

more readily in concert than alone: as partners, not opponents.

What will Canada seek in a NAFTA? We will pursue three broad objectives:

- we want an agreement that will reward Canadian producers who are prepared to restructure and modernize by giving them open and secure access to all of North America;
- we want an agreement that responds to the realities of the global market and extends the enduring principles of an open trading system to trade in goods and services as well as to investment; and
- we want a set of rules that will allow us to settle our differences quickly, fairly and amicably.

Canada is not here for a quick and easy return; we're here for the long haul. We are prepared to make an investment in our common future.

Reaching a trilateral accord will not be an easy task. The negotiations will be tough and the differences hard to bridge.

The difficulties will not come because we lack the will or the vision, but because we will have to make compromises within an increasingly skeptical public atmosphere. We will have to find tradeoffs between competing imperatives and satisfy conflicting but equally compelling interests. But we will find them in the end.

Our experience in negotiating the FTA taught us that our efforts to craft a good and comprehensive North American Free Trade Agreement will be bedevilled and assailed by critics from all sides. But we will prove them wrong in the end.

I am confident that the final product will be worth the effort. But it will only come if we all work together.

Five years ago, U.S. and Canadian business sent a message to Washington and Ottawa that the old arrangements for trade and investment between our two countries needed replacement by a new, bold, innovative and far reaching agreement to carry us into the 1990s and beyond. Without such a message, the two governments would not have embarked upon the arduous and politically challenging path of negotiation.