

the major issues in play, market characteristics, the operating proposals of the Canadian carriers as well as comments on the proposals anticipated from the foreign carriers, the views of those interested parties, provides the analysis by the department, and recommends negotiating positions. The proposed mandate is forwarded to the Minister of Transport and the Secretary of State for External Affairs for Cabinet approval. The final mandate is not released to other interested parties or to the airlines.

2. *Negotiations*

The Canadian delegation at negotiations is led by the Chief Air Negotiator with representatives from Transport Canada, External Affairs and the National Transportation Agency. For rounds outside of Canada, a representative from the Canadian Embassy will likely also be in attendance. On occasion representatives of the Minister's staff attend a round or some of the formal meetings. The two major flag carriers have, by custom been included as observers at bilateral negotiations. Other Canadian carriers send representatives to observe when they have a direct interest in the outcome of the negotiations. Traditionally, foreign negotiating groups include representatives from their carriers, either as members or observers. The question of numbers of representatives has arisen in recent years but only in the case of negotiations with the U.S. have numbers been somewhat restricted by requiring that the smaller carriers together send a chosen representative. The U.S. delegation has for some time had some of their interest groups and carriers represented through a selected representative.

Any agreement reached at a negotiation round is concluded provisionally, subject to formal ratification by the governments of the two countries. Carriers often commence operations under a provisional agreement pending confirmation by the governments.