

AND (III) THOSE TARIFF ITEMS (PARTICULARLY USA TARIFF ITEMS) WHERE NEGOTIATED REDUCTIONS COULD PAY OFF IN EXPORT BENEFITS. THAT THIS WORK HAS BEEN DONE SUB-SECTOR BY SUB-SECTOR AND, IN MANY CASES, TARIFF ITEM BY TARIFF ITEM, HAS BEEN PARTICULARLY HELPFUL. ALSO MOST WELCOME IS YOUR CONTINUING WILLINGNESS TO MAKE AVAILABLE APPROPRIATE COMPANY AND ASSOCIATION EXECUTIVES FOR IN-DEPTH FOLLOW-UP DISCUSSIONS; THIS NOT ONLY ON SPECIFIC TARIFF MATTERS BUT ALSO WITH RESPECT TO THE COMPLICATED CONSIDERATIONS WHICH ARISE IN THE NEGOTIATIONS ON NON-TARIFF MEASURES. I THINK IT IS FAIR TO SAY THAT NO INDUSTRY HAS BEEN MORE THOROUGH AND RESPONSIVE IN MAKING ITS SUBMISSIONS AND I CAN ASSURE YOU THAT YOUR CAREFUL AND CONSTRUCTIVE APPROACH HAS MADE A VALUABLE CONTRIBUTION TO THE GOVERNMENT'S OWN PROCESSES AS WE MOVE TOWARD THE, NO DOUBT, DIFFICULT DECISIONS WHICH LIE AHEAD.

IN SAYING THIS I, OF COURSE, DO NOT IMPLY THAT THE GOVERNMENT WOULD NECESSARILY FIND ITSELF FOUR-SQUARE WITH THE DETAILS OF THE CCPA'S POSITIONS ON ALL FRONTS. I AM SURE NO SUCH IMPRESSION WOULD HAVE BEEN LEFT WITH YOU IN THE COURSE OF THE CONSIDERATION OF FORMAL CCPA SUBMISSIONS OR IN THE MANY INFORMAL DISCUSSIONS WHICH HAVE ALSO TAKEN PLACE. I WAS MYSELF SOMEWHAT SURPRISED AT THE ASSOCIATION'S CONCLUSIONS WITH RESPECT TO THE EXPORT OPPORTUNITIES WHICH MAJOR REDUCTIONS IN USA TRADE BARRIERS ON INDUSTRIAL AND OTHER CHEMICALS COULD BE EXPECTED TO OPEN UP FOR CANADA. ONE WONDERS, IN THAT REGARD, WHETHER, IN CONCLUDING THAT MAJOR POTENTIAL CONCESSIONS WOULD