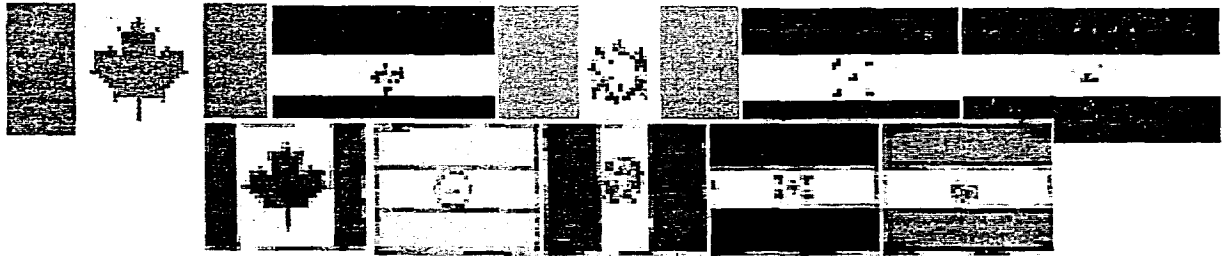


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***Responses to Public Consultations on
Canada - Central America Four Free Trade Negotiations***



***Réponses aux consultations publiques en vue des
négociations de libre-échange avec le groupe des quatre
de l'Amérique centrale.***

February 20, 2001
20 février, 2001

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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	3M Canada Company Mr. Pierre Campeau Director Ottawa ON	02 Feb. 2001	Manufacturer - Exporter	For	(General) - 3M Canada supports free trade to any country or region and had approximately \$930,000 worth of exports to the CA4.
2	Alberta Oats Limited Ms. Lori M. Loree Marketing Assistant Edmonton AB	29 Jan. 2001	Agriculture/ Oats and oat products	For	(General) - Currently conducts business in Costa Rica, Guatemala and Panama. - Company would be more competitive in CentAm with an FTA in place. - Would be interested in a similar agreement with South American countries.
3	Alcan Chemicals Mr. John McCormack President Cleveland Ohio	16 Jan. 2001	Manufacturer/ Chemicals	N/A	(General) - Have clients in Costa Rica, Guatemala and Nicaragua. - Do not foresee any investment in the region; will focus on the supply of specialty chemicals.
4	Amnesty International Canada Mr. Alex Neve Secretary General Ottawa ON	02 Feb. 2001	NGO/ Human Rights	N/A	(Human rights) Have serious concerns that any FTAs include comprehensive and meaningful attention to human rights. FTA negotiations should not proceed at the expense of human rights. A CDA-CA4 FTA must be matched by a strong, vibrant mechanism for addressing human rights concerns and promote reform. Calls on the five states concerned to ratify the key human rights treaties of the OAS and to follow up with active cooperation with the OAS human rights institutions. Letter provided a description and the status of six instruments dealing with a wide range of human rights issues and noted that Canada is not a party to any of the agreements.

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5	ATCO Structures Mr. Harry Klukas Vice President Calgary AB	05 Feb. 2001	Manufacturer/ Housing	For	<i>(Financial assistance, trade promotion and facilitation)</i> - Has recently formed alliance with Honduran company and have just completed a housing project in Honduras. - These countries are seeking financial support for housing programs. - Financial assistance from Canada would enhance ATCO's ability to secure contracts.
6	Automotive Parts Manufacturers' Association (APMA) Mr. Gerald B. Fedchun President Toronto ON	24 Jan. 2001	Association/ Auto parts	In favour, with concerns	<i>(Customs regulations and procedures)</i> - Currently no trade between Canada and CA4 in original equipment auto parts; this could change. True free trade must include the following essential elements: 1. Transparency of customs regulations to limit non-tariff barriers to imports. 2. Harmonization of customs procedures to avoid lengthy delays at the point of entry (another NTB). 3. Harmonization of rules and regulations as much as possible to make goods and services fungible across national boundaries. 4. A fair and impartial appeal procedure for disputes on any of the above.
7	Bayly Communications Inc. Mr. Gary Johnson Vice President Ajax ON	22 Jan. 2001	Networking / Telecoms	For	<i>(General)</i> - Approximately 1/3 of our business comes from Latin America with Mexico currently our biggest growth market in the region.
8	Brewers Association of Canada R.A. (Sandy) Morrison President and Chief Executive Officer Ottawa ON	05 Feb. 2001	Association/ Brewers	For	<i>(General, tariffs)</i> - While trade in beer between Canada and Central America is extremely limited, the Canadian Brewing industry has consistently supported the "zero-for-zero" tariff structure between Canada and its international trading partners.

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9	Canada Beef Export Federation Mr. Ted J. Haney President Calgary AB	23 Jan. 2001	Association/ Beef exporters	For	<p><i>(Tariff elimination, trade facilitation, MFN, SPS, origin, precautionary approach)</i></p> <ul style="list-style-type: none"> - Beef related issues that CBEF would support: - Zero tariff rates and no quotas or TRQ's on all products of bovine origin imported by partner nations. - National inspection authorities to allow imports of all products of bovine origin from all CFIA inspected beef processing plants. This "system wide" approval method to replace current "establishment by establishment" method. - Commitment from CA4 that Canada will automatically receive any preferred market access granted to other supplying nations or regions. - Commitment from CA4 that their SPS, labelling and animal health standards are consistent with internationally recognized standards and will not be used as NTBs. - Cautions in opening access to either live or processed bovine products from the CA4. CFIA must be assured that imports pose no animal health or food safety risk to the industry.
10	Canada Pork International Mr. Jacques Pomerleau Executive Director Ottawa ON	17 Jan. 2001	Association/ Pork	For	<p><i>(Market Access)</i></p> <ul style="list-style-type: none"> - Recently gained access to Honduras and Nicaragua and is negotiating veterinary protocol with Guatemala (also planned with El Salvador). - CentAm could become significant market for CDN pork (foresee selling more than 10K tonnes to the region as economic conditions improve).
11	Canadian Labour Congress Mr. Kenneth V. Georgetti President Ottawa ON	01 Feb. 2001	Labour	N/A	<p><i>(Consultations, social issues, investment)</i></p> <ul style="list-style-type: none"> - Frustrated with the lack of feedback from the Department and with the consultations process as it now functions. - Before presenting its views the CLC requested information on safeguards for fundamental rights and principles and human rights; how an FTA would encourage the CA4 to guarantee the right of workers to form and join unions; the protection of health, safety and well-being of citizens as well the environment; alleviation of poverty; rights granted to foreign investors; elimination of NTBs; foreign debts and sustainable development.

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

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16	Canadian Oilseed Processors Association Mr. Robert Broeska President Winnipeg MB	02 Feb. 2001	Association/ Oil seeds	For	<i>(Market access, tariffs, subsidies, reciprocity)</i> - Frustrated that the industry continues to face significant trade barriers in some countries where the Government could have taken a stronger stand (e.g. Japan). Notwithstanding this ongoing concern, COPA members continue to support DFAIT in pushing for free trade. - Believes there are merits to an FTA if it enshrines the principles that are trade-creating rather than protectionist in nature. - Members would not support asymmetric reciprocal commitments. - From an oilseed processing industry perspective an FTA must include a provision for zero-for-zero level playing field agreement in oilseed products and real improvements in market access. Also tariff-free access for Canadian vegetable oil products; prohibit the use of tariff escalation by these countries and limit trade distorting measures such as subsidies for cotton and palm producers. - Canada should limit its provision of any vegetable food aid to an emergency basis.
17	Canadian Cosmetic, Toiletry and Fragrance Association (CCTFA) Mr. Carl Carter Director, Regulatory Affairs Mississauga ON	07 Feb. 2001	Association/ Cosmetics	For	<i>(Labelling)</i> - Supportive of the implementation of internationally harmonized ingredient labelling for cosmetics in order to enhance international trade. - Remain frustrated with the lack of progress by Health Canada in implementing new Cosmetic Regulations. - DFAIT's efforts in facilitating progress in this area would be more beneficial to Canadians than an FTA with the CA4.
18	Canadian Poultry and Egg Processors Council Mr. R.M Anderson President and CEO Ottawa ON	24 Jan. 2001	Association/ Poultry and eggs	For	<i>(General, regional strategy)</i> - Support the position that Canada's regional trade negotiations will follow principles adopted for WTO negotiations. - No concessions should be made with respect to trade for poultry meat or eggs which are not consistent with the WTO.

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19	<p>Canadian Association of Mining Equipment and Services for Export (CAMESE) Mr. Jon Baird Managing Director Markham ON</p>	22 Jan. 2001	Association/ Mining industry exporters	For	<p><i>(General, competition)</i></p> <ul style="list-style-type: none"> - Mining is a minor, but growing industry in many of these countries and the Central American industry is of interest to CAMESE members. - Most developing countries don't have the industrial framework to support a modern mining industry. Thus, they benefit from products and services exported by Canada. - Competitors in these countries are from other developed countries. Any advantage over these competitors benefits our exporters and the Canadian economy.
20	<p>Canadian Printing Industries Association Mr. Don N. Gain Chairman of the Board Ottawa ON</p>	25 Jan. 2001	Association/ Printing Industries	For	<p><i>(NTBs, US examples)</i></p> <ul style="list-style-type: none"> - Asks that attention be given to procedural issues that arise from FTAs. - Concerned with non-tariff barriers and protectionist forces in the US that create an unlevel playing field. - Identifies three problem areas: 1) US Customs Compliance Measurement Program, 2) Line Release Program, 3) Border Cargo Selectivity Program. CUSFTA and NAFTA were supposed to open border, not close them. These NTBs are just as pernicious as trade barriers and often worse.
21	<p>Canadian Paraplegic Association Mr. François Bélisle Chief Executive Officer Ottawa ON</p>	23 Jan. 2001	Association	N/A	<p><i>(Labour, accessibility, technical assistance)</i></p> <ul style="list-style-type: none"> - Currently receive funding from CIDA to provide programs and services for persons with disabilities in Central America. - Canada has long been recognized for our "aid" efforts in the region and these should be taken into consideration in any FTA. - FTAs should include standards and realistic quotas for the hiring of people with disabilities by removing existing barriers to employment and ensure that appropriate legislation in the area of accessibility is in place.

