

THE GREAT TRADE DEBATE
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: Thanks, Keith. I'm not sure I'm going to be tough as nails today. We save that for Simon Reisman and his group when we actually negotiate. You've had two excellent speakers, and I can verify that because I'm there in the negotiating room, and they're really right on in a lot of what this is all about. I think what I'll try to do today is to try to give you a view of what the negotiations are all about from our perspective, and when I say our perspective, I'm not just talking about the U.S. Government, because this is a joint cooperative effort in our view, that this is in the interest of both countries, that if we have an agreement it's gonna be beneficial to both countries or we're not gonna have an agreement. Therefore, we're trying to work together.

Now, obviously, as negotiators, we've been taught since day one that you've gotta posture, you've gotta try to extract the most you can from your opponent, but we were also taught that both have to leave the negotiating table feeling they've gained something, or else you're never going to be able to sit down with that person again. So we are trying to cooperate, and there are going to be tough issues, but we both feel, both governments feel very strongly that this is a very important endeavor, very worthwhile for the two countries. In fact, we've been talking about this for a lot longer than I think many