

For many years, York North has been a bedroom community to the City of Toronto, but now the people of York North have begun to employ themselves in their own communities. Hundreds of burgeoning small businesses have grown to the point where they now each employ up to 700 local persons. These businesses have flourished and prospered within their chosen Canadian market sectors. They are modern, specialized, market-driven operations, run by Canadian entrepreneurs who are today seizing more opportunities and creating more wealth and more jobs than ever before, but they must continue to grow.

Having achieved success in their own market niche, the next step is to expand their business plans to include larger markets. The most sensible target market is the one that most closely matches their own home market-place in terms of culture, language, consumer attitudes and the monetary system. That place is, of course, the United States, and many independent businessmen in York North have already taken a decision to explore U.S. markets. The Free Trade Agreement is responding to that new direction by removing impediments like protectionist tariffs and non-tariff barriers that have hindered necessary growth.

Businessmen in York North have been disappointed in the past when they found that it is easier to cross the U.S. border wearing Bermuda shorts and carrying a tennis racket than it is to venture on a trade mission wearing a business suit and carrying a briefcase filled with samples of their companies' products.

● (1940)

When they arrived at their prospective customer's doorstep, many found that although they were presenting samples of fine competitive products those products had become burdened the minute they crossed the U.S. border. They were not competitive and were not able to win the sales order because of protectionist tariffs blocking their success.

That scenario in simple terms, Madam Speaker, explains the problem from the businessman's perspective and describes a phenomenon that has come to plague Canadian enterprise. This is a phenomenon which has had serious repercussions. Trade barriers have made us export only the things that others want, like our natural resources, for example, and has restricted the more sophisticated products which we prefer to manufacture and sell. Soon those barriers will be removed. They will be lifted by the Free Trade Agreement. Our businessmen and their employees will benefit from the free flow

of their goods and services into a market area that represents up to 10 times the sales opportunity they now enjoy.

The Free Trade Agreement is a good deal for Canada, Madam Speaker. It permits Canadian enterprise to take the next best step for market development and continued prosperity. Given that the best and the brightest of our Canadian businessmen and trade specialists were brought to the endeavour of creating this agreement, and given the fact that the Canadian people have decided in favour of the Free Trade Agreement, I believe it is now time for those opponents of the Free Trade Agreement who apparently live in a philosophical dark age, who apparently are not aware of the requirements of Canadian enterprise—many of whom sit opposite in this House—cease their outrageous tirade. They should now stand aside to let Canadians seize this new opportunity and begin the journey toward new wealth, new prosperity, enhanced employment opportunities and modern skills development. They should stand aside and allow Canadians, under the Free Trade Agreement, to build a stronger Canada.

The Free Trade Agreement establishes a set of rules, rules that work to eliminate foreign political imperatives that have hitherto been damaging to the free flow of Canadian exports. It is a commercial agreement covering trade, and no more than that. It is a crucial agreement for Canada. Over three million Canadian jobs are linked to export trade, of which two million depend on our trade with the United States. This country exports 30 per cent of its output. That is more than any other nation in the world and is why the Free Trade Agreement, a deal with our best friend and nearest neighbour, is important and valuable to all Canadians.

Industry experts agree that the Free Trade Agreement is good for Canada. It is in the national interest. For businesses in my riding, it is the next best step to ensure their future prosperity. The Free Trade Agreement is important to York North enterprises like the members of the machining and metal working industry. In an August 1988 editorial in their trade journal, *Canadian Machinery and Metal Working*, editor Jim Barnes expressed his greatest fear about the November election. He said referring to the Leader of the Opposition (Mr. Turner):

If Mr. Turner is elected and delivers on his threat to renege on the Agreement, the effects on our international reputation as a reliable trade partner will be catastrophic, completely apart from whatever we lose by cancelling (the Agreement) itself.

That is what the experts say, Madam Speaker.