

**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**

61	<b>Lafayette Consultants</b> Ms. Ginette Prevost QC	19 Jan. 2001	Consultants	For	<i>(Tariffs, trade facilitation, services)</i> - Tariffs should be eliminated or barriers to trade should be removed with respect to textiles & clothing. - Duty rates are too high. - Services should be included in negotiations (e.g., teaching).
62	<b>Latin American Connections of Canada</b> Ms. Sara Melendez General Manager London ON	02 Feb. 2001	Forestry/ newsprint, paper goods and lumber	For	<i>(Market access, trade promotion, image branding)</i> - Salvadorian businesses are eager to find new suppliers and consider Canada a reliable ally. - Latin America is focussed on the US; Canada needs a more aggressive marketing campaign. - Urgent need for materials and services due to numerous natural disasters
63	<b>LCSI</b> Mr. Michael A. Quinn President Highgate Springs VT	11 Jan. 2001	Educational Software	For	<i>(General, social issues)</i> - Canadian companies have nothing to fear from Central American companies; - Canada has lots to offer them in fields of technology and infrastructure; - Get in before the Americans; - Most important, it will help their companies sell products in Canada which will slowly begin to stop the poverty cycle. - Continue to forgive their external debt if they make advances in areas of human rights, democratic reform and education.
64	<b>Le Groupe Océan Inc.</b> Mr. Gordon Bain Président et chef de la direction Québec QC	29 Jan. 2001	Construction navale	Favorable	<i>(Accès au marché)</i> - Consacre présentement beaucoup d'efforts sur l'ouverture du marché d'Amérique centrale. - ALEs favorisent l'exportation, créent des emplois, aident les entreprises à développer du personnel compétent et expérimenté et permettent de faire connaître la qualité de nos produits et de notre expertise.