
were mentioned, participants in both the opponent and supportive groups were most receptive to exporting technology and technological expertise (ranging from agricultural to medical to environmental and telecommunications technology and expertise). There was a pervasive view that because Canadians were better educated, more advanced and enjoyed a higher standard of living, they would be able to offer expertise that would enhance productivity and the standard of living within Mexico. Again, there was a sense of pride in Canadian accomplishment and development of expertise that came through in this discussion.

It was clear that participants saw greater opportunities to export products to Mexico rather than import. All groups had a difficult time identifying products that might currently be imported from Mexico.

(iii) Beneficiaries of Tri-lateral Trade

Respondents in each of the three cities were asked who they believed would benefit most from a North American Free Trade Agreement. Interestingly, participants were divided in all groups, with no consensus emerging. Supporters of the FTA were somewhat more likely to identify Canada as benefitting most from a North American Agreement, particularly participants in Ottawa. ("We have the most potential, we just have to get our act together and make sure that taxes go down;" "In the long-term Canada will benefit most because we will be forced to be more competitive"). Moderate supporters in Winnipeg were more inclined to identify the United States as the largest beneficiary ("U.S. will benefit most because of geographic location;") but three respondents pointed out that, over the longer-term, benefits will balance out ("In the short-term the U.S. will be the biggest beneficiary because they have the greatest expertise and distribution system. But in the long-term it will balance out;" "In 20 - 30 years it will balance out, but U.S. will benefit the most in the short-term").

