

FOREIGN TARIFFS TO PERMIT MORE RESOURCE UPGRADING AND PROCESSING IN CANADA. AND WE WILL WISH TO ENSURE THAT THE PLAN, WHATEVER MAY BE THE NUMBERS IN THE TARIFF-CUTTING FORMULA, PROVIDES ADEQUATE SCOPE FOR THE ELIMINATION OF MANY LOW TARIFFS WHICH ARE OF KEY IMPORTANCE TO OUR EXPORT POSSIBILITIES. IN THIS CONNECTION, CHARACTERISTICS WHICH MAKE CANADA'S ECONOMIC INTERESTS IN THESE NEGOTIATIONS DIFFERENT FROM THOSE OF THE USA, EC AND JAPAN HAVE BEEN ACKNOWLEDGED IN DISCUSSIONS WITH OUR TRADING PARTNERS. WE MUST NOW ENSURE THAT THIS RECOGNITION IS TRANSLATED INTO THE TARIFF PLAN AS SUCH.

BUT EVEN WHEN WE REACH AGREEMENT ON THE TARIFF PLAN - OR WORKING HYPOTHESIS - THAT IS ONLY THE BEGINNING. WHAT EMERGES AT THE END OF THE DAY - WHAT MAY PROVE ACCEPTABLE AND SALEABLE TO PARTICIPANTS - WILL REFLECT EXCEPTIONS, ACCOMMODATIONS AND THE RESULTS OF BARGAINING, ALL OF WHICH MAKE IT IMPOSSIBLE TO FORECAST AT THE BEGINNING WHAT THE FINAL RESULTS MAY BE. RECIPROCITY MEANS THAT YOU STRIKE A DEAL ONLY WHEN THE PARTNERS ARE SATISFIED THAT THE BENEFITS IN REAL TRADE TERMS ARE WORTH THE PAYMENTS INVOLVED.