIATORS WHEN IT IS TO THEIR ADVANTAGE - INVOLVES RELATIVELY SIMPLE ARITHMETIC. BY ADDING TOGETHER WHAT YOU GOT AND SUBTRACTING WHAT YOU HAD TO GIVE AWAY, A MEASURE OF APPARENT SUCCESS OR FAILURE CAN BE ARRIVED AT.