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Participants in Ottawa were probed specifically on their perceptions of the amount of material produced in Canada that was exported. In both groups, assessments fluctuated dramatically from a high of more than 90% of all the goods and services produced in Canada (including natural resources) to a low of 10%. No consensus emerged among participants in either group on the volume of exports. It was clear that respondents in both the Ottawa groups were uninformed about the volume of exports in Canada and were guessing in their responses.

When probed on exports beyond natural resources, respondents identified such goods and services as medical know-how, scientific technology (specifically aerospace technology, electronics, R & D, Bombardier products, telecom products and the Canadarm) and high-tech products. It should be noted, however, that these exports were not top-of-mind. Respondents did not readily identify exports such as these until they had exhausted a list of natural resources and agricultural products.

When further probed on perceptions of what Canada should be exporting, respondents were somewhat divided. Several participants reported that Canada should concentrate on exporting processed natural resources (again, to protect and expand jobs) while several reported that we should concentrate on manufacturing, R & D and high-technology. Only a small minority of FTA opponents pointed out that we should not, in fact, be looking for additional products to export, but should concentrate on supplying our domestic markets and making Canada self-sufficient.

Discussions about what Canada should be exporting were, in all groups, linked to an ability to create jobs. Respondents recognized that attempting to export "finished" or secondary products and to be more involved in manufacturing would lead to more jobs in Canada. Again, however, concern was expressed about Canada's ability to compete against manufacturing operations in the United States. Moderate

