

## **Procurement**

During the last round of multilateral negotiations with all our trading partners, Canada and the U.S. signed a code to liberalize government purchasing restrictions.

The Canada/U.S. Agreement will open up an estimated additional \$4 billion (Cdn) in new market opportunities for Canadian suppliers (and \$650 million for U.S. firms in Canada). These opportunities cover a wide variety of goods, meaning that a great number of firms and all regions of Canada can benefit.

## **NEW OPPORTUNITIES FOR TRADE**

### **General Service Industries**

The service sector is today the largest source of employment and economic activity in Canada. The Free Trade Agreement will create new opportunities for trade in services, giving both Canadian and American service industries the right to do business on either side of the border. The Agreement sets a global precedent by creating rules to ensure that the U.S. treats Canadian businesses in the same way as American businesses and vice versa. Mutually acceptable professional standards will be established for services such as architecture. Among the service industries covered by the Agreement are tourism, enhanced telecommunications, computer services and transportation services.

### **Financial Services**

Both Canada and the United States want to create greater opportunities for their