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**SUMMARY REPORT**

**MULTI-STAKEHOLDER CONSULTATIONS**  
**GENERAL AGREEMENT ON TRADE IN SERVICES**

**June 23 - October 11, 2000**

**Produced by the Communications Bureau**



**Department of Foreign Affairs  
and International Trade**

**Ministère des Affaires étrangères  
et du Commerce international**

### Message from the Minister

I am pleased to mark the release of this Summary Report on Multi-Stakeholder Consultations regarding Canada's initial position with respect to the General Agreement on Trade in Services (GATS).

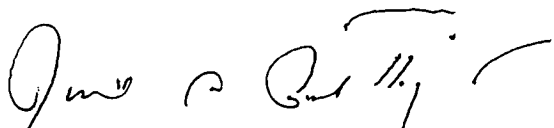
The consultations were undertaken in partnership with provincial and territorial governments — and with the valuable participation of other federal departments — as part of a broad-based effort by the Government of Canada to ensure a more informed dialogue about the GATS and to prepare our initial GATS negotiating position.

Twelve multi-stakeholder sessions were held between June and October 2000. Government of Canada officials heard from representatives of citizen-based organizations, public interest groups, labour, business, local governments and consumer associations. The Report provides an overview of the questions, comments and concerns that these stakeholders expressed during the consultation sessions.

Developing a sound position on trade in services will be vital to advancing the interests of Canada's key knowledge-based industries, which include such sectors as architectural, engineering and information technology services. As the services sector is responsible for the creation of most new jobs in Canada, ensuring market access abroad for services exporters will be key to securing Canada's long-term economic prosperity.

The process ahead will be a long one, and the Government of Canada remains committed to keeping all Canadians informed of its progress during the years ahead. Indeed, Canada is a world leader in providing open and transparent government and continues to advance this cause in international forums of all types.

I wish to thank the provincial and territorial governments for their co-operation in undertaking these consultations with the Government of Canada. I also want to thank the participants themselves for making the sessions a success.



The Hon. Pierre S. Pettigrew, P.C., M.P.  
Minister for International Trade

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## EXECUTIVE SUMMARY

This report is a general summary of the comments and suggestions that were made during the cross-country consultations held between June and October 2000, to help establish Canada's position for the preliminary General Agreement on Trade in Services (GATS) negotiations expected to begin some time in 2001. The report provides an overview of the presentations by government officials and a synthesis of the participants' comments.

Two basic groupings of issues, opinions and concerns emerged in the consultations.

First, representatives of business, professional and consumers' associations tended to be favourable to the GATS and focussed their comments on issues such as impediments to cross-border movement; recognition of credentials and maintenance of regulatory standards; and the question of autonomy for self-governing bodies.

Second, non-governmental and public interest organizations tended to be less favourable to the GATS and to trade liberalization. Their comments focussed on the challenges of globalization: the danger of weakening Canada's sovereignty by restricting its right to regulate in the public interest; the need to better integrate our social values into trade agreements; and the need for greater transparency in the negotiation and management of trade agreements.

## INTRODUCTION

In 1995, Canada became a founding member of the World Trade Organization (WTO) and a signatory to the General Agreement on Trade in Services (GATS), the first multilateral accord governing this growing component of international trade. As a result of the novelty, complexity and sensitivity of the issues involved in the regulation of trade in services, the 1995 Agreement achieved only a general framework. To formulate rules and disciplines appropriate for services trade, much work remained to be done in such areas as the use of subsidies, anti-dumping and countervailing measures, and ensuring that domestic regulations are not used as disguised barriers to trade. Further, Member countries generally made modest market access commitments and much is still to be done to identify additional economic sectors for further liberalization.

Members agreed to pursue further liberalization of markets for trade in services through subsequent negotiations, beginning in 2000. These negotiations are at a very early stage. The issues currently under discussion concern the shape and scope of the negotiations; that is, we are negotiating about how we will negotiate. This stage of the discussions is expected to be completed in March 2001, after which the negotiations on specific market access commitments will begin. Uncertainty surrounds the timing and pace of discussions, but it is fair to say that these are complex issues and the negotiations are likely to last several years.

For our economic prosperity, Canada is heavily dependent on trade — more so than any of our major trading partners. In 1999, some 45 percent of our gross domestic product was destined for foreign markets, with exports directly responsible for one out of every three new jobs created in Canada. It is vital to our national interests, therefore, that we have secure access to foreign markets and that trade disputes be resolved through objective, independent dispute settlement mechanisms.

Canada also has a growing interest in trade in services. Services account for two thirds of our economy and 74 percent of total employment. Historically, services have been a relatively small part of our trade with other countries, and currently account for an estimated 7 to 12 percent of all exports. However, the services sector is growing considerably faster than trade in goods and represents the single most important opportunity for increasing world trade. As Canada is the world's 12th-largest exporter of services, further development of multilateral rules on services trade is important to us: it will enable our world-class companies in many key areas (e.g., engineering, financial services, informatics and telecommunications) to expand their presence abroad, and will promote a more competitive domestic market.

## THE CONSULTATIONS

During the summer and fall of 2000, together with its provincial/territorial counterparts, the federal government organized a series of consultations with interested stakeholders on Canada's GATS negotiating position. The consultations are one of several mechanisms being used by the government to solicit the views of Canadians. Other consultative activities include the following:

- a series of electronic questionnaires to over 10 000 Canadian businesses actively engaged in exporting;
- ongoing consultations with the Department of Foreign Affairs and International Trade's permanent Sector Advisory Groups on International Trade, made up of business, academic and other stakeholders in various industry sectors;
- public hearings by the House of Commons Standing Committee on Foreign Affairs and International Trade;
- a public call for submissions by notice in the *Canada Gazette*;
- extensive public information on the departmental Web site (<http://www.dfait-maeci.gc.ca>) and on an interdepartmental site focussing specifically on the GATS (<http://services2000.ic.gc.ca>); and
- meetings with individual stakeholders, associations and special interest groups.

The objectives of the multi-stakeholder consultation meetings were twofold:

- to provide a report on the state of the GATS negotiations to stakeholders and members of the public with an interest in the GATS; and
- to collect initial viewpoints on the GATS negotiations from the participants, who represented a broad cross-section of interested Canadians.

Invitations were sent to 1165 interested individuals and organizations, of which 335 were represented at the 12 sessions. The participants included service providers; regulators; business, labour and consumers' associations; local governments; and non-governmental organizations. (For a full list of invitees and participants, see Appendix A.) A one-day consultation meeting was held in each province and territory except for Nunavut, which at the time of writing had not scheduled a session.



A discussion paper entitled "Canada and the General Agreement on Trade in Services (GATS) Negotiations" was distributed to the participants to provide background information on the GATS, Canadian trade in services and Canada's negotiating principles, and to suggest topics for discussion. (See Appendix B for the text of the paper.)

The format of the meetings varied somewhat. Generally, however, federal government officials first gave presentations on the key elements of the GATS, followed by questions and discussion. Some participants also submitted written statements.<sup>1</sup>

#### Schedule of Consultation Meetings

|              |               |
|--------------|---------------|
| June 23      | Halifax       |
| June 26      | Calgary       |
| June 27      | Regina        |
| June 28      | Winnipeg      |
| June 29      | Toronto       |
| September 5  | Whitehorse    |
| September 7  | Vancouver     |
| September 8  | Yellowknife   |
| September 18 | St. John's    |
| September 19 | Fredericton   |
| September 20 | Charlottetown |
| October 11   | Montréal      |

## PRESENTATIONS BY GOVERNMENT

The consultations began with a presentation by federal government officials, which highlighted the following points:

### GENERAL ISSUES

#### 1. *The objectives of the GATS:*

- the promotion of trade in services;
- progressive liberalization (increasing openness of markets to international trade in services);
- transparency of rules and regulations; and
- increasing the participation of developing countries.

#### 2. *The GATS framework of rules and disciplines*, which is being developed to facilitate progressive liberalization of trade while respecting the right of countries to regulate in pursuit of domestic policy objectives.

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<sup>1</sup> Appendix A gives a list of participants, noting those that made written submissions. For copies, contact them directly.

3. **Unconditional obligations and disciplines**, which apply generally to all Member countries and all service sectors, such as **Transparency** requirements or the **Most Favoured Nation (MFN)** principle. Under MFN, if entry is granted to some foreign service firms, it must also be allowed to service firms of other Member states under the same conditions. This ensures that foreign service providers of all WTO members are treated equally. Members can make exceptions to this obligation.
4. **Conditional obligations**, which apply to Members only in sectors where they choose to make commitments. For example, in sectors where specific **Market Access** commitments are made, measures such as quotas, economic needs tests or limitations on foreign equity are prohibited unless exceptions to this obligation are listed; and in sectors where specific **National Treatment** commitments are made, foreign service providers must receive the same treatment as domestic service providers unless exceptions to this obligation are listed.
5. **Flexibility in scheduling commitments**, which extends not only to the choice of sector but also to the choice of mode of supply (cross-border services, consumption of services abroad, provision of services through a commercial presence in Canada or through temporary entry of foreign nationals into Canada) and whatever other limitations (including those related to provincial/territorial jurisdictions) Member states choose to apply.
6. **Reconciliation of trade liberalization with domestic policy autonomy and flexibility**: The presentation emphasized that Member states have the right and ability to regulate in the public interest. For example, the exclusion of "services supplied in the exercise of government authority," coupled with the absence of commitments, enables Canada to preserve its ability to regulate in the areas of public health and public education.

## THE CURRENT STATE OF NEGOTIATIONS

***Current discussions:*** The WTO Council for Trade in Services in Special Session is debating procedural matters relating to Article IV (increasing the participation of developing countries) and Article XIX (the negotiation of specific commitments). These discussions are in addition to the work of the Council's subsidiary bodies on a range of issues to prepare for the negotiations.

