

There you go, we should sell that.

Well we did, we exported it to the States, they now have lotteries in the States, but what we haven't imported is casino gambling.

We will though.

P. I THINK WE'RE DIGRESSING A TINY BIT.

But it all seems to hinge on money, this conversation.

P. I WANT TO HEAR FROM PETULIA. FOR CANADA TO BE MORE COMPETITIVE IN WORLD MARKETS WHAT DO WE HAVE TO DO?

Quality products and sell them, none of these little cheap things that we seem to do, the little we do manufacture. We need to have quality products and take it and sell it and say, "Look, this is Canadian."

I have a friend in England that has made it really big making Canadian souvenirs.

P. SO WE'RE IMPORTING A LOT?

Yeah.

P. ARE WE EXPORTING MORE OR LESS THAN WE IMPORT?

I think I read in the paper we have a trade deficit.

Q. IF CANADA WORKED TOWARD BEING MORE COMPETITIVE, IN YOUR MIND DOES IT HAVE ANY CONNECTION WITH JOBS?

We have to produce a good or service at an exportable price and that means that the end price of that product has to be competitive and that people in the production of that also have to be competitive. One of the things about living in a more socialistic country and the benefits wanting to be accrued by the workers means that you make concessions along the way that are not made in other countries that are producing goods and services. And you're right, because like you were saying, the goods and services we produce we expect top dollar for and that is certainly going to reduce our competitive edge. That's the whole problem, they go to Mexico, they go to the States where the wages are more in line with what the end result is. That's our problem, we expect extraordinary wages to make something that isn't going to produce.

It's not a unique product, if we produced a unique product then it wouldn't matter.

Yeah but we don't and that's why a lot of companies are closing.

P. SO WHAT IS GOING TO GIVE, IF WE HAVE THESE HIGH SALARY EXPECTATIONS DOES THAT MEAN WE ARE NOT GOING TO BE COMPETITIVE WORLD TRADERS OR DOES THAT MEAN WE ARE GOING TO HAVE TO ADJUST OUR SALARIES? WHICH END IS GOING TO GIVE?

The problem is inflation. Living in Toronto, people expect high salaries because they're living in a city that you can't afford to live. So we expect \$50 an hour instead of \$20 and then the companies close up and say, "Forget this, we can't afford to be in Toronto."

P. WHAT DO YOU THINK ABOUT THAT TRADE-OFF ISSUE BETWEEN HIGHER WAGES