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22	Canadian Drug Manufacturers Association Mr. Jim Keon President Toronto ON	06 Feb. 2001	Associations/ Drug Manufacturers	For	<i>(General, other markets)</i> - Applauds efforts to engage in FTA with Central America. - Noted that region is not of great importance to their members and that the Government should focus on bigger markets in Latin America, particularly Brazil and Argentina.
23	Canadian Egg Marketing Agency Mr. David H. Clemons Executive Director Ottawa ON	01 Feb. 2001	Association/ Agriculture	N/A	- See Canadian Poultry and Egg Processors Council reply (TAB 18).
24	Canadian Alliance of Agri-Food Exporters (CAAFE) Mr. Liam McCreery President Ottawa ON	24 Jan. 2001	Association/ Agri-Food exporters	For	<i>(Market access, SPS, bilateral & multilateral strategies)</i> - Though first focus is on WTO negotiations, supports regional and bilateral efforts to reduce barriers to trade in agriculture and agri-food products provided these do not undermine longer term global objectives and reciprocity. - Will not support FTAs that result in asymmetrical sectoral gains. Improvements to access for Canadian products must be made on a commodity specific basis. - There is potential for expansion of Canadian exports such as pork, pulse crops, canola oil and canola meal. - The "tariff escalation" currently in place on refined versus crude oil must be eliminated and Canadian products must be accorded the same access as regional trading partners. - As economic conditions improve in the CA4, there is potential for increased demand for Canadian pork and beef with the complete removal of tariffs and NTBs on a reciprocal basis. - Must ensure that there is system-wide approval by CFIA for all meat processing establishments.

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25	Canadian Recreational Vehicle Association Mr. Don Mockford Executive Vice President Toronto ON	07 Feb. 2001	Association/ RV Manufacturers	For	<i>(General)</i> - Currently, there is very little trade, if any, trade activity in the RV industry between Canada and Central America. Establishing an FTA would provide increased opportunities for the industry.
26	Canadian Agri-Food Research Council Mr. Norris W. Hoag CARC Chairperson Ottawa ON	09 Feb. 2001	Agri-food	For	<i>(General, research, technology)</i> - CARC encourages opportunities for international cooperation & coordination of research, and technology transfer activities. - FTA would facilitate, for example, exchange of info, knowledge, partnerships, networks of researchers, and genetic material. - FTA would promote the missions of the Global Forum for Agricultural Research, to which CARC recently appointed a liaison.
27	Cancer Care International Ms. Katherine Jones ON	19 Jan. 2001	Healthcare services	For	<i>(Healthcare services, taxes, tariffs)</i> - Export interest in healthcare services (i.e. consultation, training, telemedicine, facility design & construction, program development). - All taxes & tariffs on import of medical equipment should be removed.
28	CanEd International Inc. Mr. Gordon Wells Calgary AB	19 Jan. 2001	Agricultural products, services and equipment	N/A	<i>(Investment, trade facilitation)</i> - Highlighted concerns in regard to limitation on foreign ownership, restrictions on ownership of land, repatriation of profits, high taxes and free trade zones. - Suggested food inspection regulations and import permits as important trade facilitation issues.

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29	Canola Council of Canada Dale Adolphe President Winnipeg MB	05 Feb. 2001	Association/ Canola		<i>(Tariffs, NTBs, agriculture, harmonization)</i> - See CAAFE letter (TAB 24). - Supports FTAs that achieve equal tariff & non-tariff trade barrier treatment between canola seed and canola products as compared to competing oilseeds & their products and that reduce all tariff and non-tariff barriers to trade in canola and canola products. - An FTA should deal concretely with the issues arising around trade in GM grain and oilseed products. Lack of international harmonization of science based food, feed and environmental safety, testing and sampling procedures are major issues.
30	Cavendish Mr. Robert K. Irving Dieppe NB	14 Feb. 2001	Agri-food	For	<i>(General)</i> - Supports the initiative and suggests that frozen pre-fried potato products be given a duty free concession.
31	CSS Canada Trading Co. Inc. W.R. March Director, Sales and Marketing	24 Jan. 2001	Clothing	For	<i>(Clothing, competitiveness)</i> - An FTA would mean a more competitive business environment for the importation of garments currently being imported and manufactured by CSS in Guatemala. - As one of only two importers located in Canada dedicated to formalwear and the only one with manufacturing operations, an FTA would be welcomed.

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32	Développement et Paix M. Paul Cliche Chef d'équipe - Amérique latine Montréal, QC	26 Jan. 2001	Association/ Causes sociales	N/A	<i>(Affaires sociales, droit humains, investissement, sécurité alimentaire, stratégie régionale)</i> - Acteurs sociaux sont exclus du processus de décision et souffrent trop souvent les effets négatifs des décisions prises par les autres, notamment en matière de libre-échange. - Devrait emprunter une approche globale au commerce qui améliore le bien-être de la majorité des populations canadiennes et centraméricaines. Doit tenir compte de la Déclaration de Stockholm. - Essentiel d'adopter une vision large et globale de l'intégration du libre-échange en y incluant une charte sociale. - Traite de l'investissement (pas de type Chapitre 11 de l'ALÉNA) et de l'agriculture en ce qui concerne la sécurité alimentaire. - Semblerait préférable de négocier avec la CACM qu'avec chaque pays individuellement.
33	Dobson Holdings Ltd. Ms. Deborah Griffith BC	24 Jan. 2001	Manufacturer	For	<i>(Export interests, trade facilitation, market access, investment)</i> - Tariffs should be eliminated or barriers to trade should be removed with respect to BC manufacturing furniture, lighting products, electronic ballast, transformers, rolls of newsprint mfg from wheat. - Four is a good number to trade with to preserve natural state of Costa Rica & not to over-sell ourselves. - Investment barriers/impediments: contract law, trade negotiations, banking rights. - Need listing from Costa Rica government on current export demands.

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34	<p>El Correo (Canada Post Int'l. Ltd.) Mr. Rolf Bischoff Postal Affairs Consultant Guatemala</p>	Jan 31. 2001	Consulting	For	<p>Objectives: FTA should allow Canadian companies to enter CA4 market with less restraints, tariffs and complications for investment and trade in goods and services. Obtain a fair deal for both Parties including clear rules and a neutral arbitrator.</p> <p>Priorities: Closely examine existing laws and practices which impact business and investment such as customs procedures and regulations; property laws (patents, trademarks, IP, real estate); banking system and economic policies; and tax laws.</p> <p>Concerns: Widespread corruption at all levels of government and private sector; vulnerability to government/political intervention as new governments may not always honour contracts of previous government; ineffective justice system with a very high crime rate; high level of poverty and illiteracy; and cultural differences in business practices and administration.</p>
35	<p>Electro-Federation Canada Mr. Doug Baldwin President and CEO Mississauga ON</p>	30 Jan. 2001	Association/ Electronics & communication	For	<p><i>(General)</i></p> <ul style="list-style-type: none"> - Members support FTAs in the Americas. - Have no objections or advice at the moment.

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36	Emerging Technologies Investment Secretariat Ms. Josy Parrotta-Marck Senior Investment Officer Ottawa, ON	26 Jan. 2001	Agriculture and Agri-Food	For	<p><i>(Investment, agriculture, biotechnology)</i></p> <ul style="list-style-type: none"> - Climatic differences cause us to be natural trading partners for agricultural and food products as we are incapable of economically producing many of the crops and foodstuffs indigent to our respective regions. - Since the region is a relatively small market, opportunities for investment initiatives are not significant. Trade opportunities therefore become more important, as treating the various economies as one decreases the necessity to set up inefficient operations in respective competing regions. - Social sensitivities to the newer biological technologies impedes start-ups in some regions. Canada's reputation as a fore-runner in emerging biotechnologies can find many opportunities for capitalizing in the Central American region.
37	ENGEL Canada Inc. Mr. Reinhard P. Reider Executive VP and GM Guelph ON	30 Jan. 2001	Equipment and machinery (plastics industry)	For	<p><i>(Market access, dispute settlement, regional strategy, social issues)</i></p> <ul style="list-style-type: none"> - It may be wise to take into account US interests in the region when formulating Canadian trade policy given that the US is our largest trading partner. - Although the US will continue to be the largest target for market access for these countries, a disciplined, balanced, mutually agreeable FTA would be welcomed and would give Canada a competitive edge against the EU's aggressive trade practices which are hyperactive in the region. - An opportunity for Canada to help in terms of human rights, economic infrastructure and cultural exchange. - An FTA would reduce some of the unfair subsidy conflicts that currently exist and provide a more level playing field for all partners. - It is important to consider safety mechanisms and recourse to protect Canadian businesses and their interests from the undisciplined and immature commercial practices of potential partners.