***The "Geneva Roadmap":*** The Council called for the submission of proposals on initial negotiating issues by the end of December 2000, and a stock-taking exercise in March 2001 to agree on modalities. To date, the GATS negotiations have focussed on the agreement process, rules and market access.

***"Request/offer":*** The traditional method of conducting negotiations was described as bilateral discussion between countries, during which market access commitments are requested and offered, followed by the "multilateralization" of the resulting agreements. Other negotiating methods being promoted by certain countries for the GATS were also described, notably "clusters" and "model schedules." The cluster approach groups services together into a package for negotiation. The services in the bundle could be those required to provide effective services in a market — for example, electronic commerce services grouped together with telecommunications and parcel delivery services. Model schedules are intended to promote more consistency in market access commitments by articulating a "model" set of commitments in a specific service sector. This approach was used in earlier GATS negotiations.

### ***Canada's GATS objectives***

- Improve access to foreign markets for Canadian businesses.
- Improve the framework of rules to provide greater transparency and certainty.
- Safeguard Canada's sovereign right to pursue national policy objectives.

On individual service industry sectors, the specifics of Canada's GATS negotiating position remain to be defined, except for one item: **Our public health and public education systems will not be negotiated.** Further, the Government of Canada will not make any commitment that restricts our ability to achieve our cultural policy objectives until a new international instrument can be established designed specifically to safeguard the right of countries to promote and preserve their cultural diversity.

## COMMENTS FROM PARTICIPANTS

The majority of participants recognized the important contribution made by international trade to Canada's economic prosperity and to creating a more dynamic marketplace, with more consumer choice and competitive prices. The increasing importance of trade in services in the Canadian economy was often noted. The majority also agreed in principle with the need for a rules-based trading environment; there was less consensus, however, on the nature of those rules.

*"The potential for private-sector participation and economic return to our province is very great. . . . I get a dozen e-mails per month from outside Canada soliciting our services. GATS rules should help us gain easier access*

Some participants cautioned against blanket liberalization, noting difficult economic adjustments that resulted from adoption of the North American Free Trade Agreement (NAFTA) and the Agreement on Internal Trade. Other participants took care to distinguish between trade liberalization and deregulation, and urged government caution to ensure that Canadian interests were protected.

*"Is anyone going into the GATS with a costing of what could be lost on the downside? An economic costing is required."*

*"Is liberalized trade always beneficial? In some industries, you need regulation to get the optimal low-cost results."*

In general, participants expressed two types of concerns. The business community generally focussed on the roadblocks to success in other markets, and on rules that might have a negative impact on the performance of their industry or profession in the domestic market. The representatives of public interest groups were principally concerned about addressing the potential challenges posed by globalization and trade liberalization, by: preserving Canadian sovereignty and the right to regulate in the public interest; integrating trade policy objectives and broader social objectives; and increasing transparency in trade negotiations and the management of trade agreements.

### ROADBLOCKS TO TRADE IN SERVICES

Some participants spoke of the potential value of the GATS in removing major obstacles to the export and import of services. Following are issues raised at many of the stakeholder sessions, usually by service exporters or representatives of business or professional associations.

### **Movement across borders**

The ease with which Canadian firms are able to gain entry for their employees to foreign markets to deliver services, or to bring foreign nationals into Canada, is recognized as increasingly important. Indeed, service businesses identified facilitating temporary entry as a top objective for the GATS negotiations.

*"We would like to see common standards negotiated for temporary entry visas."*

*"Our competitive environment is being radically changed by e-trade. We need a solution to cross-border accountability, short of setting up offices elsewhere."*

*"We . . . have reviewed the Accountants' Model (for technical standards, qualifications and licensing requirements) and are concerned about the disciplines and qualifications of people coming from other jurisdictions."*

*"My concern as a regulator is: How do I get an incompetent practitioner on the hook if he is in the United States?"*

### **Transferring credentials and maintaining standards**

Representatives of professional associations plus some trade unions and regulators expressed concern about maintaining high standards for consumer protection and public safety in the face of greater competition from foreign service suppliers. Some were concerned about how mutual recognition agreements would operate. Others feared that the pressure to increase supply would lead to lower, foreign standards.

*"Is the Registered Nurses' Association operating under a 'delegated authority' from the government, which is not covered by the GATS because it falls within the scope of the exemption for public services?"*

*"Provincial law societies are concerned about retaining control over entry-level competence, discipline and insurance . . . including the ability to treat foreign lawyers differently."*

*"Is a Port Authority more controlled or more autonomous as a result of the GATS?"*

### ***Autonomy for self-governing bodies***

Representatives of professional associations had concerns relating to their status as independent or self-governing professions, and about maintaining employment opportunities, income and working conditions for their membership.

### **PRESERVING SOVEREIGNTY, INTEGRATING SOCIAL POLICY OBJECTIVES INTO TRADE AGREEMENTS, AND INCREASING TRANSPARENCY**

Many participants were representatives of non-governmental organizations and public interest groups with passionate concerns on a broad range of issues, such as environmental protection, labour standards, gender equity or social questions (e.g., poverty, homelessness and the adequacy of the social safety net).

One view was that Canada should exercise caution in order to safeguard the right to regulate in the public interest, and that Canada's trade policy should be a vehicle for promoting our social values elsewhere in the world. Several noted that trade agreements are more effectively enforced than those in other areas, and suggested linking existing agreements, such as the International Labour Organization's Declaration on the Fundamental Rights at Work, to progress on liberalization.

*"Previous examples are not encouraging . . . we are nervous because past rulings make us nervous."*

A differing view among these groups was that trade liberalization should be rejected outright because it will inevitably lead to pressures for deregulation or lower standards, and to abandonment of Canadian social values in the interest of economic competitiveness. Some also worried that the government might mistakenly make commitments that would be difficult to correct.

*"The right to take advantage of opportunities should be conditional upon the observance of human rights standards. Are the exemptions in the GATS broad enough that Canada could still boycott services trade with an apartheid regime?"*

*"Trade is not an end in itself. It should be a democratic tool for human welfare."*

A central area of concern for many participants was that the GATS might restrict the government's sovereign right to regulate in the public interest. For some, this involved a traditional defence of protectionist trade policy as an instrument of economic development.

*"We don't agree with some basic statements about how wonderful liberalization is. . . . If you're moving in this direction, even slowly, that does have implications for the scope of democratic governance."*

*"The very same protectionist policies that Canada and other countries used to develop their national economies in the past are not being allowed for developing countries today under GATS rules against discriminatory regulations."*

Some participants also questioned whether public health, public education and public services can be fully protected within the GATS. Discussions frequently involved concerns that quality might be compromised and that it might become impossible to pursue public policy objectives, such as access to publicly funded education.

*"Safeguarding our national priorities comes first, not market access, national treatment or Most Favoured Nation principles."*

At the same time, a number of participants saw important opportunities for Canada in the growing international demand for, and supply of, educational and training services, as well as research and development. Discussions frequently explored the impact of private training and educational institutions, and the blending of private and commercial elements into the public education system. Many worried that this might some day lead to the application of GATS rules and disciplines to public education. In addition, confusion over the distinction in the GATS between private and public services led some participants to urge the government not to make any commitments in sensitive sectors.

*"Canadians should carve out social services under the General Exception article, just as it has done for national security."*

Another concern was the federal government's international obligation "to take reasonable measures" to ensure compliance by sub-national governments with GATS obligations. Participants wondered what this would mean for local governments and for Canadian federalism. Some expressed the view that the regulations and services of municipal governments across Canada in the areas of distribution, planning, zoning, advertising, licensing and transportation might be affected by the GATS, either directly by limiting jurisdiction or indirectly by imposing administrative costs associated with MFN and transparency rules.

*"Local planners and councillors have a hard enough job, without having to worry about the 'trade filter' . . . if every service decision were subject to review by foreign governments, it would impair accountability and cause local government to grind to a halt."*

Participants were concerned about the impact of the work on the design of a "necessity test" for domestic regulations (e.g., qualification and licensing requirements and procedures, and technical standards) — a methodology for assessing whether regulations are not more trade-restrictive than necessary to fulfil stated domestic policy objectives. Other issues, such as licensing and restrictions, were also raised. Participants feared that policies favouring local hiring, or encouraging cultural sensitivity in the delivery of services, might be compromised.

Business and public interest group representatives both agreed that greater transparency in trade negotiations and trade agreement management is necessary.

*"Canada's ability to negotiate depends upon people's understanding of trade rules and their vision of the country's place within a globalized economy."*

*"Will we be briefed on requests and offers as they are made? Will we be consulted before Canada tables its final negotiating position?"*



## NEXT STEPS

The multi-stakeholder meetings helped the government examine services trade aspects that cut across sectors or regions, and to familiarize itself with a number of important local issues. The meetings allowed the federal government to co-ordinate trade policy development with provincial/territorial governments. They also provided useful input into Canada's negotiating position for the GATS.

The meetings are only one step in a process of continuing consultation with Canadians throughout the GATS negotiations. They have, however, provided valuable guidance.

### ONGOING CONSULTATION

Many participants appreciated the information sessions, and the co-operation between federal and provincial governments in the consultation process.

*"I am happy to see transparency in this process."*

*"Our relationship with federal trade policy officials has been stellar, notwithstanding the overlap with provincial jurisdiction."*

However, a number of participants felt that the process could be improved. Some cited insufficient preparation time, while others felt that the process was not representative enough. In addition, many participants called on the government to convene additional Parliamentary hearings on trade policy issues, in order to ensure further opportunities for debate with political representatives, not only officials.

