

# 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 janvier - février 2001

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|----|--|-----------------|--|-----|--|
| 12 | <b>Canadian Bank Note Company Ltd.</b><br>Mr. Michael Southwell<br>Senior VP, Sales & Marketing<br>Ottawa ON   | 24 Jan.<br>2001 | Manufacturer/<br>High security documents | For | <i>(Public procurement)</i><br>- In last 3 years has developed more than \$10M in business in Honduras and Nicaragua and seeks to expand to El Salvador and Guatemala.<br>- Estimates business potential of approx. \$25M in next 3 years.<br>- Foremost concern is that competitors have an advantage because their countries provide soft loans to the CA4, something Canada does not.<br>- Hopes that an FTA will provide better financing terms to the CA4 to make CDN companies more competitive. |
| 13 | <b>Canadian Tooling &amp; Machining Association</b><br>Mr. Louis M. Papp<br>Executive Director<br>Cambridge ON | 08 Feb.<br>2001 | Association/<br>Tooling and Machining    | For | <i>(General)</i><br>- Encourages free trade, however majority of members are not as familiar with Central America as they are with Argentina, Brazil or Mexico.  |
| 14 | <b>Canadian Meat Council</b><br>Mr. Robert L. Weaver<br>General Manager<br>Ottawa ON                           | 29 Jan.<br>2001 | Association/<br>Red meat                 | For | <i>(General)</i><br>- This industry sector envisages good potential for exports to Central America and as a stepping-stone to other regions of South America.  |
| 15 | <b>Canadian Inovatech</b><br>Mr. Diego Etcheto<br>British Columbia   | Jan. 25<br>2001 | Agri-Food (egg products)                 | For | <i>(Market access, tariff reduction)</i><br>- Reducing tariffs would increase Canadian exports and help local food processors who must import supply from Canada and the US (currently only one (US) egg processor in the region). Hence, egg costs in CentAm are high.<br>- Current tariff structure with Mexico makes it virtually impossible to compete with US competitors; do not want same situation with CentAm.<br>- Not concerned that market opening would affect the CDN egg market.        |