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38	Envista Technologies 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	Export Development Corporation 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	Gildan Activewear 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	Grupo Latinoamericano de Exportadores (GRULEX) 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.

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42	H.L. Blachford Ltd. Mr. Howard Gunn Mississauga ON	16 Jan. 2001		For	<i>(General)</i> - Gained significant business as a result of NAFTA and CCFTA. - A similar agreement with Central America would be welcomed.
43	Heating, Refrigeration and Air Conditioning Institute of Canada Ms. Caroline Czajko Manager Mississauga ON	06 Feb. 2001	Association	N/A	- No opinion expressed.
44	Hemp-Agro International Mr. Paul Wylie ON	19 Jan. 2001	Agriculture products	For	<i>(General, customs)</i> - Experience doing business in Nicaragua. - Internal strife of Central America causes unforeseen problems. - Hemp-Agro advice: do not take things at face value, research is important. - Streamlining of their customs service is necessary.
45	Hollinger Inc. Mr. David Radler Deputy Chairman, President and COO Vancouver BC	25 Jan. 2001	Media	For	<i>(General)</i> - Successfully challenged barriers to foreign ownership of media in Costa Rica. - Region represents great opportunity for Canadian ingenuity and initiative, especially for our knowledge and management skills.

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46	Hospital Employees' Union Mr. Fred Muzin President Vancouver BC	09 Feb. 2001	Association/ Hospital Employees	Opposed	<p><i>(Consultations, Canadian sovereignty, democracy, human rights)</i></p> <ul style="list-style-type: none"> - Concerned with Canadian negotiators' position that freer trade more than compensates for the vulnerability that some sectors will experience and that issues such as sovereignty, health care, education, governance and controls over labour and environment are quickly dismissed. - Evidence shows that the worst fears of trade liberalisation opponents are well founded. Canada has already suffered under these FTAs and will face future attacks. These agreements restrict governments from protecting the interests of their own citizens where they conflict with corporate interests. - Cites Metalclad case. - Concerned with democracy, human rights and human dignity in the region. - Calls upon the Government to place a moratorium on expansion of all trade agreements and work towards strengthening our sovereign rights under existing deals.
47	Human Survival Movement Mr. Donald Mackenzie Munroe Founder Hamilton ON	03 Feb. 2001	Canadian citizen	Opposed	<p><i>(Transparency, social concerns)</i></p> <ul style="list-style-type: none"> - Agrees with opinions expressed in TAB 6, Vol. II. - This deal is an example of economic colonialism because it benefits the rich at the expense of the poor. - Current negotiations are a threat to human survival and world equity.
48	Hydro One Inc. Ms. Joan M. Prior Executive Vice President Toronto ON	01 Feb. 2001	Energy	N/A	<ul style="list-style-type: none"> - Hydro One is not involved in any export sectors at this time and, therefore, feels it is not qualified to comment on the scope of these negotiations.
49	IJM Enterprises Canada Inc. Mr. Ivan Menendez General Manager Surrey BC	12 Jan. 2001	Exporter / Agricultural products	N/A	<p><i>(Tariff elimination)</i></p> <ul style="list-style-type: none"> - Seek to have existing tariff rates on certain agricultural imports into Guatemala and Costa Rica eliminated in order to better compete with international and local producers.

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50	Innua Petrochem Ltd. Mr. David Harris ON	19 Jan. 2001	Petroleum / Chemicals	For	<i>(Tariffs, customs procedures, trade facilitation)</i> - Should lower tariff barriers for increased competition. - Reduction of documentation required for exports due to FTA would be of great assistance to exporters.
51	Intelcan Technosystems Inc. Mr. Ron Weissberger President Ottawa ON	16 Jan. 2001	Telecommuni- cations and air traffic management solutions	For	<i>(Textiles, trade barriers, tariffs, customs, export potential)</i> - Canada would greatly benefit from an FTA for the following reasons: 1. Canada has moved away from its protectionist policy towards textile and other low skill industries. Canada should continue to concentrate predominantly on the high tech sector requiring highly skilled labour with high paying jobs. 2. Traditionally LDCs knew how to hide their protectionism a lot more effectively than Canada. This they achieved through shenanigans starting with custom clearance, currency control, difficulties in raising letters of credit, quotas on foreign exchange, etc. All these were instituted by governments with no regard to public outcry since the public is never consulted in LDCs. 3. An FTA would benefit the Canadian population since the main exports of these countries are food, textiles and some raw materials. By removing all trade barriers, these imported items may get cheaper thus benefiting the Canadian consumers. Canada will gain a preferred position for its exports which may be: telecoms, aerospace, information technology, etc.
52	Inter-Church Committee on Human Rights in Latin America Mr. Joe Gunn Chair Toronto ON	02 Feb. 2001	NGO/ Human Rights	Concerned	<i>(Consultations, transparency, human rights, social issues)</i> - Crucial for civil society and the public to know what is on the table in trade talks (e.g. CA4, FTAA). Transparency is essential so that the public can provide concrete input. - Other human rights and dignity concerns were expressed in 1999 letter to MINT in context of Toronto FTAA Ministerial (attached). Please see recommendations on pages 3 and 4 of that letter. - Also attached is a Policy Document on Human Rights, Trade and Investment.

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53	Interalia Inc. Mr. Martin Grace Director of New Business Development Calgary AB	12 Jan. 2001	Exporter	For	<i>(General)</i> - Interalia currently exports to El Salvador, Guatemala, and Costa Rica. - NAFTA extension to Mexico & any such extensions are natural developments towards the FTAA. - Good for businesses such as Interalia.
54	International Water Products Mr. Stan Stanley Director Vancouver BC	16 Jan. 2001	Manufacturer/ Water products	For	<i>(General)</i> - Interested in exporting to Central America, already have a presence in Mexico. - Supportive of initiatives taken in the region as it represents a target market for their products.
55	Jacuzzi Leisure Products Mr. Ton Mertens Vice President Sales Global Business Development Toronto ON	30 Jan. 2001	Manufacturer	For (with concerns)	<i>(General, labour concerns)</i> - Generally in favour of initiatives that reduce/eliminate export barriers. - Would certainly benefit from an FTA in the region. - As a Canadian citizen, expresses concerns with regard to labour intensive jobs or industries in countries where labour rate, skill levels and practices are far different from those in Canada. - In favour of an FTA if there are checks and balances in place to ensure proper labour practices and that equal attention is paid to the balance of trade between all parties.
56	Jaidco Consultants Inc. Mr. Jose J. Ayala ON	02 Feb. 2001	Services	For	<i>(General, tariffs)</i> - Jaidco exports services such as assistance to Canadian manufacturers in exporting products & facilitating joint ventures. - Canadian housing industry is example of where tariffs should be eliminated or barriers to trade should be removed, particularly with respect to El Salvador.

**Responses to Public Consultations on Canada - Central America Free Trade Negotiations
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**Réponses aux consultations publiques en vue des négociations de libre-échange Canada - Amérique centrale
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57	Jason Hanson Saskatoon SK	23 Jan. 2001	Canadian citizen	Opposed	<i>(Labour, environment, equality, transparency)</i> - Concerned with the effects of unfettered capitalism, competition, and industrialization on the environment and human society. - Free trade as defined so far has ignored issues related to sustainability, equality, and sovereignty. - Social and environmental realities are inextricably linked to financial and industrial development so we should alter the way we negotiate these deals. - Any country should retain the right to manage its domestic affairs without interference. - The national negotiating agenda should not be to liberalise and then dominate the economies of Central America, but to create fair and mutually beneficial trading links with these countries.
58	Kal-Trading Inc. Gobi Saha Brampton ON	16 Jan. 2001	Plastics	For	<i>(Tariff elimination)</i> - Tariff reduction or elimination would make it more competitive to sell to the region.
59	Klohn-Crippen Consultants Ltd. Mr. Ernest A. Portfors President and CEO Richmond BC	08 Feb. 2001	Consulting Engineering	For	<i>(Market access)</i> - Obtain a significant proportion of their business from outside Canada. - International trade is vital to their company and to the jobs they provide for Canadian engineers and associated support services. - Support the concept of free trade, with all Canada's trading partners. Canada's markets are worldwide and we can only prosper if we have easy access to those markets. Similarly, our trading partners need open access to Canadian markets.
60	Lab-Volt M. Normand Roussy Directeur régional des ventes Charlesbourg QC	31 Jan. 2001	Haute Technology et Formation	Favorable	<i>(Stratégie régionale)</i> - Une telle réalisation s'inscrit d'emblée comme étant une nouvelle étape dans le cadre du projet libre-échange des Amériques, suivant celle de l'ALÉNA. - Il semble avoir un intérêt accru pour les produits de Lab-Volt dans cette région et un ALE permettrait d'être encore plus concurrentiel dans ces marchés.

**Responses to Public Consultations on Canada - Central America Free Trade Negotiations
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Volume I

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61	Lafayette Consultants 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	Latin American Connections of Canada 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	LCSI 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	Le Groupe Océan Inc. 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.