*"We need more time and more opportunities to consult, and it may be that some subsidies will be necessary (to ensure public interest groups can fully participate)."*

*"After finishing this process, you should consider a publicized on-line discussion, like the World Bank's discussion on poverty a few months ago."*

The government is committed to encouraging the participation of all stakeholders and every level of government in the development and conduct of its trade policy. This commitment flows from the government's response to the recommendations of the June 1999 report of the Standing Committee on Foreign Affairs and International Trade, entitled *Canada and the Future of the World Trade Organization: Advancing a Millennium Agenda in the Public Interest*.<sup>2</sup> The report placed strong emphasis on public consultations as a central part of preparations for new negotiations.<sup>3</sup>

The precise structure of future consultation processes on the GATS negotiations has not yet been determined. However, consultation will go on through a variety of mechanisms, including additional multi-stakeholder meetings, consultations with individual industry sectors, Parliamentary hearings and discussions with the Sector Advisory Groups on International Trade.

Readers are invited to convey their views on any of these issues throughout the negotiation process. Contact names for various issues and industry sectors are available on the Web at: <http://services2000.ic.gc.ca>

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<sup>2</sup> For the Parliamentary Committee Report and the Government Response to the Report, visit the Services 2000 Web site: <http://services2000.ic.gc.ca>

<sup>3</sup> See *Canada and the Future of the World Trade Organization*, Ch. 6.

## APPENDIX A

### GATS HORIZONTAL CONSULTATIONS LIST OF INVITEES/ PARTICIPANTS

**Note: \* indicates those associations who attended the sessions**

**HALIFAX, NOVA SCOTIA, JUNE 23, 2000**

|  |  |
|--|--|
| Acadia Students' Union   | Insurance Brokers Association of Nova Scotia                                       |
| Association of Professional Engineers of<br>Nova Scotia                            | Jacques Whitford Environmental Ltd.  |
| Association of Municipal Administrators  | Maritime Center of Excellence for<br>Women's Health                                |
| Association of Nova Scotia Land Surveyors  | Medical Society of Nova Scotia   |
| Atlantic Canada World Trade Centre*  | Metropolitan Halifax Chamber of Commerce   |
| Canadian Alliance of Manufacturers &<br>Exporters*                                 | Mount Saint Vincent University Student Union                                       |
| Canadian Federation of Independent Business  | Nova Scotia Producers Association  |
| Canadian Bankers Association   | Nova Scotia Restaurant &<br>Food Services Association                              |
| Canadian Association of Petroleum Producers  | Nova Scotia Association of Architects  |
| Canadian Coast Guard College   | Nova Scotia Teachers' Union*   |
| Certified General Accountants Association of<br>Nova Scotia                        | Nova Scotia Dental Association   |
| Construction Association of Nova Scotia  | Nova Scotia Environmental Network  |
| Consulting Engineers of Nova Scotia  | Novaknowledge  |
| Council of Canadians-Atlantic Canada<br>Chapters*                                  | Offshore/ Onshore Technologies<br>Association of Nova Scotia                       |
| Dalhousie University, Department of<br>Political Science*                          | Purchasing Management Association of<br>Canada-NS Institute Halifax                |
| Dalhousie Law School   | Saint Mary's University  |
| Department of Economic Development<br>(Investment and Trade, Marketing Education)* | Seafood Producers Association of Nova Scotia                                       |
| Department of Education (Policy, Planning and<br>Strategic Services Division)*     | Sierra Club of Canada  |
| Dillon Consulting Limited  | Society of Management Accountants<br>(Maritime Provinces)                          |
| Halifax-Dartmouth Automobile<br>Dealers-Association                                | The Nova Scotia Cultural Network*  |
| Information Technology Association of<br>Nova Scotia*                              | The Bank of Nova Scotia*   |
| Institute of Chartered Accountants of<br>Nova Scotia                               | Tourism Industry Association of Nova Scotia<br>Union of Nova Scotia Municipalities |

*Also 14 regional development authorities and  
some Labour organizations and banks.*

## CALGARY, ALBERTA, JUNE 26, 2000

Alberta Union of Public Employees (AUPE)  
Alberta Economic Development Authority\*  
Alberta Real Estate Association\*  
Alberta Teachers' Association\*  
Alberta Institute of Agrologists  
Alberta Veterinary Medicine Association  
Alberta Construction Association\*  
Alberta Trucking Association  
Alberta Society of Professional Biologists  
Alberta Society of Engineering Technologists  
(ASET)  
Alberta Roadbuilders &  
Heavy Construction Association  
Alberta Physiotherapists Association  
Alberta Pharmaceutical Association  
Alberta Medical Association  
Alberta Magazine Publishers Association  
Alberta Land Surveyors' Association  
Alberta Association of Architects  
Alberta Hotel Association  
Alberta Federation of Labour  
Alberta Association of Registered  
Occupational Therapists  
Alberta Dental Association  
Alberta Construction Trucking Association  
Alberta Construction Safety Association  
Alberta College & Association of  
Respiratory Therapy  
Alberta Fish and Game Association  
Alberta Association of Registered Nurses  
Alberta Association of Optometrists  
Alberta Association of Landscape Architects  
Alliance of Manufacturers & Exporters Canada  
Alliance of Manufacturers & Exporters,  
Canada-Calgary  
Association of Professional Engineers,  
Geologists and Geophysicists  
Banff Centre for the Arts, The\*  
Book Publishers Association of Alberta  
Calgary Chamber of Commerce  
Calgary Export Club  
Canada Global Experts  
Canadian Federation of Independent Business  
Canadian Energy Pipeline Association (CEPA)  
Canadian Geotechnical Society of Edmonton  
Canadian Oil Scouts Association  
Canadian Institute of Freight Forwarders  
Canadian Bar Association, Alberta Chapter  
Canadian Energy Pipeline Association  
Canadian Institute of Management  
Canadian Union of Public Employees,  
Alberta Regional Office  
Canadian Society of Exploration Geophysicists  
Canadian Society of Exploration Geologists  
Canadian Society of Civil Engineering  
Canadian Society for Petroleum Geologists  
Canadian Institute of Marketing  
Canadian Society for Chemical Engineers\*  
Canadian Organization of Small Business\*  
Canadian Federation of Business &  
Professional Women's Clubs  
Canadian Institute of Geomatics  
Canadian Medical Centres Limited  
Canadian Federation of Independent Business  
Canadian Association of Drilling Engineers  
Canadian Association of Financial Planners  
Canadian Association of  
Geophysical Contractors  
Canadian Association of Insurance &  
Financial Advisors, Southern Alberta Chapter  
Canadian Association of Oilwell  
Drilling Contractors  
Certified General Accountants  
Association of Alberta  
Certified Management Accountants  
Association of Alberta  
Certified General Accountants  
Association of Canada  
College of Physician & Surgeons of Alberta  
College of Chiropractors of Alberta  
College of Physical Therapists of Alberta  
College of Alberta Psychologists  
Consulting Engineers of Alberta  
Consumers Association of Canada (ALBERTA)  
Consumers' Association of Canada -  
Alberta Chapter  
Economic Developers Association of Alberta  
EKOS 707, University of Calgary  
Electrical Contractors Association of Alberta  
Environmental Services Association of Alberta  
Faculty of Environmental Design\*  
Forest Industry Suppliers Association of Alberta  
Independent Power Producers  
Society of Alberta  
Independent Insurance Brokers'  
Association of Alberta  
Institute of Certified Management Consultants  
Institute of Chartered Accountants of Alberta  
Investment Dealers Association of Canada  
Mechanical Contractors Association of Alberta  
Motel Association of Alberta

Mount Royal College  
( Education Marketing Advisory Board)\*  
Northern Alberta Institute of Technology  
Petroleum Accountants Society of Alberta  
Petroleum Services Association of Canada  
Project Management Institute, Calgary\*  
Psychologists Association of Alberta  
Real Estate Council of Alberta  
Retail Merchants' Association of  
Canada Inc., Alberta  
Sierra Club Prairie Chapter

Small Explorers and Producers'  
Association of Canada  
Society of Management Accountants of Alberta  
Talisman Energy Inc.  
The Law Society of Alberta\*  
The Council of Canadians\*  
The Environmental Services  
Association of Alberta  
Trading House Association of Western Canada  
United Nurses of Alberta

## REGINA, SASKATCHEWAN, JUNE 27, 2000

Alliance of Canadian Manufacturers & Exporters  
American Society of Heating, Refrigeration and Air Conditioning Engineers  
Association of Dental Technicians of Saskatchewan  
Association of Consulting Engineers of Saskatchewan  
Association of Professional Community Planners of Saskatchewan  
Association of Professional Engineers and Geoscientists of Saskatchewan  
Association of Translators and Interpreters of Saskatchewan  
Athabaska Airways Ltd.  
BCP Engineering Ltd.  
BDM Information Systems  
Canadian Union of Public Employees\*  
Canadian Information Processing Society\*  
Canadian Agri-Marketing Association  
Canadian Independent Adjusters' Association (Saskatchewan Region)  
Canadian Federation of Independent Business  
Canadian Institute of Public Health Inspectors (Saskatchewan Branch)  
Canadian Society of Association Executives  
Canadian Bankers' Association  
Canadian Society of Safety Engineering  
Canadian Credit Institute of Canada  
Certified General Accountants Association of Saskatchewan  
Chiropractors Association of Saskatchewan  
Clifton Associates Ltd.  
Co-operators General Insurance Company  
College of Physicians and Surgeons of Saskatchewan  
College of Dental Surgeons of Saskatchewan  
Consumers' Association of Canada (Saskatchewan)  
Council of Canadians\*  
Credit Union Central of Saskatchewan  
Energy & Paperworks Union - SaskTel CEP\*  
Engineers of Saskatchewan  
Farm Credit Corporation  
Federation of Saskatchewan Indian Nations  
General Insurance Council of Saskatchewan  
Human Resource Management Association of Regina  
Institute of Chartered Accountants of Saskatchewan  
Insurance Institute of Saskatchewan

