

during the negotiations helped our MTN negotiators to obtain better overall results and improved access for certain exports, particularly whisky, to the U.S. and European markets.

On the tariff side, it should be noted that the industrial tariff negotiations were conducted in accordance with a formula which was rather complex but general in scope. Basically, it aimed at a weighted average cut of 40% and included a harmonization factor by virtue of which higher tariffs would be reduced more than lower tariffs, the purpose being to bring tariff structures among industrialized countries more into line with one another. For this formula to be acceptable to Canada, there had to be scope for full or partial exceptions with regard to imports, and the possibility of elimination of tariffs altogether on several of our key exports. On these two points, we enjoyed some measure of success. In respect of agricultural and fisheries products, negotiations were conducted on the basis of requests and offers. Much of the give-and-take relative to particular products was bilateral initially with the results subsequently being extended multilaterally to all participants, as during the previous negotiations held under the auspices of the GATT.

It should be noted that the increased number of Canadian products which will be able to enter the U.S. duty-free