

considered normal business travel. Some resorted to setting up U.S. subsidiaries, dealing through third parties, or conducting their business electronically. The result was lost sales, higher costs, lower efficiency and foreclosed opportunities. In the absence of eased restrictions on border crossings, such frustrations were likely to increase as barriers to trade in goods and services and investment are reduced and eliminated as a result of other chapters of the Agreement.

To solve this problem, the two governments adapted immigration regulations to facilitate business travel. In chapter Fifteen, the two governments take the necessary steps to ensure that business persons and enterprises will have the necessary access to each other's market in order to sell their goods and services and supply after sales service to their customers.

1/ The agreed rules are based on reciprocal access for Canadian and American business travellers to the other market. National laws and regulations governing their entry will be liberalized and entry procedures will be quick and simple. In order to limit the application of this general rule to genuine business travellers, the two governments have divided business travel into four categories and covered seven specific types of activities. These are set out in detail in the annexes to the chapter.

In order to gain temporary entry under the terms of the Agreement to the United States, therefore, Canadian business travellers must qualify for entry generally (i.e., meet normal health and safety requirements) and indicate the nature of their business (i.e., whether entering as a Business Visitor, as a Professional, as a Trader or Investor, or as an Intra-Company Transferee);

In addition, a Professional must be on the list of professions set out in Schedule 2 of the Annex. A Business Visitor must also state the specific purpose of the visit and seven general types of activities are set out in Schedule 1 of the Annex:

- Research and Design
- Growth, Manufacture and Production
- Marketing
- Sales
- Distribution
- After Sales Service
- General Services