Insurance Brokers' Association of Saskatchewan  
International Association of Business Communicators  
Kindersley Transport Ltd.  
Law Society of Saskatchewan\*  
LeaderPost\*  
Northwest Airlines  
Partners in Planning Financial Services Ltd.  
Potash Producers Association  
Prairie Implement, Manufacturers' Association  
Public Legal Association of Saskatchewan  
Purchasing Management Association of Canada - Saskatchewan Institute  
Real Estate Institute of Saskatchewan Inc.  
Regina REDA  
Regina Chamber of Commerce  
Registered Psychiatric Nurses Association of Saskatchewan  
Sask Water  
Saskatchewan Association of Licensed Practical Nurses  
Saskatchewan Trucking Association  
Saskatchewan Wheat Pool  
Saskatchewan Construction Association Inc.  
Saskatchewan Arts Alliance\*  
Saskatchewan Outfitters Association  
Saskatchewan Association of Social Workers  
Saskatchewan Dental Hygienists' Association  
Saskatchewan Ophthalmic Dispensers Association  
Saskatchewan Dental Therapists Council  
Saskatchewan Association of Optometrists  
Saskatchewan Registered Nurses Association  
Saskatchewan MLA\*  
Saskatchewan Funeral Service Association  
Saskatchewan Chamber of Commerce  
Saskatchewan Society of Occupational Therapists  
Saskatchewan Aviation Council  
Saskatchewan Land Surveyors Association  
Saskatchewan Dental Assistants' Association  
Saskatchewan Veterinary Medical Association  
Saskatchewan Association of Architects  
Saskatchewan Society of Medical Laboratory Technologists  
Saskatchewan Teachers' Federation\*  
Saskatchewan Association of Medical Radiation Technologists

Saskatchewan Association of Speech-  
Language Pathologists and Audiologists  
Saskatchewan Federation of Labour\*  
Saskatchewan Trade and Export Partnership  
Saskatchewan Union of Nurses\*  
Saskatchewan Pharmaceutical Association  
Saskatchewan College of Physical Therapists  
Saskatchewan Institute of Agrologists  
Saskatchewan Mining Association  
Saskatchewan Consulting Agrologists  
Saskatchewan Real Estate Commission  
Saskatchewan Recording Industry Association  
Saskatchewan Association of Chiropodists  
Saskatchewan Medical Association  
Saskatchewan School Trustees Association  
Saskatchewan Association of  
Health Services Executives  
Saskatchewan Insolvency  
Practitioners Association  
Saskatchewan Motion Picture  
Industry Association  
Saskatchewan Economic Developers  
Association  
Saskatchewan Institute of Applied Science &  
Technology (SIAST)  
Saskatchewan Home-Based Business  
Association  
Saskatchewan Eco-Network  
Saskatchewan Association of the Appraisal  
Institute of Canada  
Saskatchewan Association of  
Landscape Architects  
Saskatchewan Real Estate Association  
Saskatchewan Auctioneers Association  
Saskatchewan Association of Broadcasters  
Saskatchewan Criminal Justice Association  
Saskatchewan Applied Science Technologists  
and Technicians  
Saskatchewan Native Economic  
Development Corporation

Saskatchewan Publishers Group  
Saskatchewan Craft Council  
Saskatchewan Association of  
Geomatics Technologists\*  
Saskatchewan Association of  
Health Organizations\*  
Saskatchewan Psychological Association  
Saskatoon REDA  
SaskEnergy International  
SaskPower\*  
SaskTel International  
SED Systems  
SGI  
Small Explorers and Producers  
Association of Canada  
Society of Management  
Accountants of Saskatchewan  
Software Development Association of  
Saskatchewan  
StarPhoenix  
The Saskatchewan Association of  
Osteopathic Physicians  
The Institute of Accredited Public  
Accountants of Saskatchewan  
The Saskatchewan Association of  
Naturopathic Physicians  
The Denturist Society of Saskatchewan  
Tourism Saskatchewan  
Trans Canada No. 1 West Association  
TRLabs  
TWC Financial Corporation  
University of Regina\*  
University of Regina  
University of Saskatchewan  
VEMAX Management  
Weyburn Inland Terminal  
Women Entrepreneurs of Saskatchewan

## WINNIPEG, MANITOBA, JUNE 28, 2000

Aboriginal Business Leaders and Entrepreneurs  
(ABLE)  
Aboriginal Peoples Television Network  
Aboriginal Council of Manitoba  
Acres Manitoba Limited  
Aerospace Training Canada  
International Service  
Agri-Tec Canada Inc.  
Aikins, MacAulay & Thorvaldson  
Alliance of Canadian Manufacturers & Exporters  
Angus Reid Group Inc.  
Applied Linguistics Centre  
Appraisal Institute of Canada\*  
Aquarian Industries International Ltd.  
Asia Pacific Foundation of Canada  
Assembly of Manitoba Chiefs  
Assiniboine Credit Union  
Association of Professional Engineers and  
Geoscientists of Manitoba\*  
Association of Consulting Engineers in  
Manitoba  
Association of Manitoba Book Publishers  
Balmoral Hall School  
Birchwood Automotive Group  
Brandon University  
Business Council of Manitoba  
CAC (Manitoba)  
Canadian Institute for Barrier Free Design  
Canadian Information Processing Society  
Canadian Bankers Association  
Canadian Union of Public Employees\*  
Canadian Aviation Training Centre  
Canadian Union of Public Employees\*  
Canadian Centre for Policy Alternatives\*  
Canadian Federation of Independent Business  
Cando Contracting  
CanWest Global Communications Corp.  
Centra Corporation  
Centre for Trade Policy Alternatives Manitoba  
Ceridian Canada\*  
Certified Technicians and Technologists  
Association of Manitoba Inc. (CTTAM)  
Certified General Accountants Association of  
Manitoba\*  
Chambre de Commerce de Saint Boniface  
Council of Canadians\*  
Credit Union Central of Manitoba\*  
Credit Union Central  
Crocus Investment Fund  
Cross Cultural Consulting Inc.

Culture, Heritage and Citizenship  
(Apprentice Branch - Education and Training)\*  
Davis Immigration Law\*  
Economic Development Winnipeg\*  
Ensis Management Ltd.  
Executive Computer Training  
First Nations Buying Group  
Fortune Ventures Inc.  
Freshwater Fish Marketing Corporation  
Golden West Media  
Great West Life Assurance Company  
Health Care Products Association of Manitoba  
Heartland International English School  
INSI Integrated Systems Inc.  
Institute of Chartered Accountants of Manitoba  
International Trade Centre\*  
International Institute for  
Sustainable Development  
Investors Group  
James E. Downey International\*  
James Richardson International  
Keystone Agricultural Producers  
Kleysen Transport Ltd.  
KPMG Consulting  
Law Society of Manitoba  
Loewen Windows  
M.E.R.L.I.N.  
Manitoba Wildlife Federation  
Manitoba Federation of Labour  
Manitoba Nurses Union  
Manitoba Telecom Systems  
Manitoba Association of Landscape Architects  
Manitoba Industry, Trade and Mines\*  
Manitoba Innovation Network  
Manitoba Trucking Association  
Manitoba Hydro  
Manitoba Chamber of Commerce\*  
Manitoba Council for International Cooperation  
Manitoba Eco-Network Inc.  
Manitoba Trade and Investment Corporation\*  
Manitoba Society of Independent Animators  
Manitoba Telecom Services\*  
Manitoba Environmental Industries Association  
(M.E.I.A.)  
Manitoba Association of Architects  
Manitoba Education & Training Apprenticeship  
Manitoba Métis Federation\*  
Manitoba Restaurant & Food  
Services Association  
Manitoba Fashion Institute  
Manitoba Audio Recording Industry Association



Manitoba Association of Architects  
Manitoba Advanced Technology Association  
Manitoba Government Employees Union  
(MGEU)  
Manitoba Aerospace Association Inc.  
Manitoba Teachers Society\*  
Manitoba Motion Picture Industries Association\*  
Manitoba Institute of Agrologists  
Manitoba Labour, Workplace Safety and Health  
Manitoba Quality Network (QNET)  
Manitoba Health\*  
Manitoba Women's Institute\*  
Maxim Transportation  
Mid-Canada Production Services\*  
Moffat Communications Ltd.  
Momentum Health Information Systems  
National Leasing Group Inc.  
National Research Council –  
Institute of Biodiagnostics  
Natural Sciences & Engineering  
Research Council  
Nesbitt Burns  
New Media West  
Number Ten Architectural Group\*  
Oak Street Music  
Online Business Systems  
Pitblado, Buchwald, Asper  
Pollard Banknote Ltd.  
PriceWaterhouseCoopers  
Q-Starr Business & Communication Services\*  
Red River College  
Red River Community College  
Reid Crowther & Partners\*  
Retired Teachers' Association of Manitoba  
(RTAM)

Scatliff & Associates Landscape Architects Inc.\*  
Science Council Manitoba  
Sisler High School  
Sky Cable Inc.  
Society of Management Accountants of  
Manitoba  
Southeast Tribal Council\*  
Southeast Resource Development  
Council Corporation  
Standard Aero  
Taylor McCaffrey\*  
The Frontier Centre for Public Policy  
Tourism Industry Association of Winnipeg Inc.  
Tribal Councils Investment Groups of  
Manitoba Ltd.  
UFCW Training Centre  
University of Manitoba\*  
University of Winnipeg\*  
Victoria General Hospital Foundation  
Videon  
Wardrop Technologies Inc.  
Wardrop Engineering Inc.  
Wellington West Capital Inc.  
Westsun International Inc.  
Winnipeg Free Press  
Winnipeg Stock Exchange  
Winnipeg Commodity Exchange  
Winnipeg Construction Association Inc.  
Winnipeg Airport Authority\*  
Winnport Air Cargo

