

P. IT'S GOING TO BE A DIFFICULT CHANGE FOR OUR WHOLE STANDARD OF LIVING TO BE ABLE TO TRADE MORE IN INTERNATIONAL MARKETS, WHAT SPECIFIC EFFECTS WOULD YOU SEE IN THIS TRANSITION PROCESS?

Changing the role of trade unions in the economy.

Less major purchasing.

Higher energy prices.

More investment in Canadian made products instead of foreign made products.

Yeah, but nobody would invest in a product unless it's worth the money. I'm a Canadian citizen, I selected a Canadian citizenship. If I go out and look at two tools and one is \$100 more or less and if it's made in Taiwan, if it's a better product then I don't care. I'd buy the better product. If you can't compete, if you can't stand the heat get out of the kitchen.

P. SO COMPETING FOR YOU IS PRODUCING A QUALITY PRODUCT?

Competing for me is making a product as well as I physically can. If somebody else comes up, I can't even patent my product, it's copyrighted not patented so anybody can make it. If somebody else comes up and makes a better one and can sell it cheaper than me, I know I'm beat.

How many people look at a product before they buy it to see where it's made?

I do.

Like crazy.

If it's a Canadian made product you tend to buy it despite the price?

No, if I can afford it, I will go for the better quality.

Some articles are definitely worth putting in the extra money for extra quality. However, some things you can get away with second rate quality.

If I were to do some product like yours, like bullet proof cameras, if that's what you call it, you would import plexi-glass or whatever it is from all over the world to see which is the best...

Actually the material I am working with right now is Alcan aluminum. They make the best stuff but the tools to cut it come from the States...

But you find that all over the world, anybody who manufactures, the tools come from somewhere else. In Norway, where you expect to get Norwegian sardines, you'll probably get Portuguese sardines and that's just the reality of economics.

In Sweden, the top car to drive is a Porsche.

Q. A LOT OF PEOPLE TALK ABOUT CANADA BECOMING MORE COMPETITIVE IN WORLD MARKETS. WHAT DOES THE WORD COMPETITIVE MEAN TO YOU?

Aggressive.

They're going to be able to attract other countries' investments.