**Responses to Public Consultations on Canada - Central America Free Trade Negotiations
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janvier - février 2001**

65	Macleod Dixon LLP Mr. Al Gourley Partner Toronto ON	06 Feb. 2001	Law firm	For	<i>(Brain drain, fiscal policies, regional strategy)</i> - Free trade enhances more efficient resource allocation and enables us to take advantage of our higher value added products. Though we should be concerned about our ability to produce higher value added products that depend on highly educated people. Focus on US today - Central America in the long term. - Need free trade strategy to stop the brain drain by reviewing income tax and consumption tax policies.
66	Malting Industry Association of Canada Mr. Philip de Kemp President Ottawa ON	12 Feb. 2001	Association/ Malting Industry	For	<i>(General, tariffs)</i> - Some members sell Canadian malt to several Central American countries (incl. Guatemala and El Salvador), worth over \$6 million. - Members support freer trade with the elimination of import tariffs/taxes.
67	Manimpex International Inc. Mr. Patrick Wishart President Winnipeg MB	24 Jan. 2001	Agri-food	For	<i>(General, investment, social concerns)</i> - Should try to allow trade to grow gradually, where our exports should be kept in relative balance to keep political peace. - Keep the courts out of legitimate business. - Should be a probationary period to assess the impacts of the FTA on the population and ensure that benefits are distributed evenly to prevent or minimise socio-political problems.
68	Martell Exporting Ltd. Mr. Jack Martell North York ON	19 Jan. 2001	Exporters	For	<i>(General, duty rates)</i> - Particular interest in Central America, South America, Caribbean. - Duty rates should be lowered.
69	Ms. Martha Kostuch	28 Jan. 2001	Canadian citizen	N/A	<i>(Environmental assessment)</i> - Requests a full environmental impact assessment with meaningful public participation. - An FTA should include full protection of all existing and future environmental enforcement provisions.

**Responses to Public Consultations on Canada - Central America Free Trade Negotiations
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70	Mr. Matthew McLaughlin Montreal QC	29 Jan. 2001	Canadian citizen	Opposed	<i>(Protection of national interests)</i> - No need for freer trade; with few exceptions all countries have enjoyed de facto free trade since the Industrial Revolution. - Majority of trade restrictions in place are to protect the health, environment, and social well-being of citizens. - Consider the possibility of Canada being forced to drop its commitment to medicare, public education and the protection of natural resources. Preservation of quality of life is not protectionism.
71	Maxidrill International Mr. Bernard Messier QC	19 Jan. 2001	Manufacturer	For	<i>(Tariffs)</i> - Export interests: drills & drill parts, hydraulic & mechanical parts. - Must eliminate tariff barriers.
72	MDS Inc. Mr. Brian Harling Vice President, Corporate Affairs and Chair of the MHCPs SAGIT Etobicoke ON	07 Feb. 2001	Health Product and Services Medical and Health Care Products and Services SAGIT	For	<i>(Standardization)</i> - The SAGIT is in support of FTAs, with the exception of the member representing labour. - Support the principle of expanded trade, though Central America is not a major client for this sector. - Product approval for distribution is a larger trade barrier than tariffs. Recommend improved standardization and harmonization of regulatory issues and procedures for product approval. - Will add issue to next SAGIT meeting.
73	Micro Mac Products Ltd. Ms. Lois McIntosh President Calgary AB	07 Feb. 2001	Exporter	For	<i>(Tariffs)</i> - Tariffs are sufficiently high to deter local companies from buying Canadian products. - Essential to include all sectors, not just priority items. - Calls for reciprocal tariff reduction/elimination
74	McCain International Inc Mr. Paul Tol Vice President NB	12 Feb. 2001	Food products	For	<i>(Tariffs)</i> - McCain is a major exporter to the region and an FTA would further increase sales volumes of frozen potatoes, vegetables, desserts, pizzas, etc. - Remaining issues include high duties on certain products.

Responses to Public Consultations on Canada - Central America Free Trade Negotiations

January - February 2001

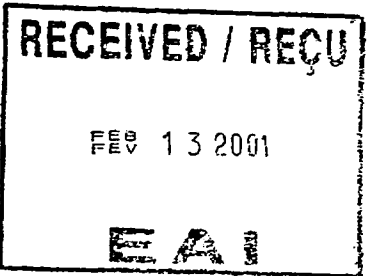
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Réponses aux consultations publiques en vue des négociations de libre-échange Canada - Amérique centrale janvier - février 2001

75	Centrale des syndicats démocratiques (CSD)	09 fév. 2001	Association/ Syndicats	(Travail, démocratie, charte de droits sociaux, causes sociales) - Dans sa note de service de 40 pages, la CSD traite de ses positions historiques sur la question du libre échange; du développement des inégalités; du «modèle américain»; de la croissance du déficit démocratique; d'une charte des droits sociaux et présente ses conclusions de la «Rencontre des Amériques».
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3M Canada Company

Government Markets Centre
Suite 200
440 Laurier Avenue West
Ottawa, Ontario K1R 7X6
613 788 3798 Telephone
613 788 3796 Fax



February 2, 2001

Trade Policy Division EAI/Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, ON K1A 0G2

Following your request regarding a possible free trade agreement with Central America, please find listed below our exports to that area for last year:

El Salvador	\$135,000 - Cdn
(HS Code -	4823.11 - 8205.59 - 6805.30 - 3920.20)
Guatemala	\$500,000 - Cdn
(HS Code -	4823.11 - 6805.30 - 3005.10)
Honduras	\$270,000 - Cdn
(HS Code -	4823.11 - 3919.10)
Nicaragua (Via Costa Rica)	\$25,000 - Cdn
(HS Code -	4823.11)

As always, our position is clear regarding free trade to any countries or areas, we support is completely. 3M Canada has now reached a billion dollars in sales, with close to 50% of that number going to export, 85% of what we manufacture in our 7 locations in Canada also goes to export.

Can you please remove the name of Mr. Dennis Hepburn from your mailing list and replace by mine at the above address.

Hoping this information is helpful for you, I remain,

Yours truly,

A handwritten signature in black ink, appearing to read "Pierre Campeau". The signature is written in a cursive style and is positioned above a horizontal line.

Pierre Campeau
Director
Government Affairs and Markets

ALBERTA OATS LIMITED

Box 228, R.R. 6 EDMONTON, ALBERTA T5B 4K3

Ph: (780) 973-9102

Fax: (780) 973-5000

Email: aol@supernet.ab.ca

To: Trade Policy Planning Division (EAI)/ Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive, Ottawa, Ontario, K1A 0G2
fax (613)944-0757
E-mail consultations@dfait-maeci.gc.ca

From: Lori Loree
Marketing Assistant

January 29, 2001

Re: Free Trade Agreement with Central American Countries

Attn.: Pierre S. Pettigrew

Dear Sir;

Thank you for your request for our input on the scope of a free trade agreement between Canada and Central America.

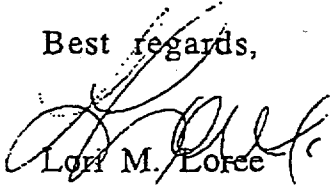
ALBERTA OATS already conducts business in Guatemala and are very interested in our government pursuing an agreement for free trade with this country. We would also like to see Costa Rica and Panama included in these negotiations as we currently have customers in these countries as well.

At ALBERTA OATS, we deal strictly with oats and oat products. We supply single and triple cleaned, clipped and polished oats for racehorses and other livestock. We also provide cut and whole oat groats for human consumption for our customers to complete finishing processes at the point of consumption. We are currently building an extension to our mill with which we will be producing birdfood and livestock oat groats as well as oat hull pellets.

We feel that the oats produced in Alberta are the best in the world. Our company could become more competitive in Central America with a free trade agreement in place. We would like to give more input as to the priorities that should be included in this agreement, but we are not sure what specifications would be involved. We will leave these up to the experts with the confidence that the best interests of Canadian companies are being served, but we would like to remain informed. Also, we would like to be apprised if Canada has any plans for a like agreement with any South American countries.

Please do not hesitate to contact me if you require any further information about our company or our dealings with these countries. We would like to provide any assistance necessary to bring this agreement into place.

Best regards,



Lon M. Loree

Alcan Chemicals
Division of Alcan Aluminum Corporation

3690 Orange Place, Suite 400
Cleveland, OH 44122-4438

Tel: (216) 765-2550
(800) 321-3884
Fax: (216) 765-2590



TELEFAX

Date: January 16, 2001

Total no. of pages: 1

If problems occur in this transmission, please call: (216) 765-2576

To/Location:	Pierre S. Pettigrew Trade Policy Planning Division (EAI) / Central America Department of Foreign Affairs and International Trade	Fax: 613-944-0757
From:	John McCormack – Alcan Chemicals/Beachwood	Tel: 216-765-2550 Fax: 216-765-2590

Dear Mr. Pettigrew:


Thank you for your letter, which we received on January 15, 2001. We do sell specialty hydrate to customers in Costa Rica, Guatemala, and Nicaragua.

Eight-to-ten years ago, we sent out a series of mailers to customers in the kitchen and bath fixtures business. These usually are small companies that manufacture molded countertops and bowls from plastic resin, plus fill material. The fill material we supply is Super White hydrate, produced in our plant, which is located in Jonquière, Quebec, Canada. Understandably, these customers are small—producing for the local market. Our sales over the past eight-to-ten years have been regular, but typically in the \$5,000-\$8,000 per customer range.

With regard to investment, we would not plan on any investment in this region, rather we would focus on the supply of specialty hydrates as noted.

Thank you for your interest.

