

for going further. Development issues are beginning to take their rightful place in a trading system that is dominated in numbers, if not in trade terms, by developing countries. The integration of trade with labour, environmental and political considerations, by contrast, is a far slower process, making progress chiefly in bilateral talks and in parallel processes such as the International Labour Organization World Commission and the Summit of the Americas process. Objectively, Canadian trade policy is broad-ranging and ambitious, but the path to consensus in all these areas and more is a difficult one. How do Canadians view the efforts of their Government across this spectrum? Their opinions, as voiced to the Government through consultations and other

channels, are as varied and complex as the issues themselves; at the risk of oversimplifying, here is a summary of what we are hearing.

Canadian **business** tends to focus on economic questions. It is broadly supportive of the Government's international business development and trade policies, from regional trade promotion offices in Canada to Team Canada missions abroad, and regional or multilateral negotiations. When it comes to bilateral initiatives, however, opinion is more divided: those likely to see specific benefits

are in favour, whereas others with no immediate gain in sight tend to favour confining our efforts to such forums as the WTO or the FTAA lest we overstretch the Government's trade policy resources and take attention away from bigger deals with bigger rewards.

Trade liberalization is only one of the stated priorities of Canada's business community. Among the others are corporate tax rates that encourage investment in new equipment and R&D; personal tax rates that retain talented, skilled innovators; immigration policy that attracts such people; greater emphasis on education and university-based research; streamlining of regulations; and

