



September 8, 2003

The Right Honourable Jean Chrétien P.C., M.P.  
Prime Minister of Canada  
House of Commons  
Langevin Block  
OTTAWA  
K1A 0A3

***THE WORLD TRADE ORGANIZATION DOHA DEVELOPMENT  
AGENDA AND THE FIFTH MINISTERIAL MEETING IN MEXICO***

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Dear Prime Minister,

We are writing to you to emphasize the importance to all Canadians of a timely and ambitious conclusion to the Doha Development Agenda negotiations before the World Trade Organization (WTO). In this regard, the *Canadian Council of Chief Executives*, *The Canadian Chamber of Commerce* and *Canadian Manufacturers & Exporters*, collectively representing businesses of every size from all sectors and regions of the country, believe the WTO Ministerial meeting in Mexico will be pivotal to achieving a meaningful final result.

Success is vital for several reasons. First, enhanced access to the multilateral trading system will deliver higher economic growth, more and better jobs and a higher standard of living to Canadians. Second, a trading and investment system that is open to every country, developed and developing, means greater prosperity and less poverty globally. Third, a substantial and balanced result in Mexico will restore much-needed credibility to the WTO and to multilateral institutions and processes more generally. Fourth, greater openness in trade goes hand in hand with the commitment to spreading democratic values. In turn, freer trade that spreads prosperity worldwide is the best guarantor of global security.

Our three business organizations and our members firmly believe in strong multilateral rules and disciplines and in the role of the WTO. A credible, successful global trade organization with modern rules will help governments and other key bilateral and multilateral institutions strengthen their resolve to deal with the challenges to come.

The WTO meeting in Cancún, Mexico is a mid-term review of the negotiations. Ministers will assess progress and look for ways to move the negotiations forward. At this point, our assessment is that real progress can be made in Cancún on the way towards a successful conclusion to negotiations by January 1, 2005. But to achieve this goal, we believe that the level of ambition must be raised substantially in a number of critical areas.

Significant agricultural reforms are central to a successful conclusion of the Doha negotiations. Such reforms are in Canada's interest and essential to spreading the full benefits of trade liberalization to developing countries. Greater certainty that export subsidies and trade distorting domestic support will be eliminated or otherwise significantly reduced are two of the legs of the stool to meaningful liberalization in the agricultural sector. As well, we encourage the Canadian government to try to have WTO members work towards an even greater degree of improved access to markets than currently anticipated in Cancún.

Earlier this year, the Canadian business community joined with their counterparts in other countries to call for total elimination of all tariffs worldwide on industrialized goods for the Doha Round of multilateral trade negotiations. To this end, negotiators in Mexico will contemplate two paths. One would accelerate the process of tariff reduction in non-agricultural products, while the other sees changes made over a much longer timeframe. Our view is that it will be important to seek out greater gains on a timely basis and not settle for more limited progress. Such progress will result not only in increased exports for Canada but also in growth and further development for less fortunate countries.

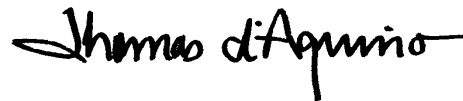
Other important issues before ministers in Cancún include trade in services, non-tariff barriers, better rules for the WTO on dispute resolution and in other areas, and in the highly divisive but important so-called 'Singapore issues'. Progress on some of these issues does look possible (trade facilitation and transparency in government procurement). We also urge that every effort be made to try to find a basis for establishing an understanding on effective, high quality rules on investment and to examine the area of competition rules.

Prime Minister, we congratulate you for your leadership and commitment both in the G-8 and in other multilateral fora to promote capacity building and to advance development goals in so many impoverished countries. From the trade perspective, governments and the institutions to which they belong must join more effectively with the private sector to focus on technical assistance and promote greater participation from developing, least developed and small developing economies in the WTO negotiating process.

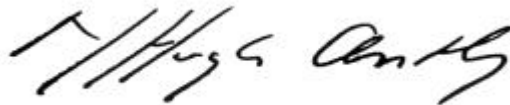
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We look forward to working closely with Minister Pettigrew and the outstanding team that has been put in place to advance the Doha Development Agenda in the coming days and beyond.

Sincerely,



Thomas d'Aquino  
President and Chief Executive  
Canadian Council of Chief Executives



Nancy Hughes Anthony  
President and Chief Executive Officer  
The Canadian Chamber of Commerce



Perrin Beatty  
President and Chief Executive Officer  
Canadian Manufacturers & Exporters

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