## TORONTO, ONTARIO, JUNE 29, 2000

ADAMAC Management Group Inc.  
Agra Inc (recently became Amec Inc)  
Alcan Aluminium Limited  
Alliance of Canadian Manufacturers &  
Exporters - Ontario/National  
Alliance of Canadian Travel Agents-Ontario  
Association of Colleges of Applied Arts and  
Technology of Ontario\*  
Association of Independent Consultants  
Association of Municipalities of Ontario  
Association of Ontario Land Surveyors  
Assure Health Inc.  
AT&T\*  
Austin Rehab  
BFC Construction Group Inc.  
Boliden Ltd  
Brewers Association of Canada  
Canada Research Based  
Pharmaceuticals Companies  
Canadian Arab Business Council (CABC)  
Canadian Association of Financial Planners  
Canadian Association of Mining Equipment &  
Services for Export  
Canadian Association of  
Management Consultants\*  
Canadian Bankers' Association  
Canadian Chamber of Commerce  
Canadian Council for the Americas  
Canadian Council of Grocery Distributors  
Canadian Drug Manufacturers Association  
Canadian Education Association (CEA)  
Canadian Environmental Industry Association  
Canadian Environmental Law Association\*  
Canadian Federation of Independent  
Business - Ontario  
Canadian Federation of Independent Grocers  
Canadian Film and Television  
Producers Association  
Canadian Food Brokers Association  
Canadian Institute of Chartered Accountants\*  
Canadian Life & Health Insurance Association  
Canadian Motion Picture  
Distributors Association  
Canadian Musical Reproduction Rights  
Agency Ltd. (CMRRA)  
Canadian Music Publishers Association\*  
Canadian Restaurant and  
Foodservices Association  
Canadian Satellite Communications  
Canadian Wine Institute

Certified General Accountants  
Association of Ontario  
Christian Farmers Federation of Ontario  
CIBC World Markets  
Citizens for Public Justice  
College of Audiologists & Speech-Language  
Pathologists of Ontario  
College of Chiropractors of Ontario\*  
College of Chiropractors of Ontario  
College of Dental Hygienists of Ontario\*  
College of Dental Technologists of Ontario\*  
College of Denturists of Ontario  
College of Dietitians of Ontario  
College of Massage Therapists  
College of Medical Laboratory Technologists  
of Ontario\*  
College of Medical Radiation Technologists  
of Ontario  
College of Midwives of Ontario  
College of Nurses of Ontario\*  
College of Occupational Therapists of Ontario\*  
College of Opticians of Ontario  
College of Optometrists of Ontario  
College of Pharmacists of Ontario  
College of Physicians and Surgeons of Ontario  
College of Psychologists of Ontario\*  
College of Physiotherapists of Ontario\*  
College of Veterinarians of Ontario  
Common Frontiers  
Consulting Engineers of Ontario  
Consumers' Association of Canada (Ontario)\*  
Consumers' Association of Canada  
(CAC)(Ontario)  
Contemporary Information Analysis Ltd.  
Council of Canadians\*  
Council of Ontario Construction Association  
Council of Ontario Universities  
Credit Union Central of Ontario  
Davies, Ward and Beck  
Drugless Therapy-Naturopathy  
Dynatec Corporation  
Eastern Power Limited  
EG Consultants & Associates  
Elementary Teachers Federation of Ontario\*  
Energy Probe  
Ernst & Young  
Falconbridge Limited  
Federation of Health Regulatory  
Colleges of Ontario  
Fela Grunwald Fine Arts

Fergus Head Office  
Financial Services Institute  
Food and Consumer Products  
Manufacturers of Canada  
G.E. Canada  
Gartner Lee Limited  
General Motors Canada  
Georgian College (International Centre)\*  
Global Television Network (Eastern Operations)  
Goodman, Phillips & Vineberg  
Barristers & Solicitors  
Harry Blair Consultants  
Health Promotion Research  
Independent Power Producers'  
Society of Ontario  
Institute of Chartered Accountants of Ontario\*  
Insurance Council of Canada  
Kraft Canada  
Law Society of Upper Canada  
Loewen Ondeatje McCutcheon  
Macro Engineering & Technology Inc.  
Manufacturers' Association of Canada  
(MEMAC)  
Maple Leaf Foods International  
Maragna Architect Inc.  
McCarthy Tetrault\*  
McMillan Binch  
MDS Laboratory Services\*  
Ministry of Economic Development and Trade  
(Trade and International Policy)\*  
Ministry of Economic Development and Trade  
(Ontario Exports Inc)\*  
Mutual Fund Dealers Association of Canada  
National Association of Career Colleges  
(NACC)  
National Electricity Round Table  
NetStar Communications Inc.  
Newcourt Credit Group Inc.  
Noranda Inc.  
North American Fur Auctions  
Oakville Chamber of Commerce  
Ontario Aerospace Council  
Ontario Association of Architects\*  
Ontario Association of Career Colleges  
Ontario Association of Landscape Architects  
Ontario Chamber of Commerce,  
International Trade Committee\*  
Ontario College of Teachers\*

Ontario Community College Student  
Parliamentary Association  
Ontario Confederation of University Faculty  
Associations  
Ontario Construction Secretariat  
Ontario Council of Regents for Colleges of  
Applied Arts & Technology  
Ontario Dental Nurses and  
Assistants Association  
Ontario English Catholic Teachers' Association  
Ontario Federation of Agriculture  
Ontario Federation of Labour\*  
Ontario Health Providers Alliance  
Ontario Hospital Association  
Ontario Institute of Agrologists  
Ontario Medical Association  
Ontario Professional Foresters Association  
Ontario Professional Planners Institute  
Ontario Public Interest Research Group  
(Brock University)\*  
Ontario Restaurant Association  
Ontario Secondary School Teachers  
Federation\*  
Ontario Teachers' Federation  
Ontario Undergraduate Student Alliance  
PricewaterhouseCoopers  
Professional Engineers Ontario  
RBC Dominion Securities  
Real Estate Council of Ontario  
Registered Nurses Association of Ontario\*  
Retail Council of Canada  
Rio Algom Limited  
Royal College of Dental Surgeons of Ontario  
Shaw Communications Inc.  
Sheridan College  
Sierra Club - Eastern Canada Chapter  
Society of Management Accountants of Canada  
The Ontario Education Alliance  
The Bank of Nova Scotia  
Toronto Board of Trade  
Toronto Stock Exchange  
Toronto Women's Health Network  
Transparency International Canada Inc.  
Wilfrid Laurier University  
Women in Capital Markets  
World Wildlife Fund  
York University

## WHITEHORSE, YUKON, SEPTEMBER 5, 2000

A Fine Balance Imports and Exports  
A. C. R. Mechanical Systems  
Air North  
Alkan Air Ltd.  
Anne Doyle's Art Gallery  
Anton, Campion, MacDonald  
Archetype Productions  
Arctic Motorcycle Tours  
Aroma Borealis Herb Shop  
Association of Professional Engineers of Yukon  
Association Franco Yukonnaise  
Association of Yukon Communities  
Aurum Geological Consultants Inc.  
Bandit Yukon\*  
Bandit Blades  
Barbara Chamberlin  
Barry Drury  
Bean North Coffee  
Bear Paw Pottery  
Bear North Adventures  
Beaver Lumber  
Ben's Electric  
Big Bear Adventures  
BLC Group of Companies  
Blind Creek Wood Products & Blind Creek Farm  
BlueSky Interactive  
Boreal Forest Products Ltd.  
Borealis Alternate Energy  
Borealis Productions  
Brite Ideas  
Building Industry Consultants  
Caldwell Productions  
Canada Immigration\*  
Canada Customs  
Canadian Home Builders Association - Yukon  
Capital Builder Sales Ltd  
Cardinal Contracting Ltd  
Career Industries  
Champagne Aishihik Development Corp.  
Chief Isaac Ltd.  
Cinderwood Kitchens  
Cinecom Investments Ltd.  
City of Whitehorse\*  
CJ Link Services  
Coast Mountain Sports  
Conventions North  
Cordilleran Industrial Strategies Yukon Inc.  
Council of Yukon First Nations  
Danny Cheng  
Data-Mana Incorporated  
David Ashley & Cheryl Rivest Goldsmiths  
Davis & Company  
Dawson City Preserves  
Dawson Lights Wilderness Ventures  
Dawson City Art Society  
DIAND\*  
Dobson, Munley and Rick  
Drury Elkland  
Duncan's Ltd  
Dynamic Systems  
Earl's International  
EBA Engineering Consultants  
Energy North Inc.  
Environmental Education Association Yukon  
Environmental & Administrative Services Yukon  
Far North Fiberglass  
Finning Ltd.  
Fireweed Plumbing, Heating and  
Sheet Metal Ltd.  
Florian Maurer Architect Ltd.  
Flying Squirrel Records  
Ford Farms  
Gallier Enterprises  
Glacier Cool Water Co. Ltd.  
GoldBottom Mine Tours & Gold Panning  
Golden Hill Ventures Ltd.  
Gonderosa Inc  
Graham & Associates  
Grant Bossenberry  
Great Northern Business School  
H Coyne&Sons Ltd.  
Halliday, Patricia  
Hamilton Photographic Arts Ltd.  
Hanson & Associates  
Hardy Hibbing  
Harper Street Publishing  
Hartmier, Richard  
Haul-All Equipment  
Heliharvest  
High Country Inn  
Hyperborean Productions  
Icefield Tools  
Icy Waters Ltd.  
Industry Canada-Yukon Field Office\*  
Internet Yukon Inc.  
Inukshuk Planning & Development Ltd.  
Jacobsen N A Engineering  
Janet Bell  
K-L Services  
Kareway Homes  
Kemormax Construction Ltd.  
Ketza Construction Corp.  
Keyah Productions Inc.  
L&G Mobile Home Sales  
Lamerton & Associates  
Lane Systems Group Ltd.  
Laurie Malo o/a Spawn records  
Law Society of Yukon\*