Regards,


John McCormack
President
Alcan Chemicals

JAM/sls/011601Internationaltrade





Amnesty International

CANADA

1-800-266-3789

www.amnesty.ca

The Honourable Pierre S. Pettigrew
Minister for International Trade
c/o Trade Policy Planning Division (EAI)/Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

by fax: 613 944 0757

February 2, 2001

Dear Minister,

I am writing in response to your letter of January 11th, seeking Amnesty International's views regarding priorities, objectives and concerns about a free trade agreement with the Central American nations of El Salvador, Guatemala, Honduras and Nicaragua.

Amnesty International does not take a position on the issue of free trade itself. We neither promote nor oppose trade liberalization. Further, as we are not a trade or economic organization, we are not able to comment on substantive commercial and economic development issues. We do, however, have serious concerns that any moves towards free trade, such as this proposal, include comprehensive and meaningful attention to human rights.

The concern that free trade not proceed at the expense of human rights is an important one here. Each of these four countries have had longstanding and serious human rights problems. While the states of Central America are emerging from earlier periods of civil war and armed conflict, they still face profound human rights challenges which require ongoing attention both nationally and internationally.

Any Canada/Central America free trade agreement must, therefore, be matched by a strong, vibrant mechanism for addressing human rights concerns and promoting reform. Amnesty International has highlighted this same issue in the context of the discussions regarding a proposed Free Trade Agreement for the Americas. We have pointed to the fact that there is a human rights system in the Americas, but that it is not universally supported in the hemisphere and has recently had to withstand attempts by some states to see it weakened and undermined.

National Office
214 Montreal Road, 4th Floor
Vanier, ON K1L 1A4
Telephone: 613.744.7667
Fax: 613.746.2411
Email: info@amnesty.ca

Toronto Office
56 Temperance Street, 8th Floor
Toronto, ON M5H 3V5
Telephone: 416.363.9933
Fax: 416.363.3103
Email: toronto@amnesty.ca

Pacific Regional Office
4-3664 East Hastings Street
Vancouver, BC V5K 2A9
Telephone: 604.294.5160
Fax: 604.294.5130
Email: pro@amnesty.ca

Our general recommendation is that moves towards free trade be matched by moves towards a similar commitment to human rights by the states concerned. In this particular instance Amnesty International calls on the five states concerned to fully ratify the key human rights treaties of the Organization of American States, and to follow that up with active cooperation with the OAS human rights institutions in ensuring that the resulting obligations are fully implemented at the national level.

1. American Convention on Human Rights

While the four Central American states have signed and ratified this Convention, Canada has not. We have urged Canada to ratify the Convention at this year's Summit of the Americas.

2. Additional Protocol to the American Convention on Human Rights in the Area of Economic, Social and Cultural Rights, the "Protocol of San Salvador"

Economic, social and cultural rights are all directly effected by free trade. The Protocol of San Salvador is therefore of particular relevance to these discussions. Only Guatemala and El Salvador are parties to the Protocol. Nicaragua has signed but not ratified. Neither Canada nor Honduras have signed or ratified. Canada cannot do so until it becomes a party to the American Convention on Human Rights itself.

3. Protocol to the American Convention on Human Rights to Abolish the Death Penalty

Only Nicaragua is a party to the Protocol. Canada cannot become a party to the Protocol until it ratifies the American Convention on Human Rights.

4. Interamerican Convention to Prevent and Punish Torture

Guatemala and El Salvador are parties to this Convention. Honduras and Nicaragua have signed but not ratified. Canada has not signed or ratified.

5. Interamerican Convention on Forced Disappearance of Persons

Guatemala is a party to this Convention. Honduras and Nicaragua have signed. El Salvador and Canada have not signed or ratified.

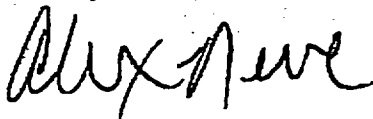
6. Interamerican Convention on the Prevention, Punishment and Eradication of Violence against Women, the "Convention of Belém do Pará"

All four of the Central American states are parties to this Convention. Canada has not signed or ratified.

These six instruments deal with a wide range of human rights issues. If strongly supported and well-resourced they can be an important means of ensuring that human rights are not left behind in the rush to free trade. However the record of ratification by the Central American states is uneven. Canada is not a party to any of the agreements.

Amnesty International strongly urges that before moving forward with plans for free trade, Canada and these four Central American states must commit themselves to an effective means of monitoring, enforcing and promoting human rights. Full ratification of these treaties by each of the states would be a decisive step in that direction.

Sincerely,



Alex Neve
Secretary General

February 5, 2001

Trade Policy Planning Division (EAI) / Central America
Department of Foreign Affairs & International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Attention: The Honourable Pierre S. Pettigrew
Minister for International Trade

Dear Minister Pettigrew:

ATCO Structures Inc. appreciates the efforts by Canada's International Trade Team and you in facilitating and promoting Canadian trade around the globe. We support your initiative for a free trade agreement between Canada and Central America.

Our company has recently formed an alliance with a company in Honduras for our manufactured shelter products in this region. We have just completed a housing project in Honduras and expect to be involved in other projects in this area.

To support our efforts, a free trade agreement would be beneficial.

In our dealings to date in this region, it is evident these countries are seeking financial support for housing programs. Assistance in financing from Canada will undoubtedly enhance our ability to secure contracts.

Best wishes for continued success in making Canada and Canadian companies recognized in the global markets.

Sincerely,

Harry Klukas
Vice President
Direct Telephone: (403) 292-7597 (Canada)
Direct Fax: (403) 292-7575 (Canada)

Email: harry.klukas@atcostructures.com





APMA

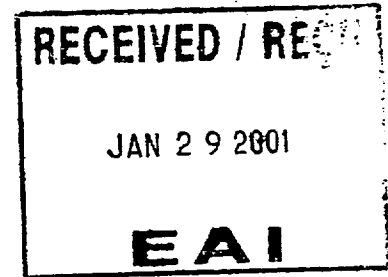
Automotive Parts
Manufacturers' Association

Association des fabricants
de pièces d'automobile

January 24, 2001

Via Telecopier – 613-944-0757

Trade Policy Planning Division (EAI) /
Central America
Department of Foreign Affairs and
International Trade
125 Sussex Drive
Ottawa, ON K1A 0G2



Dear Sirs,

I received Minister Pettigrew's letter concerning the potential free trade agreement with El Salvador, Guatemala, Honduras and Nicaragua. There is presently no trade between Canada and these countries related to original equipment automotive parts. However, there could be in the future. With that in mind, our most important concerns are related to ensuring that free trade is truly free trade. For that to be the case, it is essential to have the following elements:

1. Transparency of customs regulations to limit non-tariff barriers to imports.
2. Harmonization of customs procedure to avoid lengthy delays at the point of entry, another non-tariff barrier.
3. Harmonization of rules and regulations as much as possible to make goods and services fungible products across national boundaries.
4. A fair and impartial appeal procedure where there are disputes on any of the above.

If we achieve these objectives or come close to doing so, I am sure that trade with these countries will grow significantly.

Sincerely,

Gerald B. Fedchun
President

GBF:ac

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: January 24, 2001 11:11 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: feedback FTA Central America

-----Message d'origine-----

De: Gary Johnson [mailto:gjohnson@bayly.com]
Date: 22 janvier, 2001 14:34
À: consultations@dfait-maeci.gc.ca
Objet: feedback FTA Central America

Dear Mr. Pettigrew:

Thank you very much for your interest in our views on a Free Trade Agreement with Central America. Our company designs and manufactures network access equipment for the telecom industry. Approximately 1/3 of our business comes from Latin America with Mexico currently our biggest growth market in the region.

We are in favour of a free trade agreement with Central America and look forward to receiving more details on the proposed agreement and the time-frame of its implementation.

Sincerely,

Gary Johnson
Vice President, Sales & Marketing
Bayly Communications Inc.

ps. your letter was addressed to Dr. Gus Marquez. Gus is no longer with Bayly. Please direct all communications directly to me.

thanks

R.A. (Sandy) Morrison
President and Chief Executive Officer
Direct line (613) 232-9602
smorrison@brewers.ca

February 5, 2001

Hon. Pierre Pettigrew, P.C., M.P.,
Minister for International Trade,
Lester B. Pearson Building,
125 Sussex Drive,
Ottawa, ON K1A 0G2

Dear Minister Pettigrew:

This will acknowledge your letter of January 15th requesting the views of our industry on the scope of the proposed free trade agreement between Canada and Central America.

While trade in beer between Canada and Central America is extremely limited, the Canadian brewing industry has consistently supported the "zero-for-zero" tariff structure between Canada and its' international trading partners. We would therefore be supportive of the proposed free trade agreement between these countries.

Thank you for providing the Brewers Association of Canada with the opportunity to comment on this initiative.

Yours sincerely,

CANADA BEEF EXPORT FEDERATION

August 2, 2000

Trade Policy Planning Division (EAI) / Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Delivered by Fax: 613-944-0757 8th St. N.E.

Calgary, Alberta

Canada T2E 7H7

Tel: 403 274-0005

Fax: 403 274-7275

Email: canada@cbef.comHome Page: <http://www.cbef.com>

Dear Sir/Madam:

Re: Free Trade with Central America

The Canada Beef Export Federation fully endorses the pursuit of a free trade agreement between Canada and Central America (El Salvador, Guatemala, Honduras and Nicaragua). Should these negotiations proceed, there are a number of beef related issues that we would support.

