

The largest market for Canadian exports of environmental services is the United States. However, promising opportunities for Canadian environmental services firms exist in South America, especially Argentina, Brazil and Chile, where a number of large projects financed by international financial institutions are being initiated. A number of Canadian firms have also been attracted by the growing demands for environmental services from Asian economies such as China, Chinese Taipei, India, Indonesia, Korea, Malaysia, Singapore and Thailand. Finally, Canadian companies have actively pursued market access interests in a number of Central European countries including the Czech Republic, Poland and the Slovak Republic, where market demand for Canadian knowledge and expertise in environmental services is growing.

In the context of the ongoing GATS negotiations, Canada has submitted market access requests to many WTO members, with the aim of seeking more open and liberal international markets for Canadian environmental services firms. Canada believes that substantial benefits can be derived from greater trade liberalization in environmental services, since this could pave the way for a much greater variety of environmental services and services providers.

Issues that affect Access for Trade in Goods and Services

TEMPORARY ENTRY FOR SERVICES PROVIDERS

Many Canadian firms export their services to markets around the world. In order to expand their export activities, these businesses require the additional certainty that comes from the development of international rules for trade in services. This is particularly the case with respect to the mobility of people. In today's global economy, companies need to move key personnel (e.g., managers, executives, specialists) to foreign markets on a temporary basis to provide services to a subsidiary or affiliate, assist with the sale or delivery of products or services, consult with

clients or negotiate contracts. In addition, individual services providers, such as professionals, require access to foreign markets to deliver their services.

Canadian services providers have benefited from the commitments obtained from other countries in the last round of negotiations in the General Agreement on Trade in Services. In the current GATS negotiations, Canada continues to pursue additional commitments to secure improved access and predictability for Canadian services providers. For example, Canada has requested commitments on independent professionals in such sectors as computer and related services, engineering services and architectural services. Canada is also actively promoting increased transparency of temporary entry commitments so that business people, immigration practitioners, human resource managers, small and medium-sized enterprises and other affected parties can better understand the temporary entry commitments undertaken by members.

In its initial conditional offer, Canada has offered to increase the length of stay for business visitors, intra-corporate transferees and professionals; to provide coverage for after-sales/after-lease services providers and their spouses and common law partners; and to increase the transparency of its temporary entry commitments.

In addition to the GATS, Canada is party to several regional and bilateral trade agreements containing labour mobility provisions that promote trade in goods, services and investment. These include the North American Free Trade Agreement, the Canada-Chile Free Trade Agreement (CCFTA), and the Canada-Costa Rica Free Trade Agreement (CCRFTA). The GATS, NAFTA and the CCFTA contain comprehensive temporary entry provisions facilitating the movement of business persons in three categories: business visitors, intra-company transferees and professionals. In addition, NAFTA and the CCFTA contain a fourth category to facilitate the temporary entry of traders and investors. Canada participates in a trilateral NAFTA Temporary Entry Working Group, which deals with ongoing implementation issues related to temporary entry and works closely with U.S. officials on bilateral temporary entry issues.