

# 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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38	<b>Envista Technologies</b> Mr. Cameron Rizos International Marketing Director Saskatoon SK	04 Feb. 2001	Consulting services	For	<i>(General)</i> - Involved in Panama and are currently exploring opportunities in Costa Rica and El Salvador. - While in Chile, have seen first hand some of the increased opportunities for Canadian business as a result of the CCFTA.
39	<b>Export Development Corporation</b> Mr. Rod Lever Political Risk Analyst Ottawa ON	01 Feb. 2001	Export financing	For	<i>(General)</i> - See the region as representing considerable opportunity for Canadian exporters and investors, and strongly support any initiative that reduces obstacles to the free flow of goods, services and investment.
40	<b>Gildan Activewear</b> H. Greg Chamandy Chairman and CEO Montreal QC	24 Jan. 2001	Manufacturer/ Clothing	For	<i>(Clothing, regional strategy, jobs)</i> - Must move quickly to catch up with the initiatives the US has recently undertaken in the region. Canada must adopt a strategy to align its Central American trade strategy with the US'. - In this industry, Canada has already begun to lose jobs because of the US' liberalization of trade duties. As US manufacturers pass on cost savings by working in Central America, US retailers will enjoy lower selling prices and Canadian retailers will lose additional business. - NAFTA partners should develop a uniform strategy rather than going ti alone. Canada's failure to join forces with the US will result in more companies and jobs going South.
41	<b>Grupo Latinoamericano de Exportadores (GRULEX)</b> Mr. Antonio Arreaga-Valdes Director Vancouver BC	04 Feb. 2001	Association/ Latin American Exporters	For	<i>(Trade facilitation, technical assistance, trade missions, transportation, tourism, image branding)</i> - Proposes organizing trade missions and training sessions for all CentAm exporters to teach them about Canada as a market and its trade laws and regulations.