

certain existing products but also for several new products which I am confident we will be producing in the future. The fact that other participants seek and grant concessions on products that Canada does not market at the time of negotiating, constitutes an advantage of a multilateral approach. Such results take on importance as our economy diversifies and grows. In multilateral negotiations as comprehensive as these, there is some logic in preferring to concentrate one's efforts on certain products or issues, while remaining mindful of the benefits which accrue to us as a matter of right via the bargaining power of our partners.

While we are forced to admit that the concessions wrung from the EEC and Japan on industrial products, as well as on some agricultural and fisheries products, are less than what was originally hoped for, the fact remains that they are significant. As I see it, the question whether we obtained these concessions directly in the course of bilateral negotiation or indirectly via the bargaining power of the U.S. or others may be a tempting subject of discussion among negotiators but, in the final analysis, what counts are the actual conditions of market access on a product-by-product basis for each producer and region in Canada.

I would now like to turn to a consideration of two sectors of special concern to Quebec, namely the pulp and paper and aircraft industries.