Leo Martel  
 Letang Construction Ltd.  
 Leverton & Associates  
 Lewis Consulting  
 Lorimer & Associates  
 Madley's Smoked Salmon  
 Main Street Mining  
 Malloch, Graham & Associates\*  
 Mar Consulting Inc.  
 Marketech Marketing Co.  
 Mason-Wood, Simon  
 Mattanda Resources Ltd.  
 Metz Murray Group  
 Midnight Sun Coffee Roast  
 Midnight Sun Drilling Ltd.  
 Midnight Sun Plant Food Inc.\*  
 Midnight Sun Gallery & Gifts  
 Midnight Sun Plant Food  
 Mopass Ventures Ltd  
 Mopep Industries  
 Na Cho Nyak Dun Development Corp  
 National Research Council  
 Native Sons Construction Ltd.  
 New Era Engineering Corp.  
 Northerm  
 Northern Environmental Network\*  
 Northern Metallic Sales  
 Northern Cadworks  
 Northern Spirit Trading Company  
 Northern Treasures  
 NorthwesTel  
 Ogden Feledichuk  
 Pelly Construction Ltd.  
 Peters Drury Trio  
 Pixlear Designs  
 Polarcom (10301 Yukon Ltd.)  
 Prospector Industries  
 Public Service Alliance of Canada\*  
 Raven Pottery  
 Recording Arts Industry Yukon Association  
 (RAIYA)  
 RL Resource Mgmt  
 Robert Toohey Locations Ltd.  
 Shane Wilson Sculptures  
 Sidrock  
 Sinclair and Associates  
 Skookum Asphalt Ltd.  
 Sourdough Sodbusters  
 Southern Yukon Log Homes  
 Summit Air Charters Ltd.  
 Summit Customs Brokers

SYANA - Society of Yukon Artists of  
 Native Ancestry  
 T S L Contractors Ltd.  
 TagishTel  
 Tatshenshini Expediting  
 The Institute of Chartered Accountants of the  
 Yukon Territory  
 The Society of Canadian Management  
 Accountants - Yukon  
 The Canadian Bar Association - Yukon  
 The Certified General Accountants  
 Association of Yukon  
 Tincup Wilderness Lodge  
 Total Point Inc.  
 Tourism Industry Association Yukon  
 Trans North Helicopters  
 TransNorthern Consulting  
 Veale Kilpatrick Austring Fendrick & Fairman  
 Victoria Faulkner Women Centre\*  
 Whispering Willows Records  
 Whitehorse Motors Limited  
 Whitehorse Chamber of Commerce  
 Whittle & Company  
 Whyard, Flo  
 Windwalker Press  
 Winnig Solutions Inc.\*  
 Wolf Creek Books Inc.  
 Women Business Network  
 Yesterday Mechanical Ltd.  
 Yukon Entrepreneurship Center  
 Yukon Spring  
 Yukon River Timber  
 Yukon Brewing (Chilkoot Brewing Co. Ltd.)  
 Yukon Alaska Log Homes  
 Yukon-Canada Business Service Centre\*  
 Yukon Status of Women Council\*  
 Yukon Engineering Service  
 Yukon Chamber of Commerce\*  
 Yukon River Timber\*  
 Yukon Chamber of Mines  
 Yukon Federation of Labour  
 Yukon College  
 Yukon Economic Development\*  
 Yukon Contractors Association  
 Yukon Real Estate Association  
 Yukon Medical Association  
 Yukon Member of Parliament\*  
 Yukon Teachers' Association\*  
 Yukon Registered Nurses Association\*  
 Yukon Conservation Society\*  
 Yukon Housing Corporation\*  
 Yukon Film Commission  
 Yukon Status of Women Council\*  
 Yukon Gardens

## VANCOUVER, BRITISH COLUMBIA, SEPTEMBER 7, 2000

Aerospace Industry Association of BC\*  
Alliance of Manufacturers & Exporters Canada  
(BC Division)\*  
Anglican Justice and Peace Units\*  
Anglican Church of Canada - Primate's Fund &  
Economic Justice\*  
Apparel BC\*  
Architectural Institute of BC\*  
Arvay Finlay  
Asia Pacific Foundation of Canada\*  
Association of Professional Engineers &  
Geoscientists of BC\*  
BC Library Association\*  
BC Nurses Union\*  
BC Federation of Labour  
BC Salmon Farmers Association  
BC Environmental Network\*  
BC Old Age Pensioners Association\*  
BC Teachers' Federation\*  
BC Voice of Women\*  
BC Government Employees Union  
BC Chamber of Commerce\*  
BC School Trustees Association  
BC Library Association  
British Columbia Medical Association (BCMA)  
British Columbia Industrial  
Designers' Association  
British Columbia Technology  
Industries Association  
British Columbia Construction Association  
Burnaby Public Library/Canadian  
Library Association\*  
Business Council of British Columbia  
Canada Asia Pacific Resource Network\*  
Canadian Environment Industry Association\*  
Canadian Union of Postal Workers\*  
Canadian Labour Congress  
Canadian Education Centre Network (CECN)  
Canadian Autoworkers of Canada\*  
Canadian Advanced Technology Association -  
British Columbia Chapter  
Canadian Council of the Americas - BC Chapter  
Canadian Bankers Association  
Canadian Federation of Independent Business  
Canadian Centre for Policy Alternatives\*  
Canadian Federation of Students\*  
Canadian Voice of Women for Peace\*  
Capilano College - Institute  
Educators Association\*  
Cedar Isle Research\*  
Certified Management Accountants Society of  
British Columbia  
Chamber of Shipping of BC\*  
Check Your Head\*  
Citizens' Council on Corporate Issues  
City of New Westminster\*  
City of Vancouver\*  
City of Burnaby\*  
City of Richmond\*  
Coalition of British Columbia Businesses  
CoDevelopment Canada  
College Institute Educators' Association\*  
Communication, Energy and  
Paperworkers' Union  
Compass Coaching\*  
Confederation of University Faculty  
Associations of BC\*  
Consulting Engineers of British Columbia  
Consumers' Association of Canada (CAC)  
(British Columbia)  
Council of Marine Carriers  
Council of Forest Industries of British Columbia  
Council of Canadians\*  
Council of Senior Citizens Organization\*  
CUPE , BC Regional Office  
Davis and Company  
District of North Vancouver\*  
Ecumenical Committee for Economic Justice  
End the Arms Race\*  
End Legislated Poverty\*  
Environmental Assessment Office\*  
Farm Folk/City Folk  
Federation of Independent School Associations\*  
Forest Alliance of British Columbia  
GLOBE Foundation of First Nations Summit  
Fanada, The  
Greater Vancouver Alliance for Arts and  
Culture\*  
Greater Vancouver Regional District\*  
Guide Outfitters Association of BC  
Health Sciences Association - Solidarity  
Committee\*  
Health Science Association of BC  
Hospital Employees Union\*  
Information, Science & Technology Agency\*  
Institute for Media Policy and Civil Society  
Intergovernmental Relations Secretariat\*  
Ladner Downs  
Langara Students Union\*  
Metis Provincial Council of BC\*  
Mining Association of British Columbia

Ministry of Transportation & Highways\*  
Ministry of Environment, Lands & Parks\*  
Ministry of Agriculture, Fish & Food\*  
Ministry of Municipal Affairs\*  
Ministry of Employment and Investment\*  
Ministry of Health\*  
Ministry of Labour\*  
Ministry of Advanced Education,  
Training & Technology\*  
National Action Committee on the  
Status of Women - BC\*  
New Media BC  
Office of Social Justice  
Oxfam Canada\*  
Powell River Public Library  
Real Estate Council of BC  
Registered Nurses Association of BC\*  
Retail Merchants Association of BC  
Service-Growth Consultants Inc.\*  
SFU - Economics Department\*  
Sierra Club of BC  
Sierra Legal Defence Fund  
Sierra Youth  
Simon Fraser University ( Political Science and  
Women's Studies)\*  
Society of Composers, Authors and Music  
Publishers of Canada  
Society of Graphic Designers of Canada,  
BC Chapter  
SPEC  
Sports Fishing Institute of British Columbia  
Sutton Group Financial Services Ltd.  
T. Buck Suzuki Environmental Foundation  
Telecommunications Workers Union\*

The Law Society of BC\*  
The Vancouver Community Network  
The Laurier Institution\*  
The Savings and Credit Unions of  
British Columbia  
Together Against Poverty Society\*  
Tourism Vancouver  
Tourism BC\*  
Ucluelet First Nation/First Nation Summit  
Union of British Columbia Municipalities\*  
Union of BC Indian Chiefs  
Unitarian Church of Vancouver\*  
University of British Columbia (Centre for Health  
Sciences and Policy Research)\*  
Vancouver District Lab Council\*  
Vancouver School of Theology  
Vancouver Community College  
Faculty Association  
Vancouver Maple Leaf College  
Vancouver Grassroots Alliance  
Vancouver Status of Women\*  
Vancouver Cultural Alliance  
Vancouver Board of Trade  
W.I.S.E. Business Management  
West Coast Environmental Law Association  
Western Transportation Advisory Council  
Western Canada Wilderness Committee  
Women Entrepreneurs of Canada, BC Chapter  
Womens' International League for  
Peace and Freedom\*  
Working Group on Poverty\*

