

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

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51	Mr. Wolfgang Schmitz General Manager Greer Shipping Vancouver BC	12 Feb. 2001	Shipping	For	<i>(Trade facilitation, pricing, market access)</i> - When dealing with the South, Canadians prefer to sell merchandise to US companies who in turn combine CDN products with theirs for sales to the region or simply pass along the products with a markup. - By dealing with US companies, Canadian exporters can conduct business in English, better control financial aspects, deal with simple transport matters, etc. - The result is that Canadian exports show up as exports to the US and reduce the actual volume/value of exports to the region. - Personal study has shown that Central American companies who export directly to Canada rather than through the US (bypassing US regulations and standards) gain substantial savings. - An FTA would increase Canada's exports and provide Central Americans with better quality and lower priced goods.
52	CINTEC Environnement Inc. M. Pierre S. Turcotte LaSalle QC	09 fév. 2001	Services environnement -aux	Favorable	<i>(Difficultés dans l'exploitation d'affaires)</i> - Exploite présentement un investissement de plus de 61 million\$US (sur 20 ans) au Salvador. - Vive un climat d'affaires difficile et contraignant où on ne respecte pas l'accessibilité aux droits et privilèges des entreprises, les possibilités de croissance et de développement sans entraves ni la reconnaissance et la valorisation de ses activités.