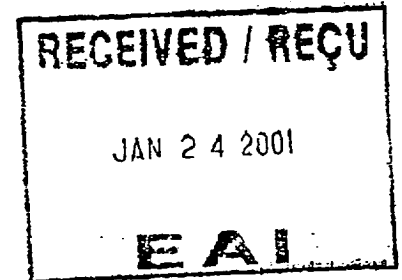




A Better Environment For Business

January 19, 2001



Mr. Pierre S. Pettigrew
Trade Policy Planning Division (EAI)
Central America
Department of Foreign Affairs and Internal Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Dear Mr. Pettigrew:

Thank you for your letter of January 5, 2001 in which you asked our opinions on the possibility of a Canada-Central America Free Trade Agreement.

WESA Ltd. has been active in Guatamala, El Salvador and Honduras for the last six years. We work in the environment services and equipment business (www.wesa.ca) and our clients include the sugar industry in Guatamala, The Water Department (Canada) in El Salvador and the World Bank.

Our firm has subsidiary companies in operations in Guatamala and El Salvador. We are strongly in favour of your Free Trade initiative. Due to our familiarity with the environmental conditions in Central America we would be pleased to provide direction to these aspects of the agreement.

Yours sincerely,

Derek P. Smith M. Sc., F.G.A.C.
President

E mail: dsmith@wesa.ca

Ref: 4000Jan19-01 doc/ds#69

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