and

> "Whichever way one looks at it, a world of freer trade favours multinational or global enterprises."

As soon as a Canadian company sets about making innovations or decides to modernize and improve its competitive ability, there is a very strong tendency to recruit American managers. There are claims that the obstacles which our immigration services place in the way of "importing" these managers hinder the modernization of Canadian companies, particularly from a commercial standpoint.

It is important therefore:

- to continue examining investment policies (especially the tax incentives) that can attract American risk capital; and

- to study ways of attracting to our companies managers who can gear production to the search for new markets.

Our penetration of the American market is still limited in large measure to the Northern Tier and the remaining two thirds of the country are the wealthiest. The American market is therefore the most important to our industrial development, but it is also unique. Certainly, it is not surprising that the recommendations for extending our technology acquisition system to the United States differ from those for obtaining access to the European high technology market. The conditions for investigating and for marketing new technologies are different.

When it shall consider the numerous Reports on these questions, for instance, that of the Senate Standing Committee on National Finance of August 1984 - on Government support for technological advancement, the Government might well consider how rapidly the demand for technology acquisition services has risen, particularly on this continent. So the present recommendations for new resources should therefore be considered as just a starting point and those for material and financial support should be taken as designed to compensate for the very modest request for human resources.