
CANADA/U.S. TRADE TALKS: A GOOD DEAL OR NO DEAL

As Canada enters negotiations with the U.S. with a view to getting a better, freer trading arrangement for the future, it is important to remember that negotiations are just that. Negotiations. Not an agreement. Only if Canada can get what it wants at the bargaining table will an agreement be signed.

Canada's Trade Ambassador and Chief Negotiator, Simon Reisman has said, "I will not hesitate to walk away from a deal that isn't clearly of benefit to Canada, and to all regions of Canada".

And who will decide if the deal is good enough to sign? In the final analysis, of course, it will be the Government of Canada. As it should be. But the government will be guided throughout the course of the negotiations by the advice and counsel of thousands of Canadians who will talk to the negotiating team through the advisory committees which have been established.

These committees include the International Trade Advisory Committee, with a membership of top Canadian businesspeople experienced in international trade, and the 15 Sectoral Advisory Groups On International Trade, representing the views and serving as an information conduit for people of specific industrial and business sectors.