

Responses to Public Consultations on Canada - Central America Free Trade Negotiations
January - February 2001
Volume I

Réponses aux consultations publiques en vue des négociations de libre-échange Canada - Amérique centrale
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12	Canadian Bank Note Company Ltd. Mr. Michael Southwell Senior VP, Sales & Marketing Ottawa ON	24 Jan. 2001	Manufacturer/ High security documents	For	<i>(Public procurement)</i> - In last 3 years has developed more than \$10M in business in Honduras and Nicaragua and seeks to expand to El Salvador and Guatemala. - Estimates business potential of approx. \$25M in next 3 years. - Foremost concern is that competitors have an advantage because their countries provide soft loans to the CA4, something Canada does not. - Hopes that an FTA will provide better financing terms to the CA4 to make CDN companies more competitive.
13	Canadian Tooling & Machining Association Mr. Louis M. Papp Executive Director Cambridge ON	08 Feb. 2001	Association/ Tooling and Machining	For	<i>(General)</i> - Encourages free trade, however majority of members are not as familiar with Central America as they are with Argentina, Brazil or Mexico.
14	Canadian Meat Council Mr. Robert L. Weaver General Manager Ottawa ON	29 Jan. 2001	Association/ Red meat	For	<i>(General)</i> - This industry sector envisages good potential for exports to Central America and as a stepping-stone to other regions of South America.
15	Canadian Inovatech Mr. Diego Etcheto British Columbia	Jan. 25 2001	Agri-Food (egg products)	For	<i>(Market access, tariff reduction)</i> - Reducing tariffs would increase Canadian exports and help local food processors who must import supply from Canada and the US (currently only one (US) egg processor in the region). Hence, egg costs in CentAm are high. - Current tariff structure with Mexico makes it virtually impossible to compete with US competitors; do not want same situation with CentAm. - Not concerned that market opening would affect the CDN egg market.