

security as for national security, the more so since we will be getting immeasurably more security for the dollar through the former as through the latter.

Recommendation 2-2: That a five year target be set to bring government expenditures on common security to a level equal to government expenditures on national military defense.

There is good reason to suppose that much of what we spend on common security may be recovered through increased trade resulting from vastly increased Canadian encounter and interaction with the world beyond the North American mainland. A common security strategy, as we will propose, would involve the mobilization of a great number of Canadian diplomats--a quantum leap in the quantity and quality of Canadian diplomacy. Such a diplomatic mobilization would likely produce secondary effects of increased profile, respect, and good-will in our relations with foreign governments that would benefit Canada's trade and commerce.

International good-will is one of Canada's most important economic assets, and one that we should develop through all possible means in pursuing economic competitiveness. Here are two illustrations of the effect good will toward Canada can have on our export industries:

- The experience of Quebec-based Lavalin Inc. Bernard Lamarre, Lavalins's president, in accounting for his company's competitive edge in winning hundreds of millions of dollars in contracts throughout the developing world, and soon the Soviet Union, said recently, "Along with the professional skills we offer, everybody likes our Canada." ³
- Adnan Khashoggi of Saudi Arabia's billion dollar Triad Group provides a second example from a non-Canadian perspective. In dealing with U.S. companies, he said, "most foreign countries are frightened of the political implications. They are scared." Such countries "will not join hands with European countries because of the ex-colonial situation." But Canada "being a neutral country where there has been no political overtones, has great potential." ⁴

D) Policy Advantages to Common Security

1. A Common Security Strategy is positive and affirmative. Instead of focusing attention on the problem, on the things we don't want in the world, it focuses attention on the overall solution and on a framework for achieving the things we do want. It orients us to the alternatives we want to act on, and that's fundamentally important to achieving change in any situation.
2. It makes sense of disarmament. Disarmament is too often talked about in a vacuum, as though we could achieve disarmament without changing anything else about the international order. The idea of disarmament in a world without common security institutions to protect the legitimate rights of states is as frightening to some people as nuclear weapons are to others. The disarmament debate, as it is presently being waged, is an irreconcilable contest between those who support national security through military strength, and those who see in ever-increasing military strength the greatest source of

³ Maclean's, May 27, 1985, p.39.

⁴ Frank Feather, "Triad Group eyeing Canada for ventures in Third World", Globe and Mail, Oct. 8, 1985, Business Section.