

if the U.S. and Mexico were undertaking negotiations for a free trade agreement between their two countries ("If we are not there now, Mexico and the U.S. would negotiate their own agreement;" "If the U.S. is holding all the cards, we will get nothing"). Residents of Vancouver also pointed out that a North American Free Trade Agreement may be helpful, given the strength of the European Community.

The moderate supporters of the FTA in Winnipeg were less enthusiastic about tri-lateral trade negotiations ("I don't know where we are. I regard it as a non-event"). Only three of the ten supporters of the FTA believed that it would be a "good thing." The rest of the group was either undecided or opposed. Despite less enthusiasm in Winnipeg, respondents also acknowledged the importance of Canada participating if the U.S. and Mexico were discussing a trade deal. They were also able to identify potential advantages as a consequence of a negotiated agreement, volunteering that it "may be a bridge to expanded trade in Latin America."

It is important to note that in all three cities and among both opponents and supporters, the motivation behind Canada's involvement in the negotiating process was driven by a pervasive belief that the United States would have the upper hand if Canada were not involved. There was virtual unanimity in the view that Canada had to "protect its interests" against the United States and that Canada would be "left out" if the United States proceeded with Mexico. While supporters were more inclined to foresee benefits for Canada, they too agreed that one of the main reasons Canada needed to be involved in the negotiations was to protect its interests and not allow the United States to 'get ahead.' (I'm supportive because we're so closely tied with the United States;" "If we didn't, we would be left out;" "We want to have some competitive advantage;" "we have to protect our interests;" "make sure we don't get sold down the river").

