

A standard, keeping our standard up so that if you're buying Canadian it's going to be as good as anything made internationally.

Producing a quality product at a competitive price.

P. IF I SAY THAT CANADA IS GOING TO BECOME MORE COMPETITIVE DOES IT HAVE ANY NEGATIVE CONNOTATIONS FOR ANYONE AROUND THE TABLE?

Yes, it means that we would have to compete price wise and we don't want to lower the price because as somebody brought up unions, unions demand a set price. It goes up every year and nobody will take an increase and that means they wouldn't even buy our product.

That's the problem with free trade too. If we want to stay competitive and they can produce the same article in the States because they don't have the same social programs that we have, they can produce exactly the same article for a lot less...that's where people are going to buy.

Yeah, but if we're going to have free trade and somebody in the States can produce the same product for less then why not quit producing the product.

I think that's exactly what's going to happen.

The idea is to divide up the nations. The Americans can make this better and we can make that better.

Well, what do we make better?

That arm, the Canadian arm...

Oh, no, you don't have to get to that, telecommunications...

We do submarines quite well..

Not nuclear ones..

Nobody is talking about how we can market our beauty, I think that is a very major...I think that's something we really have to manage.

We can't all be guides...

Freshwater.

Our safety, that's something we can market. Thank God, we don't have so many guns.

Tourism is a big item. I think some of the high tech industries.

I would think something to do with electronics. I mean everywhere you go, anywhere there's a Radio Shack, you see all those parts and they're all made in Taiwan.

Yeah, but you couldn't do that in Canada. Nobody would work for \$1.50 and hour.

Q. ...HOW TO MAKE THIS REGION MORE COMPETITIVE FOR TRADING OPPORTUNITIES, WHAT DO WE DO?

I would say branch out more into the foreign countries.