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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

Tab	Respondent/	Date	Field /	Position on pursuing FTA /	Comments (Issue areas touched on are mentioned in brackets) /
	Auteur		Champ d'activité	Position face à un ALE	Commentaires (Les sujets abordés se trouvent entre parenthèses)
1	Milestone Pulses Corp. Mr. Juan Carlos Rico Vancouver BC	18 Jan. 2001	Exporter/ Agricultural products	For	<i>(General, tariff reduction)</i> - Central American firms will have a better reception of Canadian goods. - Economic opening would lead to more business partnerships.
2	Morstowe Sales International Ltd. Mr. Jose Manuel Victoria Export Director Brossard QC	23 Jan. 2001	Exporter/ Agri-food	For	<i>(General)</i> - On a recent business trip to the region, ascertained that there is interest for Canadian products by Central American importers. - The companies and organizations in the region are very interested in concluding an FTA with Canada.
33	Motor Coach Industries (MCI) Mr. Douglas E. Holmes Manager - Export Sales Winnipeg MB	17 Jan. 2001	Manufacturer/ Buses and coaches	For	<i>(Market access, rules of origin, tariffs, NTBs, Investment)</i> - Many countries have local content requirements as high as 35% to 50%. Some Central American countries impose a series of import duties, taxes, special levies, consumption taxes and VAT on fully built imported coaches. - Many added costs are punitive in nature and only act as a deterrent against importers of products that are neither manufactured nor assembled in Central America. Vehicles with at least 50% Canadian content should be granted duty free access and the other costs should be eliminated or harmonized to level the playing field for all. - There are significant potential market opportunities in Central America for their products. - Letter provides a country-by-country breakdown of added costs to the C.I.F. price of MCI's product.

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