1. Zero tariff rates on all products of bovine origin (HS. 0201, 0202, 0206, 0210, 1602, hides, tallow and rendered meals) imported by partner nations. No quotas or TRQ's to be introduced on any product of bovine origin by partner nations.
2. National inspection authorities to allow importation of all products of bovine origin from all Canadian Food Inspection Agency (CFIA) inspected beef processing establishments. This "system wide" approval method would replace the current "establishment by establishment" approach.
4. Partner nations to commit that Canada will be automatically receive any preferred market access granted to any other supplying nation or region.
5. Partner countries to commit their SPS (inspection standards), labelling (country of origin), and animal health (OIE) standards will be consistent with recognized international standards and will not be used as non-tariff barriers to trade in products of bovine origin.
6. The Canadian cattle and beef industry advises extreme caution in opening access to either live cattle or processed bovine products from El Salvador, Guatemala, Honduras and Nicaragua. This is not inconsistent with our basic free-trade philosophy. CFIA must be completely assured that imported livestock and meat poses no animal health or food safety risk to the Canadian industry prior to establishing market access. Our lesson with Argentina must be that caution must take priority over the need to open our markets. The Canadian industry was legitimately at risk of being infected with foot and mouth disease when Argentina lost control over cross-border cattle movements - allowing the introduction of foot and mouth disease back into their herd. Canada must only begin importing livestock and meat products from a country after all CFIA's animal health and food safety concerns have been met.

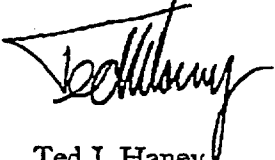


Canada Beef 

SERVING CANADIAN BEEF WORLDWIDE

Feel free to contact me at your convenience should you have any comments or questions regarding this issue. Thank you for your cooperation.

Yours truly,



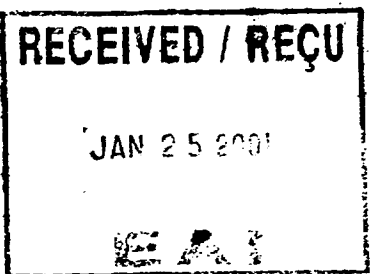
Ted J. Haney
President

CC: Larry Sears, Chairman
Peter Spurgeon, Technical Committee Chair



CANADA PORK INTERNATIONAL
CANADA PORC INTERNATIONAL

January 17, 2001



Trade Policy Planning Division (EAI) /Central America
Department of Foreign Affairs and International Trade
Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Dear Sirs:

This is in reply to Minister Pettigrew's letter of January 5, 2001 in which he requested our views on a possible free trade agreement between Canada and Central American countries (El Salvador, Guatemala, Honduras and Nicaragua).

Those four countries (with Panama and Costa Rica) are of definite interest to Canada Pork International and its members. We recently have gained access to Honduras and Nicaragua and are in the process of finalizing a veterinary protocol with Guatemala, although that does not prevent our exporters of shipping to that country at this time. We were planning to request the Canadian Food Inspection Agency to initiate discussions on a veterinary protocol with El Salvador very shortly, but we will now wait for a more appropriate time to do it given the recent earthquake.

Central America as a whole could become a significant market for Canadian pork over time. We could foresee selling more than 10,000 tonnes to that region at one point as economic conditions will improve and people will increase their meat consumption. Notwithstanding the veterinary issues, which will be outside the scope of a free trade agreement anyway, the Canadian pork industry feels that such an agreement will be beneficial with very few disadvantages, if any.

Do not hesitate to contact us should you require any additional information or input.

Jacques Pomerleau
Executive Director

Kenneth V. Georgetti President / Président
Nancy Riche Secretary-Treasurer / Secrétaire-trésorière
Jean-Glaude Parrot Executive Vice-President / Vice-président exécutif
Hassan Yussuff Executive Vice-President / Vice-président exécutif

Canadian Labour Congress
Congrès du travail du Canada



February 1, 2001

The Honourable Pierre S. Pettigrew
Minister for International Trade
House of Commons
Room 507 - Confederation Building
Ottawa, Ontario
K1A 0A6

Fax number: 995-9926

T-008 99-01

Dear Minister:

I have received the form letter sent by your Department regarding a proposed free trade agreement between Canada and Central America. Frankly, the letter has raised serious concerns for us on the government's approach to consultation on matters of such importance for our members, affiliated organizations as well as all of our trade union partners in the Americas. The method of consultation you have adopted does not foster a constructive dialogue that would allow us to exchange our views with you on these issues. Furthermore, as you know, in October 1999, the CLC, along with organizations of the Hemispheric Social Alliance submitted detailed analysis of the current trade regime to you and a number of FTAA trade ministers at the Civil Society Forum. To date, we have received no official response to those views. The lack of serious feedback from your office leads us to conclude that the Department is, in fact, carrying out a public relation exercise rather than a meaningful consultation on trade.

Before the Canadian Labour Congress is in a position to present you its views on the scope of this proposed agreement, we require a great deal of additional information to be supplied by the Department. For example:

- What safeguards will be included in the text of the proposed Canada-Central America agreement to guarantee the primacy and protection of fundamental rights and principles at work as well as all human rights (civil, political, cultural, social and economic)?
- How will the trade agreement encourage the governments of Central America to improve the implementation of labour legislation and enforcement of internationally recognized labour standards set by the International Labour Organization? This question specifically refers to guaranteeing the right to form and join unions in the growing number of maquiladora facilities in the region where workers are systematically dismissed, harassed, beaten and otherwise discouraged from attempting to organize a union or demanding their right to collectively negotiate contracts and working conditions? Similar problems exist in the banana sector where multinational companies are engaged in attempts to rid the industry of long-standing unions.
- What mechanisms will the new proposed agreement have to strengthen the ability of all governments of Central America to create or maintain laws, standards and regulations to protect the health, safety and well-being of their citizens and the environment they share? How will it support the frameworks designed in the Mitch reconstruction efforts rather than increase the historical vulnerabilities and erode Central American government's ability to drive their own process? How will it contribute to the eradication of devastating chronic poverty that the majority of Central Americans live in?

....2

- What checks and balances will it have on rights granted to foreign investors as opposed to local populations and workers?
- What non-tariff barriers to trade will it attempt to eliminate with regards to biotechnology and genetically modified foods (GMOs) in Canada's agricultural exports?
- How will it help Central Americans confront the devastating foreign debts and contribute to building sustainable development in the region?
- Is the agreement designed to take advantage of and lock in the structural adjustment programs which forced these countries to abandon domestic industry in favour of transnational corporate interests; turn their best agricultural lands over to export crops to pay off their national debt; curtail public spending on social programs and abandon universal health care, education and social security programs; privatize public services; deregulate their electricity, transportation, energy and natural resources sectors; remove regulatory impediments to foreign investment?

We believe that the Canadian Labour Congress, representing 2.3 million working Canadian men and women and their families, has much to contribute to any consultation regarding Canada's trade policy in Central America, and indeed, in all of the Americas. However, we do not believe that written submissions with tight time lines without an exchange of ideas is the way to proceed.

I look forward to your reply to the questions raised herein.

Sincerely,



Kenneth V. Georgetti
President

- cc: Officers and Assistants
Executive Committee
Honourable John Manley
Honourable Claudette Bradshaw
Bob Baldwin
Stephen Benedict
Sheila Katz
Pierre Laliberté

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CANADIAN BANK NOTE COMPANY, LIMITED

881 Lady Ellen Place
Ottawa, Ontario
K1Z 5L3

ESTABLISHED IN 1897

Tel. (613) 722-6607
Fax Nos. (613) 722-6494
722-3609

January 24, 2001

Honourable Pierre S. Pettigrew
Minister for International Trade
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Excellency:

Thank you for your letter dated January 5, 2001 regarding the Department of Foreign Affairs and International Trade Consultations for a free trade agreement between Canada and Central America.

Canadian Bank Note Company has been active in the region for several years. In the last three years we have developed business for more than \$10,000,000 in Honduras and Nicaragua. Annually, we have contributed approximately 2% of the total Canadian exports to the region. We are looking forward to expand our activities in these countries, as well as in El Salvador and Guatemala.

For the nature of our products, our customers are primarily government departments, such as Ministries of the Interior, Ministries of Foreign Affairs and Central Banks. In this regard, it is of vital importance for us that in the current negotiations of the free trade agreement carefully address public procurement.

We would like to take this opportunity to request information of how the Free Trade Agreement with these countries will affect financing programs from Export Development Corporation. We hope that in view of the interest in promoting Canadian products and services and once the Free Trade Agreement has been established, the Canadian Government will be in a position to provide better financing terms to these countries in order for Canadian companies to present more appealing financial proposals.

We estimate that the region has a business potential of approximately \$25,000,000 in the next three years. This business figure will be possible to achieve as countries move towards more sophisticated technologies for the issuance of passports, identity cards and

A Member of the Canadian Bank Note Group

Canadian Bank Note International Limited • grouptheory systems incorporated • McAra Printing Limited • CBN America Inc. • International Security Printers Inc.
Canadian Bank Note Overseas Limited • WANN Connection Devices Inc. • Creative Games International, Inc.

CANADIAN BANK NOTE COMPANY, LIMITED

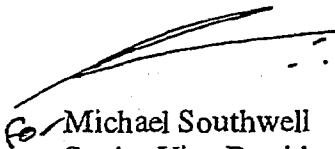
other travel documents, in addition to regular tenders for printed security documents such as banknotes and stamps.

Based on our experience in other territories, competitors of other OECD countries take advantage of the fact that their governments provide soft loans to developing countries for projects related to the modernization of the issuance of identification documents such as drivers' licenses, ID cards and passports, which could be a critical factor for the customer to allocate the project. This is a foremost concern for us since the Canadian Government does not provide such loans and we foresee a stronger positioning of our competitors for upcoming projects in Central America.

