


# TRADE FOR ALL

In both sets of negotiations, framework discussions cover such matters as national treatment, regulatory procedures, market access liberalization and dispute settlement. Other issues include restrictions affecting temporary labour mobility, reciprocal professional accreditation, government procurement and subsidy/countervail policies.

The negotiators are discussing the opportunities for elaborating sector trade rules consistent with a framework in such areas as transportation services, enhanced telecommunications services and computer services, financial services, engineering and management consulting. At the same time they are addressing specific issues affecting these and other sectors.

As most of the barriers to trade in services are administrative or regulatory in nature, it is important to bear in mind the commitment of GATT participants to "respect the policy objectives of national laws and regulations applying to services." This guideline applies equally to the bilateral discussions of services trade between Canada and the U.S. which could become a precedent for a wider international agreement. 

**F**rom the fishing banks off Newfoundland west to the industrial plants of Québec and Ontario, from the Prairie wheatlands and the forests of British Columbia, and north to the frozen waters of the Beaufort Sea, all Canadians benefit from international trade.

Every region of Canada develops, processes and ships its resources around the world. In 1986, total commodity exports were valued at \$120 billion. Of this, \$93 billion worth, or 77 per cent, went to the United States.

Every region counts on selling in the American market for continued growth and prosperity. Each also depends to some extent on the U.S. for goods and services we do not produce or do not provide as efficiently and competitively as do the Americans.

Region by region, the facts and figures illustrate the significance of the U.S. market to every province and territory and of the importance of access to it in the face of protectionist pressures and global competition.

## **The Atlantic Region**

Fish, agriculture, forest products, energy and minerals are the basis of the Atlantic economy. Approximately 75,000 jobs in the region depend on foreign trade. In addition to processing industries, Atlantic Canada has a growing manufacturing and technology sector.

In 1986, the Atlantic provinces exported \$5.7 billion worth of goods. New Brunswick's shipments reached \$2.6 billion, of which \$1.7 billion, or 65 per cent, went to the U.S. Nova

Scotia's exports totalled \$2.1 billion, of which \$1.4 billion, or 71 per cent moved across the border. Prince Edward Island exported \$147 million and Newfoundland \$1 billion worth of goods, 60 per cent and 55 per cent of their respective shipments going to the U.S.

## **Quebec**

Wood, pulp and newsprint, aluminum and other non-ferrous metals, electricity, passenger cars, aerospace, telecommunications and transportation equipment. These are the leading exports from Quebec, and most of them go south to the U.S.

In 1986 Quebec exported \$15.8 billion worth of commodities to the U.S. That represented 76 per cent of its total exports.

The province accounted for 17 per cent of all Canadian commodity exports to the U.S. as well as 17 per cent of exports to all countries.

Nearly 85 per cent of Quebec's exports are from the manufacturing sector, and nearly half of these are semi-processed resources, such as forest products and metallic minerals.

In recent years there has been a significant increase in the export of manufactured, high-technology products, such as electronic tubes and semi-conductors, aeronautical products and telecommunications equipment.

## **Ontario**

Ontario is the largest trader among Canada's provinces and territories. Its commodity exports to the U.S. in 1986 amounted to almost \$56.3 billion, or 90 per cent of the province's total exports. Ontario