

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: February 8, 2001 9:14 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: attn Pierre Pettigrew re Free Trade Agreement Central America

-----Message d'origine-----

De: Lois McIntosh [mailto:micromac@attcanada.ca]
Date: 7 février, 2001 20:03
A: consultations@dfait-maeci.gc.ca
Objet: attn Pierre Pettigrew re Free Trade Agreement Central America

Dear Minister Pettigrew (Pierre)

I just received your letter re the proposed free trade agreement between Canada and Central America. This is long overdue, due to the economic situation in these countries. Secondly, I was wondering why Costa Rica was not included. The tariffs into these countries is sufficiently high enough that it deters these countries from buying quality products from Canadian companies. We have been working in this market for several years and thus can speak from experience especially with Guatemala, Salvador and Costa Rica. Did you know that videos going into Costa Rica are taxed at 100%. It is essential that all sectors are included not just the HIGH TECH ;FOOD & Natural Resources..Medical. It must be a two way street, that is the items that they produce in their countries cannot be excluded from our free export list. The free trade must not just apply to the PRIORITY ITEMS but include the 'bread & butter' items as well.

I noted this happening in the escalation of the Tariffs between Mexico and Canada....I noticed we are dropping the tariffs on plastics but the opposite going into Mexico does not seem to be happening.

I am already aware of how highly regarded Canadians are in this region but that does not help if the existing tariffs make importing other than essential of our goods out of their reach.

I am sorry that I was unable to comply with your request to get this information to you by Feb 2nd, but I just received it on my return to Canada on the 5th. I hope you have a great time in China. I was supposed to go but our activity with Japan makes that impossible at this time. Also, I received notice of cancellation of some shows their until 2002, waiting for the admittance of China into the WTO

Best regards
Micro Mac Products Ltd
Lois McIntosh
President