
Temporary Entry For Business Persons

Increasingly, women are working in occupations or industries which necessitate travel across the border. Difficulties or delays that Canadian sales and professional representatives encounter in entering the United States can be irritating and can result in lost sales. Under the Agreement, the two governments will adapt their respective immigration laws and regulations to facilitate cross-border travel of business persons who are citizens of either country. This will ensure they have the necessary access to each other's market, not only for selling goods and services, but for providing after-sales service to customers.

Temporary entry will be facilitated for: business visitors involved in activities mainly related to marketing, sales and after-sales service; professionals as defined in the Agreement; traders and investors; and intra-company transferees. These provisions will remove much of the uncertainty for those persons needing to do business in the United States and should facilitate increased export sales, particularly in the area of professional and commercial services. Businesswomen will be direct beneficiaries of these facilitated travel provisions.

Agriculture

Women farmers will see improved access for Canadian agricultural products to the U.S. market. Tariffs will be phased out gradually over 10 years to allow farmers and agricultural producers time to adjust to the new, more competitive market. Special provisions are provided for fruit and vegetable producers so that, for

a 20-year period, both countries have the right to impose a temporary tariff when the price of imports is depressed below historical levels. Canadian exports of red meat particularly will benefit from the exemption from U.S. meat import laws.

At the same time, the Canadian Wheat Board and Canada's national supply management systems for dairy, poultry and eggs will continue. The Agreement does not preclude the establishment of future supply management programs supported by import controls as long as they are in accordance with our GATT obligations.

The two countries have agreed to harmonize technical regulations and standards for agricultural, food and beverage products to the extent feasible while protecting human, animal and plant health.

Government Procurement

This chapter of the Agreement builds on the GATT Procurement Code and opens up to a limited degree further competition for government contracts for certain Canadian and U.S. federal departments and agencies. Provincial and local government contracts are not covered. Suppliers in both countries can compete on the basis of national treatment for contracts for goods purchased by specified federal departments and agencies over the dollar threshold level in the Agreement, which is lower than in the GATT Code. This applies, however, only to goods contracts and not to service contracts. Services are only included if they are an incidental part of the contract. Thus, government advertising services or other