

Table 7

## SECTORAL IMPACTS

|                          | <u>HELPED</u> | <u>NEITHER<br/>HELPED NOR<br/>HARMED</u> | <u>HARMED</u> | <u>NET CHANGE<br/>FROM APRIL 1986</u> |
|--------------------------|---------------|------------------------------------------|---------------|---------------------------------------|
|                          | <u>%</u>      | <u>%</u>                                 | <u>%</u>      |                                       |
| Banks/Financial Services | 43            | 31                                       | 23            | N/A                                   |
| Forestry                 | 54            | 12                                       | 33            | -17                                   |
| Farming/Agriculture      | 48            | 16                                       | 35            | +4                                    |
| Fishing                  | 45            | 22                                       | 31            | +2                                    |
| Auto Industry            | 44            | 19                                       | 36            | +5                                    |
| Cultural Industries      | 44            | 18                                       | 37            | +10                                   |
| Textile/Clothing         | 42            | 15                                       | 43            | +3                                    |

Note: Percentages for the first three columns sum horizontally and may not sum to 100% due to rounding and exclusion of "no opinion." The Net Change column provides data on the change since April 1986 based on a measure of those saying "helped" less those saying "harmed."

More importantly, where the forest industry is concerned, the data suggest that the cedar shakes and shingles controversy may have persuaded a minority of Canadians that a free trade agreement could inflict further harm.

Finally, respondents were asked how long they thought it would be before the effects of free trade would be felt. Just one in five felt that the effects would make themselves felt immediately. Thirty-nine percent (39%) believe the first effects will become apparent in two to three years; another 27% think that they will take from three to five years.

#### D. Evaluation of Federal Management of the Trade Talks

Two questions were put to respondents to elicit perceptions of the comparative bargaining skills brought to the table. First, are Americans perceived to be better bargainers? The majority (57%) of Canadians continue to be confident that Canadians can bargain firmly and effectively with the Americans and get the best deal possible. This level of confidence appears to have eroded somewhat (-4) in the period since April of 1986.