

WHAT WE MUST DO IS TIGHTEN THE RULES THAT GOVERN OUR BILATERAL TRADE, REINFORCE THE CANADIAN INPUT INTO DECISIONS THAT AFFECT OUR TRADE, AND CREATE A TRADING ENVIRONMENT THAT IS BOTH STABLE AND PREDICTABLE.

TRADE NEGOTIATIONS ARE REALLY NEGOTIATIONS ABOUT FUTURE INVESTMENT IN OUR MANUFACTURING AND SERVICES SECTORS. ONTARIO HAS THE LION'S SHARE OF THESE ECONOMIC ACTIVITIES. ONTARIO IS ALSO ONE OF CANADA'S CENTRES FOR THE DEVELOPMENT OF TECHNOLOGIES OF THE FUTURE. ALL SUCH INDUSTRIES MUST HAVE THE OPPORTUNITY TO GROW. AN TO DO THAT THEY MUST HAVE SECURE ACCESS TO MARKETS THAT ARE LARGE ENOUGH TO PERMIT ECONOMIES OF SCALE AND SPECIALIZATION THAT MAKE PRODUCTION OF BOTH GOODS AND SERVICES INTERNATIONALLY COMPETITIVE. WE ARE THE ONLY MODERN INDUSTRIAL COUNTRY WHICH DOES NOT COMMAND ACCESS TO A MARKET OF AT LEAST 100 MILLION.

THE ENTREPRENEURS OF ONTARIO HAVE FREQUENTLY BEEN AT THE CUTTING EDGE OF MODERNIZATION, ADJUSTMENT AND CHANGE. CGE IN PETERBOROUGH, 3M IN LONDON, DUPONT IN SARNIA ALREADY COMPETE ALL OVER THE WORLD AND WITH A SECURE BASE IN NORTH AMERICA, SPECIALIZING AS THEY DO IN A FEW PRODUCTS, THEY WILL CONTINUE TO GROW. TO GET THE WORLD PRODUCT MANDATES THEY NEED, THEY MUST HAVE ACCESS TO A LARGE MARKET. THIS APPLIES SIMILARLY TO IBM CANADA.