

NEGOTIATING TABLE. THE NEGOTIATING AGENDA FOR THE COMMUNITY WILL BE MASSIVE AND AWESOME. IT WILL ALSO BE QUITE A CUMBERSOME NEGOTIATING PROCESS FOR NON-EC COUNTRIES. BUT THE FUNDAMENTAL PURPOSE OF EACH NEGOTIATION IS TO REACH A MUTUALLY SATISFACTORY AGREEMENT REPRESENTING AN OVERALL BALANCE OF RECIPROCITY IN OBJECTIVES, INTERESTS, RIGHTS AND OPPORTUNITIES. THE ESSENCE OF NEGOTIATION IS NEGOTIABILITY: THE TRANSLATION OF THE NEGOTIABLE TO THE MUTUALLY ACCEPTABLE. THIS IN TURN DEPENDS UPON THE RECIPROCAL DISPOSITION TO REACH ACCOMMODATION.

IN VIEW OF THE IMPORTANCE OF AIR TRANSPORT ACROSS THE ATLANTIC, I AM SURE, GIVEN THE WILL, THAT COMPROMISES WILL BE FOUND. THESE WILL BE NEITHER QUICK NOR EASY. IN THIS CONTEXT, HOWEVER, IT IS IMPORTANT TO BEAR IN MIND THAT THE WORLD IS UNLIKELY TO STAND STILL UNTIL 1992. AND THE EVOLUTIONARY PROCESS TOWARD A COMMON OR UNIFIED AIR TRANSPORT MARKET IN THE EC AND DEVELOPMENTS OUTSIDE IN TERMS OF THE TREND TOWARD DEREGULATION, OR STRICTER DISCIPLINES AGAINST ANTI-COMPETITIVE BEHAVIOUR, OR MARKET DECISIONS BY