

State for Economic Development, Rodrigue Tremblay, former Quebec Minister of Industry and Commerce and Claude Descôteaux, Deputy Minister of Industry and Commerce, as well as by Yvon Pomerleau and Jacques Lacroix.

Since the publication of the Non-Tariff Agreements and Tariff Schedules of the Tokyo Round of Negotiations last April and July respectively, the public and private sectors and the media have abundantly commented on, summarized and analysed the results.

The outcome has been generally perceived as positive for Canada, not only in regional and sectoral but also in import and export terms. This is not to say that everyone is satisfied with the foreign concessions obtained or with those we made ourselves. Quebec, for its part, through its Ministers, made a number of highly relevant comments indicative of a thorough understanding of the Tokyo Round results.

It is not my intention today to rehash for you the detailed MTN results; rather, I would like to elucidate somewhat the negotiating process itself and show how we obtained these results, thus contributing to a better understanding of the potential and limitations of multilateral negotiations for a country the size of Canada.