

- FIRST, THESE NEGOTIATIONS ARE NOT AN ISOLATED EVENT, BUT RATHER ONE MORE STEP IN A PROCESS WHICH HAS BEEN GOING ON FOR 30 YEARS.
- SECONDLY, THE GOVERNMENTS OF THE MAJOR TRADING NATIONS ARE COMMITTED TO A SIGNIFICANT LIBERALIZATION OF TRADE - WITH THE THOUGHT IN MIND THAT IF THEY DO NOT GO FORWARD, THEY WILL SLIP BACK.
- CANADA MUST PLAY A FULL ROLE IN THE DELEGATIONS; WE CAN PROBABLY GET A DEAL THAT SUITS US, BUT THERE IS NO WAY WE CAN GET A FREE RIDE.
- WE SHOULD NOT LOOK AT THE NEGOTIATIONS AS EITHER OUR RUIN OR OUR SALVATION, BUT AS ONE MORE CHANGE TO WHICH WE MUST ADAPT, AND WHICH WE SHOULD SEEK TO EXPLOIT.
- THE TARIFF PLAN WHICH WILL PROBABLY BE AGREED TO WITHIN THE NEXT MONTH WILL NOT BE THE END OF THE NEGOTIATIONS, BUT ONLY THE BEGINNING.
- THE FINAL AGREEMENTS COVERING THE WHOLE RANGE OF TARIFF AND NON-TARIFF ITEMS MUST BE TO THE MUTUAL ADVANTAGE OF ALL PARTICIPANTS. WE MUST OBTAIN REAL RECIPROCITY FOR CANADA.
- CONSULTATIONS AMONG THE FEDERAL GOVERNMENT, THE PROVINCIAL GOVERNMENTS AND THE PRIVATE SECTOR ARE MORE ACTIVE THAN ON PREVIOUS ROUNDS, AND MUST CONTINUE AND INCREASE IN THE MONTHS AHEAD.