

THROUGH THE NEGOTIATIONS, WE WILL BE RULED BY ONE FUNDAMENTAL OBJECTIVE. THE BENEFITS MUST BE SUBSTANTIALLY GREATER THAN THE COSTS. INTERNATIONAL NEGOTIATIONS ARE COMPLEX AND CHALLENGING THE GOAL OF SECURE AND EXPANDED ACCESS TO THE U.S. MARKET FOR CANADIANS IS, I BELIEVE, WORTH THE ENORMOUS EFFORT AND GOOD FAITH REQUIRED. AT THE END OF THE PROCESS, WE WILL ONLY SIGN A DEAL WITH THE UNITED WHICH SERVES THE INTERESTS OF ALL CANADIANS.

WE WILL SPEAK WITH ONE VOICE FOR CANADA, BUT WE WILL SPEAK FOR ALL CANADIANS AND WE WILL DO SO WITH THE PARTICIPATION AND CO-OPERATION OF THE PROVINCES.

AS THE PRIME MINISTER STATED IN THE HOUSE OF COMMONS WHEN HE ANNOUNCED THE TRADE INITIATIVE: "INTERNATIONAL NEGOTIATIONS ARE COMPLEX AND EXTREMELY CHALLENGING. SUCCESS IS NOT A SURE THING BUT THE RESULTS OF SUCCESS ARE WELL WORTH THE ENORMOUS EFFORT AND GOOD FAITH REQUIRED FOR THE NEGOTIATIONS." THIS CHALLENGE EXISTS FOR ALL INDUSTRIES AND ALL CANADIANS, WHEREVER THEY ARE SITUATED.

THIS IS A WINNING PROPOSITION. THIS IS A POLICY THAT WOULD LEAD TO INVESTMENT, EXPANSION, MODERNIZATION AND SPECIALIZATION. IT WOULD ENCOURAGE AN ENVIRONMENT IN WHICH CANADIAN BUSINESSMEN COULD COMPETE. IT WOULD STRENGTHEN THE CAPACITY OF CANADIAN BUSINESSMEN TO COMPETE MORE EFFECTIVELY IN GLOBAL MARKETS. WE ARE PURSUING AN AGREEMENT WITH THE U.S. TO PREPARE CANADA FOR THE 21ST CENTURY.