

# Responses to Public Consultations on Canada - Central America Free Trade Negotiations

January - February 2001

## Volume II

### Réponses aux consultations publiques en vue des négociations de libre-échange Canada - Amérique centrale janvier - février 2001

|    |                                                                                                                |              |                              |           |                                                                                                                                                                                                                                                                                                                                                                                                                           |
|----|----------------------------------------------------------------------------------------------------------------|--------------|------------------------------|-----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 15 | <b>Pacifica Papers Sales Ltd</b><br>Mr. Jim Bayles<br>Director, International & Canadian Sales<br>Vancouver BC | 23 Jan. 2001 | Newsprint and paper products | For       | <i>(General)</i><br>- Sales focused on Guatemala (main client is La Prensa Libre)<br>- Welcome any initiative which would make trade with the region easier, as we have infrastructure in place to deal with the markets and a cost effective distribution system.                                                                                                                                                        |
| 16 | <b>Parent Seed Farms Ltd.</b><br>Mr. Clement Hacault<br>International Representative<br>St. Joseph MB          | 22 Jan. 2001 | Seed exporter                | For       | <i>(Trade promotion, export financing)</i><br>- Is to increase sales to the CA4.<br>- Would need Canadian Government assistance in promoting our products in these small markets.<br>- These export markets are smaller and require a lot of attention. A joint effort by Canadians is needed to make best use of time and resources.                                                                                     |
| 17 | <b>Plasti-Teck</b><br>Mr. Allan Lopez<br>ON                                                                    | 02 Feb. 2001 | Produce                      | For       | <i>(General)</i><br>- Plasti-Teck is interested in importing fruits & vegetable from CentAm.<br>- CentAm has good, competitive, quality products at cheaper price than South America & Mexico.<br>- Minimum requirements should be established for free trade to improve Canada's economy.                                                                                                                                |
| 18 | <b>Pollutech International Limited</b><br>Mr. Richard V. Laughton<br>President<br>Oakville ON                  | 09 Jan. 2001 | Environmental SME            |           | <i>(General, environment)</i><br>- Pollutech has a decade of experience in Nicaragua, recently teamed with SCI initiative in Costa Rica.<br>- Working with DFAIT, EDC, CCC on an "All Canadian" environmental project.                                                                                                                                                                                                    |
| 19 | <b>Poly-Énergie Inc.</b><br>M. Claude Routhier<br>Vice-président opérations<br>Beauport QC                     | 15 Jan. 2001 | Énergie                      | Favorable | <i>(Promotion, financement, concurrence)</i><br>- Histoire de succès au Costa Rica.<br>- Invite à inclure dans les négociations un volet qui permettrait aux firmes canadiennes représentées par la CCC d'offrir des services aux organismes d'État ou municipaux de la région.<br>- Avec l'aide de la SEE en plus, les firmes canadiennes pourraient concurrencer avec plus de succès contre les gros joueurs européens. |