

regarding the timing for the new Round. Many saw pursuit of the MTN as quite consistent with a bilateral initiative with the U.S. and contributing further to achieving market access enhancement objectives. A number of those consulted, whose trade interests are primarily in overseas markets, see an MTN as essential to addressing their interests in enhanced export access.

For those strongly favouring a Canada-U.S. initiative and anxious to pursue exports from this expanded base, the MTN was also seen as a means of opening up additional third markets. The EC, Pacific Rim and Latin America were identified in particular.

For resource-based industries interested in securing existing advantageous access to the U.S. market under a comprehensive agreement, tariffs, tariff escalation and a number of non-tariff barriers in overseas markets were identified as impediments to Canadian exports which they would like to see addressed in the context of the MTN. This group tended also to express the view that any bilateral initiative be consistent with the GATT and not adversely affect trade relations with third countries. A number of those consulted also saw the MTN as a means of improving Canada's competitive position in countries which currently extend preferential access to other competing suppliers, such as EFTA members and developing countries, particularly in resource related products.

For those concerned about the impact of eliminating Canadian tariffs under a Canada/U.S. initiative, the MTN was seen as providing scope for more limited cuts in Canadian tariffs and, possible, more palatable phase-in conditions for sensitive industries. But, those adamantly opposed to any Canada/U.S. initiative tended to express the same concern about MTN cuts in their existing tariff and regulatory protection.

The MTN was also seen by some of those who support the initiation of bilateral negotiation with the US as another mechanism for attempting to achieve Canadian trade objectives vis-à-vis the U.S. if the price under a comprehensive arrangement ultimately proves too high.

**In assessing Canada's relationship to the global economy, our central theme has been the need to recognize that our social and economic well-being is dependent on being competitive internationally. To regain our competitiveness, we must adopt long-term policies based on economic realities which recognize our relationship with the U.S.**

**Business Council of British Columbia**