

## Dubien, Deric -EAI

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**From:** Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)  
**Sent:** February 2, 2001 2:28 PM  
**To:** Hey, Sabine -EBC; Dubien, Deric -EAI  
**Subject:** TR: Trade Negotiation contribution from NAIT

**Importance:** High



Microsoft Word 4

—Message d'origine—

**De:** joseb@nait.ab.ca [mailto:joseb@nait.ab.ca]  
**Date:** 2 février, 2001 12:07  
**À:** consultations@dfait-maeci.gc.ca  
**Cc:** kilgour@parl.gc.ca  
**Objet:** Trade Negotiation contribution from NAIT  
**Importance:** Haute

ATTN: Déric Dubien  
Trade Policy Planning Division  
Department of Foreign Affairs and International Trade  
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Fax: (613) 944-0757

Dear Mr. Dubien:

The Northern Alberta Institute of Technology (NAIT) would like to make a small but significant contribution to the trade negotiations with El Salvador, Guatemala, Honduras, and Nicaragua. Please find attached a word document containing NAIT's perspective on this matter.

Should you have any further questions concerning this document, please do not hesitate to contact me at the information shown below.

Sincerely,

Jose Balcaceres, B.Mgt.  
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International Education and Business Development  
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(See attached file: NAITcontributiontoDFAIT.doc)

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Consultations on Trade Negotiations with El Salvador, Guatemala, Honduras and Nicaragua

The Government of Canada is seeking the opinions of Canadians on the possible scope of a free trade agreement between Canada and the Central American countries of El Salvador, Guatemala, Honduras and Nicaragua.

Background

A free trade agreement with Central America would improve our trade and