



The Rt. Hon. Baroness Catherine Ashton
Commissioner for Trade
European Commission
200 Rue de la Loi
B-1049 Brussel

3 March 2009

Dear Commissioner,

Dear Catherine,

In advance of the EU-Canada summit on 6 May 2009 and in the midst of the scoping exercise, I would like to inform you of the views of European companies on EU-Canada relations and a future EU-Canada economic agreement.

As a long standing supporter of closer EU-Canada economic relations, BUSINESSEUROPE has welcomed the decision by the EU and Canada to obtain the mandates necessary to launch negotiations of an EU-Canada agreement at the next summit in Prague. For European companies, this agreement has to be ambitious in its coverage and secure real market access for goods, services and investments. BUSINESSEUROPE is therefore looking forward to an ambitious result of the scoping exercise, which should cover all major trade and investment interests of European business, as a precondition for supporting the launch of negotiations.

For industrial goods, an agreement should tackle Canada's peak tariffs by guaranteeing full coverage of tariff lines and full reciprocity, while ensuring effective market access by tackling Canada's non-tariff barriers. For agricultural goods, the EU should aim to remove tariffs and other barriers to EU processed food and wines and spirits. For services the goal must be ambitious liberalisation of as many sectors as possible. Cooperation on access to raw materials, linked to the EU raw materials initiative, should also be included.

In particular the opening up of public procurement, both at federal and sub-federal level, is a priority for European business. BUSINESSEUROPE therefore encourages the European Commission to ensure that any barriers that could undermine European companies in accessing procurement markets be removed rapidly. It is also imperative that negotiations reach sub-federal level to address the significant internal barriers to trade and labour mobility. Finally, an EU-Canada agreement provides an opportunity for Canada to upgrade its intellectual property rights in line with European and international standards and to improve its enforcement, including customs measures, full implementation of the WIPO internet treaties and enactment of criminal sanctions.

BUSINESSEUROPE is at your disposal to clarify or provide further information on any of the points raised.

Yours sincerely,

Best regards,

Philippe de Buck