

THE DETAILS THEY MAY REQUIRE. ON CANADIAN TARIFF MATTERS, THE OTTAWA SOURCE IS THE TARIFFS DIVISION OF THE DEPARTMENT OF FINANCE. FOR EXPORT MARKETS, IT IS THE APPROPRIATE INTERNATIONAL BUREAU OF THE DEPARTMENT OF INDUSTRY TRADE AND COMMERCE.

GENTLEMEN, IT HAS BEEN FOR ME A GREAT PLEASURE TO HAVE HAD OVER THE PAST MORE THAN TWO YEARS THE JOB OF COORDINATOR FOR CANADA FOR THE MULTILATERAL TRADE NEGOTIATIONS. AFTER SIX YEARS SERVING ABROAD IT WAS GOOD TO GET BACK TO CANADA AND ESPECIALLY TO HAVE THE CHANCE TO WORK SO CLOSELY WITH GOVERNMENTS, BOTH FEDERAL AND PROVINCIAL, WITH BUSINESS AND LABOUR AND OTHER ASSOCIATIONS AND WITH SO MANY BUSINESSMEN WITH DIRECT AND IMPORTANT STAKES IN THE FUTURE OF OUR COUNTRY.

LOOKING BACK OVER THE CLOSING YEARS OF THE MTN, ROD GREY AND I WILL HAVE MANY VIVID MEMORIES OF "CRUNCH" MEETINGS AND THE LIKE WITH OUR CHIEF TRADING PARTNERS - MOMENTS OF HIGH TENSION OCCASIONALLY OFFSET BY COMIC RELIEF. BUT IF THERE IS ONE MEMORY WHICH I SHALL HOLD PARTICULARLY DEAR IT WILL NOT BE OF THE FRONT LINE, RATHER IT WILL BE OF THE CAPACITIES WE FOUND WITHIN OURSELVES HERE IN CANADA TO PUT TOGETHER THE CANADIAN POSITIONS AND ADAPT THEM AS THE NEGOTIATIONS EVOLVED. SOMEHOW THROUGH THE CONSULTATIVE PROCESS WITH THE PROVINCES, WITH THE PRIVATE SECTOR AND WITH THE HELP OF ALL GOVERNMENT DEPARTMENTS CONCERNED, WE WERE ABLE TO KNIT TOGETHER A PACKAGE WHICH SEEMS BY AND LARGE TO HAVE BEEN WITHIN THE NARROW MARGINS OF ACCEPTABILITY IN A COUNTRY WHICH ENCOMPASSES AS MANY DIVERGENT REGIONAL AND SECTORAL INTERESTS AS OUR OWN. IF SUCH COMMON GROUND CAN BE FOUND IN AN OPERATION OF THE COMPLEXITY AND IMMEDIATE ECONOMIC RELEVANCE TO CANADA AS WAS THE CASE WITH THE MTN, THEN