

**BUSINESSEUROPE**



THE CANADIAN CHAMBER OF COMMERCE  
LA CHAMBRE DE COMMERCE DU CANADA



Mr. Karel De Gucht  
Commissioner for Trade  
European Commission  
200, rue de la Loi  
B - 1049 Brussels  
Belgium

The Honourable Ed Fast, M.P.  
Minister of International Trade  
Foreign Affairs and International Trade Canada  
125 Sussex Drive  
Ottawa, ON K1A 0G2  
Canada

October 22, 2012

**Re: The Canadian and EU business communities' call for a successful conclusion to the Comprehensive Economic and Trade Agreement (CETA)**

Dear Commissioner De Gucht,  
Dear Minister Fast,

BUSINESSEUROPE and the Canadian Chamber of Commerce (CCC) represent 20 million European and nearly 200 thousand Canadian businesses respectively, in all sectors and of every size, in every Member State of the European Union (EU) and in every province and territory of Canada. The Canada Europe Roundtable for Business (CERT) is supported by more than 100 chief executives of the largest Canadian and European companies that employ millions of workers in the two territories. The European Services Forum and the Canadian Services Coalition represent the companies active in trade and investment in all the services sectors, gathering a significant share of the EU and Canadian economy and trade. Together, we advocate policies that benefit businesses and the communities they sustain.

The full potential of the Canada-EU economic partnership should be maximized for the benefit of both sides by reaching an ambitious and successful conclusion to the Comprehensive Economic and Trade Agreement (CETA) negotiations by the end of 2012. A high-quality CETA will generate nearly €30 billion in economic gains, open market access across goods and services

sectors and enhance two-way investment. It will facilitate trade procedures for businesses, strengthen intellectual property protection and send a clear message of support for open, rules-based global trade and investment.

To conclude a high-quality agreement, it is imperative that all parties involved in the negotiations maintain a high level of ambition. There are several points on which Canadian and European business call for renewed ambition and resolve. This includes, but it not limited to:

- The full and rapid dismantling of tariffs for all industrial goods as part of an ambitious CETA package on market access.
- Access to raw materials and energy products under fair, non-discriminatory and market-based conditions.
- Removal of market access barriers and national treatment discriminations in all services sectors, through the application of negative lists.
- Ambitious agriculture package including full access for key export sectors for both sides, resolution of the non-tariff barriers impacting these sectors, and a satisfactory path forward on the bio-tech issues that have caused trade impediments without scientific foundation. Also, we look forward to reaching of a mutually satisfactory agreement on fish and seafood.
- Full tariff liberalisation and call for the delivery of business-friendly Rules of Origin (ROOs) as part of the CETA. ROOs must be clear and easy-to-use by businesses, as complex rules consume business resources, generate unnecessary opportunity costs and hamper the efficiency of business operations.
- Access to government procurement that is non-discriminatory and removes technical barriers and local content and assembly requirements. It is essential that a wide range of government procurement opportunities, including public utilities, be committed at all public entity levels (EU, federal and national, Canadian provincial and territorial, EU Member State sub-national, as well as EU and Canadian municipal and other local) on a pan-European and pan-Canadian basis.
- Robust protection and enforcement of intellectual property (IP) rights in both markets to foster knowledge-based economic activity, including fair and equal treatment of life sciences companies. The CETA must also include robust enforcement of IP rights, including the targeting, seizing and destroying of counterfeit imports and exports, and defining counterfeiting per se as a criminal offense, including fair and reciprocal treatment of life sciences companies.
- Copyright reform, including Canada's ratification of the World Intellectual Property Organisation (WIPO) Copyright Treaty and Performance and Phonograms Treaty and to improve its protection of copyright industries, emphasising their importance to the economies of Europe and North America.
- Regulatory cooperation covering goods, services and investment that ensure that the introduction of new regulations in Canada and the EU be transparent (at all levels: EU,

federal and national, Canadian provincial and territorial, EU Member State sub-national, as well as local) and delivered through a process that provides for advance comment on potential impacts on trade and investment. The two parties to the agreement should also commit to ensure regulatory cooperation and transparency in international organisations such as the World Trade Organisation (WTO). While we recognise differences in regulatory approaches between the two sides, it is imperative that the CETA negotiators achieve mutual recognition of regulatory standards, licensing and certification procedures where possible, particularly where conformity assessment bodies and certification are concerned.

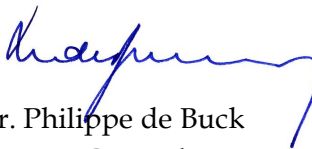
- The agreement must also ensure improved labour mobility, including mutual recognition of professional certification, as well as the use of permits and streamlined procedures to admit people under temporary entry conditions, in particular for intra corporate transfers' longer-term assignments.

It is our sincere hope that the European Commission and EU Member State governments, and the Canadian federal, provincial and territorial governments, take these views into account and continue to make progress toward the conclusion of a high-quality CETA in 2012.


Sincerely,

{Signature}


The Hon. Perrin Beatty  
President & CEO  
The Canadian Chamber of Commerce



Mr. Philippe de Buck  
Director General  
BUSINESSEUROPE




The Hon. Roy MacLaren  
Canadian Chair  
Canada Europe Roundtable for Business



Mr. William Emmott  
European Chair  
Canada Europe Roundtable for Business



Shirley-Ann George  
Vice Chair  
Canadian Services Coalition



Mr. Pascal Kerneis  
Managing Director  
European Services Forum

Cc: Mr. Mauro Petriccione, CETA Chief Negotiator - European Commission  
Mr. Steve Verheul, CETA Chief Negotiator, Foreign Affairs and International Trade Canada