HIGH INTEREST RATES..... 5,

GETTING DELIVERIES ACROSS THE BORDER / NON-TARIFF BARRIER STRICTLY ENFORCED.... 6,

GETTING PEOPLE INTO THE U.S. (WORK PERMIT PROBLEMS, ETC.)..... 7,

TOO MUCH PAPERWORK..... 8,

LACK OF UNIVERSALITY OF RULES / VARIETY OF REGULATIONS..... 9,

COUNTRY OF ORIGIN RULES..... 10,

DIFFICULTY PENETRATING THE U.S. MARKET - U.S. PURCHASERS WILL NOT BUY CANADIAN PRODUCTS..... 11,

LACK OF INFORMATION ON TARIFFS..... 12,

DO NOT EXPORT TO THE U.S..... 36,

NONE..... 37,

ALL OTHER MENTIONS..... 38,

DON'T KNOW..... 39,

OPEN..... 40,

QD13 The federal government has decided that Canada will participate in the free trade talks with the United States and Mexico. In your opinion, would you say that business leaders in your industry strongly favour, somewhat favour, somewhat oppose, or strongly oppose, the idea of a Free Trade Agreement which includes Canada, the U.S., and Mexico?

STRONGLY FAVOUR..... 104- 1

SOMEWHAT FAVOUR..... 2

SOMEWHAT OPPOSE..... 3

STRONGLY OPPOSE..... 4

DON'T KNOW..... 5

+----------+
| ASK IF QD13("STRONGLY FAVOUR" OR "SOMEWHAT FAVOUR"). |
+----------+

QD14 Why do you say that?
(RECORD VERBATIM)

NEW, EXPANDED MARKETS / OPPORTUNITES.... 105- 1,

EASIER ACCESS / DIFFICULT TO ACCESS THAT MARKET..... 2,

WOULD STRENGTHEN, STIMULATE ECONOMY..... 3,

WILL BE MORE COMPETITIVE..... 4,

ACCESS TO CHEAPER LABOUR..... 5,

PRODUCTS WOULD BE PRICED LOWER / MORE AFFORDABLE..... 6,

WOULD LOWER TARIFFS / DUTIES / TRADE BARRIERS..... 7,

WE NEED TO BE PART OF A MAJOR ECONOMIC BLOC / WORLD HEADING TOWARDS TRADING BLOCS (GENERAL)..... 8,

WE NEED TO BE PART OF A MAJOR ECONOMIC BLOC TO COMPETE WITH EUROPE..... 9,

WE NEED TO BE PART OF A MAJOR ECONOMIC BLOC TO COMPETE WITH ASIA / PACIFIC RIM. 10,

I BELIEVE IN FREE TRADE / THE BENEFITS OF FREE TRADE..... 11,

I BELIEVE IN A GLOBAL ECONOMY..... 12,

MEXICO WOULD HELP ALLEVIATE PROBLEMS WITH THE U.S./CANADA FREE TRADE AGREEMENT..... 13,

WE ARE IN THE HIGH TECHNOLOGY INDUSTRY.. 14,

THE AUTOMOBILE INDUSTRY SUPPORTS MEXICO'S ENTRY..... 15,

IT IS INEVITABLE..... 16,

THE U.S. WOULD BENEFIT IN SEPARATE DEALS WITH MEXICO AND CANADA..... 17,

CANADA WOULD BE LEFT OUT..... 18,

IT DOESN'T AFFECT US..... 19,

ALL OTHER MENTIONS..... 38,

DON'T KNOW..... 39,

OPEN..... 40,

+----------+
| ASK IF QD13("SOMEWHAT OPPOSE" OR "STRONGLY OPPOSE"). |
+----------+

QD14 Why do you say that?
(RECORD VERBATIM)

WE CANNOT COMPETE (GENERAL)..... 106- 1,

LOWER LABOUR COSTS IN MEXICO/CANNOT COMPETE WITH LOWER LABOUR COSTS..... 2,

LABOUR INTENSIVE INDUSTRIES/PRODUCTS IN MEXICO/CANNOT COMPETE WITH LABOUR INTENSIVE INDUSTRIES..... 3,

LOWER PRODUCTION COSTS IN MEXICO/OUR PRODUCTION COSTS ARE HIGHER..... 4,

LOWER PRICED MEXICAN PRODUCTS/CANNOT COMPETE WITH PRODUCTS/WOULD FLOOD OUR MARKET..... 5,

WOULD LOSE JOBS IN CANADA/UNEMPLOYMENT WOULD RISE..... 6,

CANADIAN COMPANIES WOULD MOVE THEIR MANUFACTURING/TECHNOLOGY/PRODUCTION FACILITIES TO MEXICO..... 7,

CANADIAN COMPANIES WOULD MOVE THEIR LABOUR INTENSIVE/LOW-SKILL JOBS TO MEXICO..... 8,

OUR FREIGHT COSTS WOULD INCREASE FROM SUPPLIES IN MEXICO..... 9,

THE STANDARD OF LIVING IS LOWER IN MEXICO..... 10,