## YELLOWKNIFE, NORTHWEST TERRITORIES, SEPTEMBER 8, 2000

Alan Vaughan and Associates  
Alternatives North\*  
ARCTIC Energy Alliance  
Association of Psychologists of the  
Northwest Territories  
Braden -Burry Expediting Ltd  
Camillus Engineering Consultants Ltd.  
Canadian Council of Professional Geoscientists  
CGA - Northwest Territories/ Nunavut  
Consumers' Association of Canada  
(Northwest Territories)  
Delton' Cho Corporation  
Law Society of the Northwest Territories\*  
Nishi-Khon/SNC Lavalin Limited\*  
Northwest Territories Architectural Society  
Northwest Territories Association of  
Landscape Architects  
Northwest Territories Association of  
Professional Engineers, Geologists and  
Geophysicists\*  
Northwest Territories Association of  
Municipalities\*

Northwest Territories Chamber of Mines  
Northwest Territories Construction Association  
Northwest Territories Federation of Labour\*  
Northwest Territories Housing Corporation\*  
Northwest Territories Medical Association  
Northwest Territories Teachers Association\*  
NWT Registered Nurses Association  
Park Sanders Adam Vikse Architects Limited  
Resources, Wildlife and  
Economic Development\*  
RT & Associates  
Society of Management Accountants  
of the NWT  
Status of Women Council of the  
Northwest Territories  
The Institute of Chartered Accountants of the  
Northwest Territories  
Vista Engineering  
Yellowknife Chamber of Commerce



## ST. JOHN'S , NEWFOUNDLAND, SEPTEMBER 18, 2000

|  |   |
|--|---|
| Alliance of Manufacturers & Exporters of Newfoundland*                   | Newfoundland and Labrador College of Physiotherapists*                            |
| Association of Professional Engineers and Geoscientists of Newfoundland* | Newfoundland Association of Public and Private Employees*                         |
| Association of Registered Nurses of Newfoundland*                        | Newfoundland Association of Architects  |
| Association of Newfoundland Land Surveyors                               | Newfoundland and Labrador Association of Landscape Architects                     |
| Association of Cultural Industries of Newfoundland and Labrador          | Newfoundland and Labrador Home Builders Association                               |
| Board of Registration for Embalmers and Funeral Directors                | Newfoundland and Labrador Road Builders/Heavy Civil Association                   |
| Canadian Bar Association   | Newfoundland and Labrador Organization of Women Entrepreneurs                     |
| Centre for Nursing Studies   | Newfoundland Ocean Industries Association   |
| Consumers' Association of Canada (Newfoundland)*                         | Newfoundland Environmental Industry Association (NEIA)                            |
| Council of Canadians*  | Newfoundland and Labrador Federation of Municipalities                            |
| Department of Industry, Trade and Technology*                            | Newfoundland Pharmaceutical Association   |
| Graduate Students' Union   | Newfoundland Chiropractors Licensing Board  |
| Hearing Aid Dealers Board  | Newfoundland Dental Board   |
| Memorial University of Newfoundland                                      | Newfoundland Dietitian Association  |
| Music Industry Association of Newfoundland & Labrador                    | Newfoundland and Labrador Occupational Therapy Board                              |
| Newfoundland and Labrador Health Boards Association*                     | Newfoundland Optometric Board   |
| Newfoundland and Labrador Medical Association*                           | Producers Association of Newfoundland   |
| Newfoundland and Labrador Association of Social Workers*                 | Society of Management Accountants of Canada*                                      |
| Newfoundland Board of Examiners in Psychology*                           | St. John's Port Authority*  |
| Newfoundland and Labrador Teachers' Association*                         | St. John's Board of Trade*  |
| Newfoundland and Labrador Association of Technology Industries           | The Newfoundland and Labrador Publishers Association                              |
| Newfoundland Alliance of Technical Industries                            | The Association of Engineering Technicians and Technologists of Newfoundland Inc. |
| Newfoundland and Labrador Federation of Labour*                          | The Better Business Bureau of Newfoundland and Labrador                           |
| Newfoundland and Labrador Construction Association                       | The Certified General Accountants Association of Newfoundland                     |
|  | The Law Society of Newfoundland   |

## FREDERICTON, NEW BRUNSWICK, SEPTEMBER 19, 2000

Alliance of Manufacturers & Exporters Canada  
(New Brunswick Division)  
Architects Association of New Brunswick  
Association of Registered Professional  
Foresters  
Association of University of  
New Brunswick Teachers  
Association of Professional Engineers and  
Geoscientists of New Brunswick (APENB)  
Association francophone des municipalités du  
Nouveau-Brunswick  
Atlantic Provinces Trucking Association  
Baxter Foods Ltd  
Burnt Church First Nation  
Canadian Federation of Business and  
professional Women's Clubs  
Canadian Research Institute for Social Policy  
Canadian Bar Association,  
New Brunswick Branch  
Certified Management Accountant (CMA)  
of New Brunswick  
Communications, Energy and  
Paperworks Union of Canada  
Conseil économique du Nouveau-Brunswick\*  
Construction Technology Centre Atlantic  
(CTCA)  
Construction Association of New Brunswick Inc.  
Consulting Engineers of New Brunswick  
Consumers' Association of Canada  
(New Brunswick)  
Contract Management Services  
Electrical Contractors Association of  
New Brunswick  
Francophone Teachers Association\*  
Fredericton Junior Chamber  
Fredericton Chamber of Commerce  
Geoplan Consultants Inc  
Institut canadien de recherche sur le  
développement régional  
International Labourers Union  
J.D. Irving Ltd.  
Law Society of New Brunswick\*  
Learnstream  
Metal Working Association of NB  
Moncton Northeast Construction Association  
Moncton University  
Moosehead Breweries  
Mount Allison University  
NB Fishpackers Assoc.  
NB Society of Certified Engineering  
Technicians and Technologists  
Neil and Gunter Ltd  
New Brunswick Chamber of Commerce  
New Brunswick Nurses's Union  
New Brunswick Power\*  
New Brunswick Mining Association  
New Brunswick Filmmakers' Co-operative  
New Brunswick Engineers Association\*  
New Brunswick Health Care Association  
New Brunswick Information  
Technology Alliance  
New Brunswick Women's Institute  
New Brunswick Federation of Agriculture\*  
New Brunswick Teachers Association\*  
New Brunswick Nurses Association\*  
New Brunswick Federation of  
Women's Business Networks  
New Brunswick Environment Industry  
Association (NBEIA)  
New Brunswick Federation of Labour\*  
New Brunswick Environmental Network  
Price Murray Communications  
Research and Productivity Council  
Road Builders Association of New Brunswick  
Société d'aide au développement des  
collectivité de la péninsule acadienne Inc.  
TeleEducation NB  
Tendering Publications Ltd.  
The Canadian Federation of Independent  
Business (NB & PEI)  
The New Brunswick Institute of  
Chartered Accountants  
The Certified General Accountants Association  
of New Brunswick  
The Fredericton Home Builders Association  
The New Brunswick Society of Medical  
Laboratrcy Technologists  
The Canadian Union of Public Employees  
(Maritimes Regional office)  
Tourism Industry Association of New Brunswick  
Union of Municipalities of New Brunswick  
United Steel Workers of America  
University of New Brunswick

## CHARLOTTETOWN, PRINCE EDWARD ISLAND, SEPTEMBER 20, 2000

|   |  |
|---|--|
| ALERT Program*  | Holland College  |
| Alliance of Manufacturers & Exporters                       | Information Technologies Association of PEI                              |
| Architects Association of Prince Edward Island              | Medical Society of Prince Edward Island                                  |
| Association of Registered Nurses of<br>Prince Edward Island | PEI Teachers' Federation*  |
| Atlantic Canada Opportunities Agency                        | PEI Federation of Labour   |
| C.U.P.E. Charlottetown Area Office*                         | PEI Association of Real Estate Appraisers                                |
| Canadian Bar Association- PEI Branch                        | PEI Health Board Coalition*  |
| Certified General Accountants'<br>Association of PEI        | PEI Librarians' Association (PEI PLA)                                    |
| CMA-Canada (Maritime Provinces)                             | Prince Edward Island Women's Institute                                   |
| Coles Associates*   | Study Abroad Canada  |
| Consumers' Association of Canada<br>(Prince Edward Island)  | The Prince Edward Island Eco-Net   |
| Council of Canadians*                                       | The Environmental Coalition of<br>Prince Edward Island                   |
| Council of Maritime Premiers*                               | The Association of Professional Engineers of<br>Prince Edward Island     |
| Development and Peace*                                      | The Law Society of Prince Edward Island                                  |
| Federation of PEI Municipalities*                           | University of Prince Edward Island<br>(Department of Political Studies)* |
| Greater Charlottetown Area<br>Chamber of Commerce           |  |

