

needed for the establishment and operation of permanent offices and the second with the most favourable reception possible of requests for establishment of permanent representation, including the opening of offices shared by two or more firms. Finally, the third deals with the provision of the most favourable conditions possible and equal conditions for everyone — hotel accommodations, means of communication and other services, as well as suitable office and residential space.

On these questions, Mr Chairman, the Canadian experience has been like that of the other delegations that have spoken in detail on these points. Progress has been made in certain areas, and we must recognize it; it may also be said that the circumstances call for even more progress. One country, for example, has just passed a new law permitting the establishment of permanent representation by foreign companies, and this is a step forward. But the other side of the story is that the legislation does not apply, strictly speaking, to businesses of a productive nature; and, in addition, it puts serious limitation on the choice of personnel by such representations. In other words, for many firms such restrictions counterbalance the advantages they might have enjoyed by virtue of this legislation. Another country, for example, is going to open a foreign-trade centre; here, too, we must acknowledge a significant step. But, on the other hand, as my British colleague pointed out, we must not lose sight of the fact that such a centre serves only certain kinds of need. And, as for the office space now available, can we be certain that these offices — or rooms — are available, as the texts recommends, “in conditions as favourable and equitable as possible for all representatives” of these organizations? On the subject of these physical conditions, in some cases I recognize the validity of the argument of the distinguished representative from Bulgaria, that of differing levels of development. But this is exactly the point — if the means are limited, supposing they were distributed fairly, would not this require more flexibility in the regulations and practices? I do not mean, Mr Chairman, to single out any delegation in particular, but it will be agreed that the combination of limited physical conditions and restrictive procedures and regulations constitutes a considerable disincentive to trade, and that the businessman who was interested at first will either abandon his efforts or will pass the extra costs on, in the end, to his clients.

If I may, I should like to point out more generally the benefits which can be realized by business from limited — even very limited — improvements, as long as they are directed at the heart of the matter. Here, there would be some simplification of procedures; there, a periodic inventory of their importing and user firms, including a simple list of the names of the officials to contact, or a compendium of the legislation regarding the estab-