

Third, we believe that government should focus its financial support on small and medium-sized businesses with sales of less than \$10 million where such support will impact on the business decision. Larger firms will undertake, in most cases, a market development activity if it makes good business sense, regardless of the existence of government support.

Fourth, federal and provincial programs and services must be better coordinated. There is simply too much duplication and overlap. The abundance of programs and services offered by various federal departments, provincial ministries and crown corporations is confusing, particularly to small business, and wastes resources.

Finally, in this time of fiscal restraint, the government must do a better job of leveraging resources. Our economy cannot afford to forego opportunities to benefit from international activities that are not directly trade related. For example, there must be a stronger link between our aid and trade resources.

L.R. Wilson