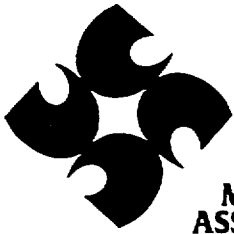
We trust that in view of the imminent signing of the free trade agreement with Central America the Canadian Government will be able to offer to these countries better financing terms for projects implying the transfer of Canadian technologies to governments in the region.

We are looking forward to strengthen our position in Central America and continue with our contribution to the Canadian exports to the region; goals that we can certainly achieve with the continuous support of the Canadian Government.

Most sincerely yours,



Michael Southwell
Senior Vice President, Sales and Marketing



CANADIAN
TOOLING &
MACHINING
ASSOCIATION

T-00903-01



February 8th, 2001

Honourable Pierre S. Pettigrew
Trade Policy Planning Division (EAI) / Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario K1A 0G2

Dear Minister Pettigrew:

Thank you for your letter of January 15th, 2001 regarding our views on the scope of a free trade agreement between Canada and Central America. Please be advised that Mr. Brian Taylor is no longer with our organization.

The Canadian Tooling & Machining Association (CTMA) represents Canadian companies involved in the Tool, Die, Mould, Precision Machining and Machinery sectors. We believe in encouraging free trade, however the majority of our members are not as familiar with Central America as they are with Argentina, Brazil or Mexico.

Our members are open to ideas and need an opportunity list to respectively satisfy the needs of clients in Central America.

We encourage you to continue this dialogue and call upon us for support.

Yours truly,

Louis M. Papp, FSME, PE
Executive Director

cc: Mr. Ed Glover, CTMA President



CANADIAN MEAT COUNCIL
CONSEIL DES VIANDES DU CANADA

January 29, 2001

BY FAX (613) 944-0757

The Honourable Pierre S. Pettigrew
Minister of International Trade
Trade Policy Planning Division (EAI) / Central America
Department of Foreign Affairs and International Trade

Dear Mr. Pettigrew:

**RE: RESPONSE TO YOUR LETTER OF JANUARY 15, 2001
ON A POTENTIAL FREE TRADE AGREEMENT
WITH EL SALVADOR, GUATEMALA, HONDURAS, AND NICARAGUA**

The Canadian Meat Council membership is very supportive of Canada negotiating a free trade agreement as explained in your letter of January 15, 2001 on this matter. This industry sector envisages good potential for exports to that region and as a stepping-stone to other regions of South America.

The Canadian Meat Council is the trade association of Canada's federally inspected packers and processors of red meat. It has 46 regular member companies operating 92 Canadian plants and 62 associate member companies. Plants must be federally inspected in order to export. This industry sector has a total annual output of \$11 billion and exports of \$3.8 billion of red meat not counting any live animals.

Yours truly,

Robert L. Weaver
General Manager

cc: Canadian Meat Council Regular Member Representatives

/lb; g: Campbell\Rock-VandiefLtr01Jan.doc

Last name: Etcheto
First name: Diego
e-mail address: detcheto@inovatech.ca
Company Name: Canadian Inovatech
Province: British Columbia

Feuillets de transmission par télécopieur Post-it™ Fax Note	Date 7871B	# of pages Nbre de pages	1
To / À D. DUBIEN	From / De P. HALLEY		
Co./Dept. / Cie/Service	Co. / Cie		
Phone # / N° de tél.	Phone # / N° de tél.		
Fax # / N° de télécopieur 949-0757	Fax # / N° de télécopieur		

Questions

Please comment on:

1) Areas of export interest, including products for which the CA-4 countries should eliminate tariffs more rapidly and/or remove other barriers to trade.

We are a food ingredients company specializing in egg products. We would like to see tariffs for the export of egg products removed. Currently there is only one egg processor in Central America (in El Salvador, I believe it is owned by Cutler, an American firm) and they cannot adequately supply the market. By reducing tariffs we will be helping Canadian exports and the local food processors who must import most of their egg supply from Canada and the U.S. or buy shell eggs and go through the expensive and inefficient process of breaking eggs themselves, often discarding the majority of the egg and using only the yolk.

Lowering tariffs will help us be more competitive with the American processors, who are the main competition in that market. Currently, due to the tariff structure between Canada and Mexico on eggs (we pay a 20% tariff while the Americans pay 4% this year, 2% in 2002 and 0% in 2003), it is virtually impossible for Canadian processors to compete with American processors in the Mexican market. We do not want to see that happen in Central America.

We are a food ingredients company specializing in egg products. We would like to see tariffs for the export of egg products removed. Currently there is only one egg processor in Central America (in El Salvador, I believe it is owned by Cutler, an American firm) and they cannot adequately supply the market. By reducing tariffs we will be helping Canadian exports and the local food processors who must import most of their egg supply from Canada and the U.S. or buy shell eggs and go through the expensive and inefficient process of breaking eggs themselves, often discarding the majority of the egg

2) Areas where there may be concerns if access to the Canadian market was to be improved for products from CA-4 countries.

I think that the reason for the current tariff structure between Canada and Mexico on egg products is the fear of CEMA that Mexican eggs will come north. We are not concerned that opening up the egg market between Canada and Central America will affect the Canadian egg market. Again, there is only one processor, it is inefficient, and egg costs in Central America are much higher than here, and always will be until Central America becomes a grain belt. The only effect will be to increase Canadian exports south by allowing Canadian processors to compete better with the American companies.

I think that the reason for the current tariff structure between Canada and Mexico on egg products is the fear of CEMA that Mexican eggs will come north. We are not concerned that opening up the egg market between Canada and Central America will affect the Canadian egg market. Again, there is only one processor, it is inefficient, and egg costs in Central America are much higher than here, and always will be until Central America becomes a grain belt. The only effect will be to increase Canadian exports south by allowing Canadian processors to compete better with the American companies.

3) Suggestions on trade facilitation issues e.g. impediments related to customs or other import-related procedures.

4) The possible inclusion of services within the scope of negotiations and services sectors in CA-4 markets that could be a target for further liberalization (eg. market access issues such as limitations on the number of firms or individuals allowed in a foreign market to provide a service).

5) The possible inclusion of investment within the scope of negotiations, problems faced by Canadian investors in CA-4 countries and the type of rules that would provide Canadian investors with better access, treatment and protection for their investments (Describe any investment barriers or impediments, such as limits on foreign investment, local content requirements, restrictions on capital transfers, etc., that you may have encountered because you are a foreign investor).

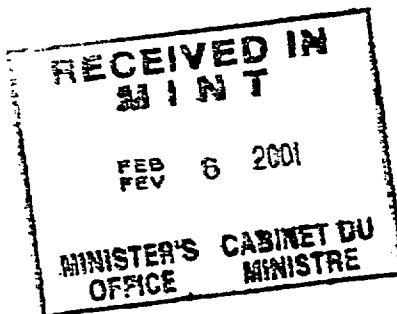
T-00701-01



CANADIAN OILSEED PROCESSORS ASSOCIATION

February 2, 2001

The Honourable Pierre Pettigrew
Minister for International Trade
Lester B. Pearson Building
5th Floor, Tower B
125 Sussex Drive,
Ottawa, Ontario.
K1A 0G2



2150 - 360 Main Street
Winnipeg, Manitoba
R3C 3Z3

Phone: 204-956-9500
Fax: 204-956-9506
Email: copa@mb.sympatico.ca

MEMBERS:
ADM Agri-Industries Ltd.
CanAmera Foods
Canbra Foods Ltd.
Cargill Limited

Dear Minister:

We have your letter of January 15 advising of Canada's intention to pursue a free trade agreement with El Salvador, Guatemala, Honduras and Nicaragua. Thank you for inviting the views of our industry in this undertaking.

COPA Supports Free Trade Negotiations

The members of COPA are strong advocates of all political and administrative efforts that lead to more liberalized trade. The oilseed processing industry through COPA has worked persistently over many years with your Departmental staff towards global free, fair and equitable trade in oilseed products. We appreciate the strong support of the DFAIT personnel and their Ag. Canada colleagues in this endeavour. But the members of COPA are frustrated because after more than 20 years of diligent effort, this industry continues to face significant trade barriers in some countries where we believe the Government of Canada could have taken a stronger stand. The outdated and indefensible vegetable oil import tariffs maintained by a mature Japanese economy exemplifies necessity for redress in one area of our negotiating strategy.

Notwithstanding this ongoing concern, the members of COPA remain committed to partnership with you and your staff in continuing the push for free trade.

Along with our industry allies in other major oilseed processing/exporting nations (U.S.A., EU, Brazil and Argentina) COPA has been actively promoting a sectoral zero-for-zero level playing field trade policy for oilseed products. We are optimistic that this will result in a deliverable for your trade negotiating team who are known as effective leaders in this campaign at Geneva.

Guiding Principles for the Proposed Central American FTA

Vegetable oil consumption in these Central American countries is increasing - up to 3.5% p.a. with a potential for increasing exports from Canada. In total, Canada exported about 10 thousand tonnes of canola oil to these markets in 2000, worth about \$6 million. Some of that amount was provided under Canada's food aid program for this region. COPA has assessed your proposed trade agreement in the context of this market opportunity and believes there are merits, but only if the agreement enshrines principles that are trade-creating, rather than protectionist in nature. An agreement that provides for imbalanced reciprocal commitments, such as protracted phasing of market access into Central American markets and immediate opening of Canada's markets, is of little interest to COPA members. We trust that Canada's interest in this proposal is truly a free trade initiative.

