

THANKS TO THE ELECTED AND PERMANENT OFFICERS OF THE CANADIAN EXPORT ASSOCIATION WHO PLAYED SUCH AN INFORMED, BALANCED AND CONSTRUCTIVE ROLE IN OUR DELIBERATIONS TOGETHER.

THE CANVAS OF THE MTN IS SO VAST THAT ONE COULD SPEAK FOR MORE THAN TWENTY MINUTES ON ANY ONE OF DOZENS OF AREAS OF INTEREST TO CANADA. THIS MORNING, I SHALL BE FOCUSING IN PARTICULAR ON THE OUTWARD SIDE OF THE EQUATION, NOT TO EXCLUDE HOWEVER SOME COMMENT ON THE HOME MARKET GROUND. I SHALL BE FLAGGING SOME GAINS OF PARTICULAR IMPORTANCE TO CANADA, BOTH AS REGARDS TARIFFS AND NON-TARIFF BARRIERS.

I WISH ALSO TO GIVE YOU SOME FLAVOUR OF HOW THOSE CONCESSIONS WERE SECURED AND TO EXPLAIN WHY SOME OTHERS DID NOT PROVE TO BE AVAILABLE. INEVITABLY, YOU WILL FIND ME FOCUSING MORE ON THE USA MARKET THAN ON OTHERS. THAT IS ONLY TO BE EXPECTED GIVEN THE CONCENTRATION OF OUR INTERNATIONAL TRADE IN THAT NORTH-SOUTH DIRECTION. BUT I SHALL ALSO SPEAK OF SIGNIFICANT CONCESSIONS IN OTHER MAIN MARKETS. AND I INTEND TO EMPHASIZE THAT, ALTHOUGH DOORS HAVE BEEN FURTHER OPENED, IT WILL STILL REQUIRE EFFORT - IN SOME CASES, DETERMINED EFFORT - FOR YOU IN THE CANADIAN EXPORT COMMUNITY TO GO THROUGH THEM TO NEW LEVELS OF ACHIEVEMENT.