

The U.S. and Canada have proven the old maxim that problems are only opportunities in work clothes.

Let me tell you, then, about the new opportunities this trade agreement will offer to Americans and Canadians. I would like to begin by outlining very briefly the main points of the agreement over-all and then go on to elaborate on those points of particular benefit to the Pacific Northwest.

In the U.S.-Canada trade agreement, we have resolved to:

- phase out all tariffs between us within 10 years;
- significantly liberalize trade in energy and agriculture;
- provide secure access and non-discriminatory treatment for each country's investors;
- expand opportunities to compete for government business in each other's country;
- establish, for the first time in history, a set of rules governing trade in services;
- establish a binding, binational way of settling trade disputes; and
- reaffirm our commitment to the autopact and further strengthen the automotive industries on both sides of the border.

These are the central points of the agreement over-all. Now I'd like to talk in a bit more detail about the points of particular interest to those of Westerners.

First, tariff barriers. Although much of the trade between Western Canada and the States of Washington, Oregon, Idaho and Alaska is already duty-free, significant tariff barriers still remain that impede our bilateral commerce.

There is a fact that is not often recognized. The agreement we have reached will not only liberalize the remaining trade that is currently impeded by tariff barriers, but it will also open up an array of new trade opportunities not currently available to our exporters.