

used for federal-provincial trade consultations, exporter counselling, and departmental decisions regarding resource allocation.

The Division completed the development and implementation of the Trade Activity Management System (TAMS). This System provides financial and program-related information on all trade-related activities of interest to EAITC within Canada or around the world. Version 1.0 of TAMS is now in operation at headquarters. With daily downloads from the departmental financial system, TAMS provides a single administrative environment for project officers and senior management alike.

#### **BUSINESS AND TRANSPORTATION SERVICES**

The Business and Transportation Services Division participated in six rounds of bilateral civil aviation negotiations which resulted in four new or expanded agreements with Jordan, France, New Zealand and Bulgaria. In addition, air agreements negotiated earlier were signed with Finland, Venezuela, Chile and Saudi Arabia. Consultations were also held with the EC, France and the Netherlands on the evolution of the EC's Common Aviation

Policy, and preliminary consultations were held with the U.S. with a view to opening negotiations on a more liberalized air transport regime between the two countries.

A transportation services mission to five Mediterranean countries was conducted to promote Canadian shipping, railway, port and related services, and to assist in the development of new distribution services for exporters.

A profile study, *Airborne Trade on the North Atlantic*, was published to provide exporters with up-to-date information on capacity, routings and recent trends. A booklet, *Safe Stowage*, outlined the most appropriate cargo stowage practices to ensure high buyer satisfaction and minimal insurance claims.

The Division also developed and released *Strategies for Countertrade in the Soviet Union and Selecting and Using Foreign Agents and Distributors*. A trading house seminar in Atlantic Canada attracted 120 participants.

Electronic data interchange (EDI) activities included continuing development work on the UN-led EDIFACT message standards, and lending support to Canadian private-sector involvement in this process.

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#### **TRADE ADVISORY COMMITTEES SECRETARIAT**

This permanent advisory committee system provides an ongoing, confidential, two-way flow of information and advice between the government and the private sector on international trade matters. The Secretariat, which reports to the Minister for International Trade, ensures that the government has the benefit of private-sector views on international trade access and marketing issues, both bilateral and multilateral.

The system has two components. The International Trade Advisory Committee (ITAC) has broad terms of reference on all international trade matters, including issues relating to trade policy, market access and trade development. The other component consists of 13 Sectoral Advisory Groups on International Trade (SAGITs), which interact with government to ensure sectoral views are fully taken into account on international trade matters.

The committees' agendas continued to focus on the multilateral trade negotiations of the General Agreement on Tariffs and Trade (GATT) and the implementation of the Canada-U.S. Free Trade Agreement. In this context, the committees provided useful advice to negotiators in areas such as agriculture, intellectual property, investment measures, tariff acceleration and dispute panels. In addition, the committees provided advice relating to preparations for a North American trilateral free trade agreement.

During the year, the Secretariat organized two ITAC meetings and 33 SAGIT meetings as well as nine meetings of ITAC/SAGIT Task Forces and Subgroups.