## MONTREAL, QUEBEC, 17 OCTOBRE, 2000

Action Réseau-Consommateurs  
Alliance de la Vidéo et du Cinéma Indépendants  
Association des producteurs de films et de télévision du Québec (APFTQ)  
Association des Ingénieurs-Conseils du Québec  
Association Marketing de Montréal  
Association des Conseillers en Environnement du Québec  
Association minière du Québec  
Association provinciale des enseignantes et des enseignants du Québec  
Association des Maisons de Commerce Extérieur du Québec  
Association de la construction du Québec  
Association des producteurs en multimédia du Québec  
Association nationale des éditeurs du livre  
Association québécoise de l'industrie du disque, du spectacle et de la vidéo (ADISQ)  
Association québécoise des éditeurs de magazines (AQEM)  
Association des architectes paysagistes du Québec  
Association québécoise des avocats et avocates en droit de l'immigration  
Association des économistes québécois  
Association de la recherche industrielle du Québec (ADRIQ)  
Association des travailleurs et des travailleuses autonomes du Québec  
Association médicale du Québec  
Association des banquiers canadiens (bureau du Québec)  
Association de l'industrie électrique du Québec  
Association pour l'avancement des sciences et des techniques de la documentation (ASTED)  
Association des Consommateurs du Canada (Québec)  
Association des analystes financiers de Montréal  
Bethune Import-Export Ltd  
Canadian Academy of Engineering\*  
Centrale de l'enseignement du Québec (CEQ)  
Centrale des syndicats du Québec (CSQ)  
Centre international des droits de la personne et du développement démocratique  
Chambre de Commerce et d'Industrie de Laval  
Chambre de commerce du Québec  
Chambre de commerce régionale de Sainte-Foy  
Chambre de commerce du Montréal - Métropolitain  
Chambre de commerce et d'industrie de Québec-Métropolitain  
Coalition pour la diversité culturelle\*  
Coalition des associations de consommateurs du Québec (CACQ)  
Collège des médecins du Québec  
Confédération des syndicats nationaux (CSN)\*  
Conseil du trésor\*  
Conseil québécois du commerce de détail  
Conseil des Canadiens  
Corsley Inc.  
CSD Construction  
Développement international Desjardins  
Fédération autonome du collégial\*  
Fédération des Cégeps  
Fédération québécoise des professeurs d'Université\*  
Fédération canadienne de l'entreprise indépendante (section Québec)  
Fédération des travailleurs et des travailleuses du Québec (FTQ)  
Hydro-Québec\*  
Jeune Chambre de Commerce de Montréal  
Maison du barreau\*  
Ministère de l'Éducation du Québec  
Ministère des Finances du Québec\*  
Ministère de l'Agriculture, des Pêcheries et de l'Alimentation du Québec\*  
Ministère de l'Environnement du Québec\*  
Ministère de l'Industrie et du Commerce\*  
Ministère de la Culture et des Communications du Québec\*  
Ministère du Conseil exécutif  
Ministère de la Justice  
Ministère des Relations avec les citoyens et de l'Immigration  
Ministère des Ressources naturelles du Québec  
Ministère des Relations internationales\*  
Ministère des Transports du Québec\*  
Ministère des Affaires municipales  
Ministère du travail du Québec  
Office des professions\*  
Option consommateurs\*  
Ordre des comptables généraux licenciés du Québec\*  
Ordre des Ingénieurs du Québec\*  
Ordre des comptables agréés du Québec  
Ordre des architectes du Québec\*  
Ordre des infirmières et infirmiers du Québec\*  
Ordre des comptables en management accrédités du Québec\*

Regroupement des artistes en arts visuels du Québec (RAAV)  
Réseau des femmes d'affaires du Québec  
RÉSEAU environnement  
Syndicat canadien des communications, de l'énergie et du papier (bureau de Montréal)\*  
Transport 2000 Québec  
Union des Municipalités du Québec (UMQ)  
Université Laval

Université du Québec à Montréal  
(Département de science politique)\*  
Université de Montréal (Département des sciences économiques)\*

*The GATS sessions mentioned above attracted over 330 people representing 274 different institutions. At least 1165 varied organizations were invited.*

## APPENDIX B

# CANADA AND THE GENERAL AGREEMENT ON TRADE IN SERVICES (GATS) NEGOTIATIONS

### Introduction

In 1999, the federal government conducted consultations with Canadians across the country to obtain their views on general trade interests in preparation for the World Trade Organization's (WTO) Seattle Ministerial meeting. This proved very informative and significantly contributed to shaping Canada's approach to the trade negotiating agenda. Early in 2000, mandated negotiations on services (as well as in agriculture) began in the WTO. The government is committed to continue this dialogue with Canadians to assist in developing the Canadian position for these negotiations.

This paper seeks your views on Canada's objectives and priorities in the services negotiations required under the *General Agreement on Trade in Services* (GATS) of the WTO.

### GATS and Canada

The GATS, in effect since 1995, represents the first multilateral framework of rules governing this important component of world trade. The increasingly global nature of service industries and the growing contribution of services exports to the Canadian economy means that the further development of multilateral rules on services trade is important to Canada, enabling our businesses to compete in the international playing field.

Canada derives benefits from being an active member of the WTO and the GATS:

- it improves Canadian exporters' access to foreign markets; this is important given the high value-added elements of many Canadian service exports;
- it contributes to a more competitive domestic market providing Canadian consumers with a wider range of more competitively-priced services. This is particularly important as service industries play an key role in enhancing the productivity of the whole economy;
- it provides an effective means of settling disputes based on the rule of law rather than the sheer size and power of larger economies;
- it contributes to the orderly management of trade relations and, through negotiations, provides a means for Member countries to gradually liberalize their service markets in a mutually advantageous way; and,
- it provides due respect for the sovereign right of governments to pursue national policy objectives.

## **Canadian Trade In Services**

Trade in services now represents approximately 20% of world trade. Canada is the 12<sup>th</sup> largest exporter of services in the world. In 1999, these services exports were almost \$50 billion, representing 12% of Canada's total exports, an increase of 7.1% over the 1998 figure of \$45.9 billion. At the same time, imports of services amounted to \$55.8 billion, which accounted for 14.6 % of total imports and represented an increase of 5.6% from \$52.9 billion in 1998. These figures indicate a steady increase in trade in services, contributing significantly to Canada's prosperity and economic growth.

In 1998, services represented two-thirds of total GDP and 10.6 million Canadians were employed in services-sector jobs, accounting for 74% of total employment. The importance of trade in services is expected to continue to grow in the years to come.

The services sector is also leading the transformation of the Canadian economy into a knowledge-based economy. Canada has world-class companies in many services sectors, such as engineering, financial services, informatics, telecommunications, and tourism. Indeed, all these services sectors registered very strong trade performance in recent years. Canadian services suppliers, many of whom are small- and medium-sized firms, are looking at expanding their presence abroad. As well, the increased participation of foreign service suppliers in Canada contributes to a dynamic market place.

## **GATS Negotiations: The Road Ahead**

The existing GATS represents a first step in the establishment of a framework of rules for trade in services. Although the last round of negotiations resulted in many WTO countries committing to liberalize trade in a broad range of services sectors, there is considerable scope in the current negotiations for further liberalization and rule-making.

Further liberalization will be achieved through expanding market access and improving the national treatment commitments of WTO Members, both in terms of sectors covered and the relaxing of current restrictions. For example, barriers to market access include limitations on the numbers of service suppliers (i.e., in the form of licences, monopolies, rights for exclusive supply); limitations on the total number of services transactions or assets or operations (i.e., usually expressed in terms of a quota); measures which restrict the legal entity through which a foreign service supplier may deliver the service (e.g., subsidiaries, branches, joint ventures); limitations on the level of shareholding or investment that a foreign service supplier may make; and, limitations concerning the temporary movement of persons (e.g., corporate transferees). Limitations on national treatment occur when Members treat foreign services and service suppliers less favourably than their domestic services and suppliers.

In terms of rule-making, there is scope for enhancing transparency and predictability of the trade regime affecting services. Unlike international trade in goods, barriers affecting trade in services rarely take the form of tariffs and border measures. Issues often relate to the nature and characteristics of the domestic regulatory framework affecting the service sectors. While this may have implications for the participation of foreign service suppliers, at the same time, a country's regulatory framework is often the reflection of public policy interests and objectives. Further work is also expected on issues such as the possible development of disciplines on subsidies and the question of an emergency safeguard mechanism for services trade.

### **Canada's Negotiating Objectives**

In broad terms, the Canadian objectives for the GATS are based on two overarching policy principles:

- improve market access and national treatment commitments of key trading partners in sectors of particular interest to Canadian service industries, while being mindful of the comparative strengths and pressures on those domestic service sectors for which the prospect for liberalization may be more limited; and,
- improve the framework of rules to enhance transparency and predictability, while ensuring that our ability to regulate at all levels of government is not unduly constrained and continues to provide policy flexibility to achieve our national priorities and objectives.

The Canadian government intends to continue to uphold its clearly defined and long-established objectives to safeguard Canada's sovereign right to act in its own interests in key services sectors, including health, education and culture.

### **Suggested Issues for Discussion**

The Canadian federal government negotiators want to establish an on-going dialogue with you to obtain your views on Canadian interests in these negotiations. Your views on the GATS and the following issues, among others, would be particularly useful.

1. The broad Canadian objectives: Do you agree with the two overarching principles defined above? What other considerations will need to be reflected?
2. The balancing of Canadian import and export interests: In which services or sectors do you believe Canada should pursue liberalization abroad and domestically?
3. The needs of Canadian services exporters: What would enable Canadian exporters to enter foreign markets more effectively? As over 95% of all Canadian companies are small- and medium-sized firms, we need to understand the specific problems these firms experience in exporting their services.



4. The needs of Canadian consumers and producers: Would expanding the scope for the participation of foreign suppliers in the domestic market enable Canadian consumers and producers to acquire higher quality and more competitively-priced services? How important is this?
5. Developing countries and the world trading system: Is the increased participation of developing countries in the services negotiations and the development of their services industries important for Canada?
6. The need for expanding GATS rules: How can we best preserve a balance between the integrity and legitimacy of our domestic regulations and/or avoid of unnecessary barriers to the participation of foreign services suppliers? Are there other elements of the framework of international trade rules that need to be expanded?

### **Consultations**

The GATS negotiations have just begun. Representatives of the federal and provincial-territorial governments are working together to seek the views of stakeholders across Canada to develop and shape a Canadian negotiating position. We will continue to ensure that all interested Canadians are kept up-to-date on the progress of Canada's services trade policy and the GATS negotiations, and continue to have the opportunity to provide their comments and views.

We encourage you to provide us with your suggestions on the best ways to keep you informed and to obtain your views throughout the negotiations. We welcome your participation in this consultation session and thank you in advance for helping to ensure that these negotiations support Canadian interests.

For further information on Canada's trade policy and international trade negotiations or to provide your comments and views, please consult the website of the Department of Foreign Affairs and International Trade at <http://www.dfait-maeci.gc.ca/tna-nac> or the Canadian Government's website for the GATS negotiations at <http://services2000.ic.gc.ca>.