

neither government is obliged to discriminate against providers of services from a third country.

Sectoral annexes clarify these general obligations for three service sectors: architecture, tourism and enhanced telecommunications and computer services. Article 1405 provides scope for the two governments to negotiate more sectoral annexes in the future.

Transportation services (marine, air, trucking, rail and bus modes) are not covered by the Agreement. In effect, existing arrangements, such as ICAO and the various air bilateral agreements, will continue to govern bilateral relationships.

The new, general rules adopted for trade in services are a trail blazing effort and could lay the foundation for further work multilaterally. Applying these rules prospectively will ensure that new discrimination will not be introduced. This constitutes a major step toward ensuring that open and competitive trade in services continues between the two countries.

Chapter Fifteen: Temporary Entry for Business Persons

In this chapter, the two Parties establish a unique set of obligations to deal with an increasingly vexing problem in international trade. Export sales today require more than a good product at a good price. They also require a good sales network and, most of all, reliable after-sales service. Free and open trade conditions, therefore, require not only that goods, services and investments be treated without discrimination, but that the people required to make sales and manage investments or provide before and after service of those sales and investments should be able to move freely across the border. Furthermore, trade in professional and commercial services cannot take place unless people can move freely across the border. The challenge, therefore, was to ensure that immigration regulations would complement the rules governing the movement of goods, services and investments, but would not compromise the ability of either government to determine who may gain entry.

The government's objectives in this area were informed by the increasing frustration experienced by Canadian entrepreneurs in making and servicing sales to their U.S. customers. Many were experiencing delays and even outright denial of entry for what most