

USA TARIFF ON ALUMINUM INGOT WILL BE IMPORTANT TO OUR PRODUCTION IN BRITISH COLUMBIA AS WELL AS IN QUEBEC. THE REMOVAL OF USA TARIFFS ON MOST ASBESTOS PRODUCTS WILL ALSO BE IMPORTANT TO THE LATTER PROVINCE,

A NUMBER OF TARIFF CONCESSIONS ON AGRICULTURAL, FISHERIES AND RELATED PRODUCTS ARE ALSO WORTHY OF NOTE. THE AGRICULTURAL PACKAGE NEGOTIATED BY CANADA IN THE MTN IS THE LARGEST EVER ACHIEVED, AFFECTING OVER \$1 BILLION IN CANADIAN EXPORTS. IN CASES SUCH AS CORN, BEEF CUTS, SOYABEANS AND POTATOES, SUBSTANTIAL USA TARIFF REDUCTIONS PHASE OUT OR SUBSTANTIALLY REDUCE EXISTING DISPARITIES BETWEEN CANADIAN AND USA RATES. AMERICAN AND CANADIAN TOBACCO WILL FACE MUCH LOWER TARIFF BARRIERS WHEN ENTERING EUROPEAN MARKETS. AND IN BOTH THE EC AND JAPAN,

EXPORTS OF BEEF AND OTHER MEAT PRODUCTS, BERRIES AND PROCESSED VEGETABLES WILL BENEFIT FROM INTERESTING CONCESSIONS. ON WHISKEY, SIGNIFICANTLY IMPROVED ACCESS HAS BEEN WON IN ALL THREE OF OUR MAIN MARKETS. AS FOR FISH, THE USA CONCESSION WHICH RESCINDS THE HIGHER, OVER-QUOTA RATE ON FISH FILLETS WHICH HAS FACED OUR EXPORTS IS TO BE PARTICULARLY WELCOMED, AND SOME INTERESTING BUT LIMITED CONCESSIONS WERE ALSO GAINED IN JAPAN AND THE EC ON FISH AND FISH PRODUCTS.

ALL THAT BEING SAID, IT WAS INEVITABLE THAT THERE WOULD BE SOME DISAPPOINTMENTS FOR US IN THE MTN. AND OF COURSE IN A MULTILATERAL TRADE NEGOTIATION, NO COUNTRY CAN EXPECT TO ACHIEVE 100% OF ITS NEGOTIATING OBJECTIVES. IF THERE WERE NO GIVE-AND-TAKE BETWEEN COUNTRIES, THERE COULD BE NO DEALS AND NO MUTUALLY-SATISFACTORY RESULTS. SOME OF THE THINGS WE SOUGHT WERE JUST NOT ON IN POLITICAL AND/OR ECONOMIC TERMS SO FAR AS OUR TRADING PARTNERS WERE CONCERNED, AND WE ADJUSTED OUR OFFERS ACCORDINGLY.