

## NAFTA - SERVICES

### WHAT'S IN THE AGREEMENT

- ◆ Wider coverage of cross-border trade in services than in the Canada-U.S. Free Trade Agreement (FTA), including transport services, as well as additional professional services, so that now virtually all are covered;
- ◆ Liberalization of international bus, truck and specialty air services (e.g. aerial mapping and surveying) between the three countries, and agreement between Canada and Mexico to maintain their relatively open international Maritime shipping services;
- ◆ Secure access to Mexico's fast growing market for enhanced telecommunications services;
- ◆ Encouragement of professionals to develop mutually-acceptable standards in key areas leading to mutual recognition of licensing and certification;
- ◆ Specific commitments to facilitate mutual access for engineers and foreign legal consultants;
- ◆ Removal within two years of citizenship and permanent-residency requirements as conditions of licensing professionals; and
- ◆ Clear protection of services provided by government in areas such as law enforcement, correctional services, income security or insurance, social security or insurance, social welfare, public education, public training, health and child care.

### BENEFITS FOR CANADA

- ◆ For Canadian exporters of services (e.g. consulting engineers, computer services), the NAFTA will open new marketing opportunities in the U.S. and Mexico;
- ◆ Service providers are no longer required to set up shop locally in order to offer a cross-border service (except where justified for regulatory reasons, e.g. consumer protection);
- ◆ Canada can continue to establish its own standards, particularly for the professions, based on competency, training and experience;
- ◆ Land transportation services (bus, truck and rail) included for the first time; and
- ◆ New opportunities in the U.S. and Mexico for Canadian providers of specialty air services.