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telecommunications products and expertise) and greater opportunities for jobs in Canada. Moderate FTA opponents, while conceding a potential for longer-term benefits, expressed concern about job losses, the movement of manufacturing-based industries to the U.S. and the difficulties of a country the size of Canada competing with the United States.

- Focus group responses indicate a significant opportunity to position Canada's involvement in tri-lateral trade negotiations as a "must be there" role. Overwhelmingly, participants in all groups reported that if the U.S. and Mexico were proceeding with free trade negotiations, Canada had to be involved in the process. This view was driven by a belief (particularly among moderate FTA opponents) that Canada had to protect its interests and had to ensure that the United States did not unduly benefit from an agreement. Opponents registered significant antipathy toward the U.S., driven primarily by a view that the United States got a better deal in trade negotiations for the FTA. Moderate FTA supporters, on the other hand, while agreeing that Canada had to be at the table, identified benefits for Canada resulting from a North American Free Trade Agreement.
- The most contentious issue and the issue which most clearly divided moderate supporters and opponents was that of wages. Moderate FTA opponents were strongly of the view that expanded trade with Mexico would have a negative impact on Canadian wages and standard of living. They expressed significant concern about the impact of cheap labour in Mexico eroding manufacturing opportunities in Canada. Moderate FTA supporters, on the other hand (most notably in Ottawa), were firmly of the view that increased competitiveness could only be achieved by downward adjustments in Canadian labour wages.

