

- Canada, already a world leader in the wood, pulp and paper product sector, will be able to expand exports as tariffs and other trade barriers fall. Paper tariffs will be completely phased out in Europe and Japan, and wood product tariffs will be cut to less than 5 percent. British Columbia and Quebec, both leading exporters of wood and wood products, stand to make major gains in the Asian market.
- Harmonizing tariffs on chemicals at low rates will lead to new market opportunities, especially in developing countries and in the growing markets of Asia. Also, Canadian companies that use chemicals in making their products will benefit from lower costs.
- Canada is one of the world's most competitive producers of nickel, copper, zinc and other non-ferrous metals. Lower tariffs mean greater export opportunities for Canadian producers and should, in turn, lead to more investment in Canada.
- The export potential of the 3000 companies in Canada producing plastic products and plastics machinery will grow, especially in Latin America and Asia.
- Better access to services markets abroad will provide new opportunities for globally competitive Canadian service industries such as engineering, telecommunications, banking, insurance and environmental consulting.
- Canada's cultural industries will remain untouched by the agreement.
- Market opportunities for Canadian suppliers of advanced technology products and services purchased by governments could reach C\$1.7 trillion annually in such sectors as telecommunications, power generation and transmission equipment, as well as computer services, software and construction services.

2) Rules and Institutions

- For the first time, the subsidies permitted under international trade rules are being defined. In the closing days of the negotiations, Canada won an important victory that ensures that provincial government subsidy programs will be treated no differently than national programs.
- The new definition of subsidy will ensure that federal and provincial government assistance in such areas as social and labour adjustment cannot be subject to trade harassment.
- The subsidies agreement also exempts regional development and regional assistance programs from countervail, enabling federal and provincial governments to promote their objectives in these areas with greater certainty. It also