

MR. CAMERON, EXAM. BY MR. MERRICK

1 if we could get terms. That was -- and clearly,  
2 yesterday, there was some discussions about going alone  
3 if we couldn't get any assistance at all from DEVCO.

4 We looked at the cost of reducing sulphur other  
5 ways. So there was a point that it made good economic  
6 sense to go alone if you were going to reduce sulphur.  
7 So that's not a threat; that was a normal decision.

8 And telling them that our relations with them may  
9 not be as friendly as they have in the past, I think  
10 that's a pretty reasonable statement to make. But I  
11 don't consider it a threat. I consider it a part of  
12 negotiation with a group that simply wouldn't look at the  
13 real issues and made a determine up front they were going  
14 to stop the project, period. And not on safety or  
15 technical reasons or anything else. You know, when you  
16 read this whole thing, there's nothing about safety or  
17 technical.

18 Q. No, we have your point on that. Thank you.

19 A. So, you know, you have to look at the other side and  
20 what you're dealing with. And in negotiations, what I'm  
21 sure you've been in lots of times, you take stands,  
22 depending on what stand the other side takes.

23 Q. Let me come to my next question. The implication  
24 that I drew when I read this document or read that  
25 paragraph, and it may be wrong because I don't know these