Central America Trade Fundamentals for COPA

The members of COPA advocate several fundamental articles that must be embodied in the trade negotiations with the above-mentioned four Central American nations. From the perspective of the oilseed processing industry in Canada, any such negotiated agreement must include;

- (i) provision for the zero-for-zero level playing field agreement in oilseed products (i.e. elimination of import tariff and non-tariff barriers, prohibition in the use of export subsidies and domestic supports that are not trade distorting),
- (ii) real improvements in market access for Canadian oilseed products and not simply a trade advantage for other sectors at the expense of oilseed products.

Specific Industry Trade Objectives

Issues for the oilseed products sector which must be must addressed in your negotiations;

- (i) development of palm production is being promoted in this region with the support of import tariff protection. Any trade agreement that Canada negotiates must ensure tariff-free access for Canadian vegetable oil products,
- (ii) the use of tariff escalation (higher tariffs on more processed oilseed products) is known in these countries. Any agreement Canada negotiates with these four nations must prohibit the use of this practice,
- (iii) the use of producer subsidies for cotton and palm producers is known in this region. Canada's negotiations must result in an agreement which limits such support to a non-trade distorting level.

Responsible Food Aid Administration

We know it is not politically acceptable to link commercial conditions to the provision of food aid, but the members of COPA suggest that with or without the completion of a trade agreement in this Central American region, Canada should limit its provision of any vegetable oil food aid to an emergency basis only until a free and open market in edible vegetable oil is established. The provision of vegetable oil food aid to any recipient nation that employs discriminatory market access provisions for its' commercial market purchases is not acceptable to members of COPA.

We offer these comments as constructive guidance for your endeavours in this Central American trade thrust and in the best interests of Canadian trade pursuits in this region.

Sincerely,



Robert Broeska
President

Cc: The Honourable Lyle Vanclief
Mr. Doug Waddell
Ms. Suzanne Vinet

Dubien, Deric -EAI

From: C Carter [ccarter@cctfa.ca]
Sent: February 7, 2001 10:47 AM
To: 'deric.dubien@dfait-maeci.gc.ca'
Subject: Canada/Central America Free Trade Agreement

Deric Dubien
Trade Policy Officer
Trade Policy Planning Division (EAI)
Department of Foreign Affairs and International Trade
Lester B. Pearson Building
125 promenade Sussex Drive
Ottawa, Ontario, K1A 0G2
Tel. : 613-996-4319
Fax: 613-944-0757
E-mail : deric.dubien@dfait-maeci.gc.ca

This e-mail will confirm that the Canadian Cosmetic, Toiletry and Fragrance Association (CCTFA) is supportive of Canada's efforts to implement a free trade agreement with Central America. Our comments are provided in response to the letter dated January 15, 2001 from the Honourable Pierre Pettigrew to CCTFA President Mr. Charles A. Low. For the record, we are also supportive of the implementation of internationally harmonized ingredient labelling for cosmetics in order to enhance international trade. We remain frustrated with the lack of progress by Health Canada in implementing new Cosmetic Regulations since the project began more than five years ago. DFAIT's efforts in facilitating progress in this area will be more beneficial to Canadians than a free trade agreement with Central America.

Sincerely,

Carl Carter
Director, Regulatory Affairs
CCTFA
ccarter@cctfa.ca



Canadian Poultry and Egg Processors Council
Conseil canadien des transformateurs d'oeufs et de volailles

January 24, 2001

Trade Policy Planning Division (EAI) / Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Fax: 944-0757

Attention: Honourable Pierre S. Pettigrew
Minister for International Trade

Subject: Free Trade Agreement – Canada and Central America

Dear Minister Pettigrew,

Thank you for your letter of January 15th, 2001 in which you provide our Council with the opportunity to comment on the above-noted trade negotiations.

We understand that the Canadian government's position regarding regional trade negotiations is that the same principles will be followed as those which have been adopted for the WTO negotiations. We support this position and feel strongly that no concessions should be made with respect to trade for poultry meat or eggs which are not consistent with the WTO.

We appreciate the opportunity to provide our input and extend our best wishes for success in reaching an acceptable agreement.

Yours truly,

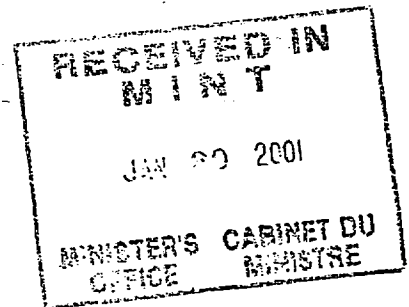
R.M. Anderson
President and CEO



T-00471-01

January 22, 2001

Hon. Pierre Pettigrew,
Minister for International Trade
C/o Trade Policy Planning Division (EIA)/Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2



Dear Minister;

Thank you very much for your letter of January 15 asking for our views on the scope of a free trade agreement between Canada and Central America.

Founded in 1981, *The Canadian Association of Mining Equipment and Services for Export (CAMESE)* is the national voice for Canada's mining equipment and service exporters. Its more than 250 corporate members across the country supply the entire mining industry spectrum including mineral exploration, mine development, mining, mineral processing, environmental monitoring, smelting and refining. In addition to providing members with information and advice, advocacy and an international marketing program, CAMESE is most interested in providing foreign brokers or end-users with reliable sources of all types of goods and services used in the mining industry.

Our association is in favour of free or freer trade with emerging countries. Mining is a growing industry in many of these nations and, indeed, Canadians are leading the way in exploration and development on thousands of mineral properties in some 100 countries. Most developing countries do not have the industrial framework to support a modern mining industry. Thus, they benefit from the relatively sophisticated products and services exported to the mining world by Canadian companies. Further, our competitors in these markets are from other developed countries. Thus, any trade advantage we have over these competitors benefits our exporters and the Canadian economy.

Mining is not a major industry in Central America, however the market is one that is of interest to CAMESE member firms. Thus, we support your initiative to work towards free trade and improved trading relationships with Central America.

Yours sincerely,

CAMESE

Jon G. Baird, B.Sc., P.Eng.,
Managing Director



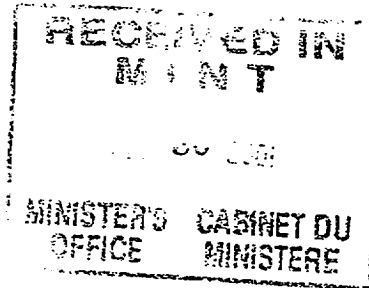
CANADIAN PRINTING INDUSTRIES ASSOCIATION
ASSOCIATION CANADIENNE DE L'IMPRIMERIE

Representing the pre-press, press, bindery and allied industries • Représentant l'industrie de pré-press, d'impression, de finition et des activités connexes.

T-00523-01

January 25, 2001

The Honourable Pierre S. Pettigrew, P.C., M.P.
Minister of International Trade
House of Commons
507 Confederation Building
Ottawa, Canada K1A 0A6



Dear Minister:

Thank you for your letter dated January 15, 2001, in which you solicit our views on a proposed free trade agreement with Central America.

The Canadian Printing Industries Association (CPIA) supports economic and political systems based on individual freedom and the competitive free enterprise. As such, we would encourage your Department to explore the feasibility of negotiating a free trade agreement with Central America. In doing so, we would ask that attention be given to the procedural issues that arise from these agreements. Unfortunately, our industry continues to experience problems with protectionist forces south of the border. There is growing concern from Canadian firms with what appears to be an increasingly unlevelled trade playing field. The recent introduction by the U.S. government of programs that can only be described as non-tariff barriers has exacerbated the problem. Three problem, in particular, have been cited:

- **U.S. CUSTOMS COMPLIANCE MEASUREMENT PROGRAM.** Introduced in the fall of 1994, it involves a statistical random inspection of shipments across the border.
- **LINE RELEASE PROGRAM.** A program introduced to expedite customs clearance for low-risk, high volume entries. In 1999, U.S. Customs decided to change the rules and complicate matters by returning to the old system. Many argue that this is a direct attack on printing firms exporting to the U.S.
- **BORDER CARGO SELECTIVITY PROGRAM.** Implemented in 1995, this program was designed to tighten security at the U.S. border. This program, as designed, poses a large problem to firms who distribute to Multiple U.S. destinations as it requires all of the client's IRS numbers to be listed on the customs papers. It is not realistic or feasible for the distributor to be expected to get IRS numbers for all of the clients on their distribution list.

FTA and NAFTA were supposed to open the borders, not close them. Non-tariff barriers such as those aforementioned are just as pernicious as trade barriers and are often worse because they are unexpected.

Your direct involvement on these issues would certainly be of assistance and we would welcome an opportunity to discuss them with you at your convenience.

Sincerely,

A handwritten signature in cursive script, appearing to read "Don N. Gain". The signature is fluid and somewhat stylized, with a large initial "D" and "G".

Don N. Gain
Chairman of the Board



**Canadian Association
Paraplegic canadienne des
Association paraplégiques**

T-00451-01

National Office • Bureau national
230-1101 prom. Prince of Wales Drive, Ottawa, Ontario K2C 3W7
Tel.: 613 723-1033 • Fax: 613 723-1060
E-mail: cpanational@canparaplegic.org
Web: www.canparaplegic.org

Harvey DeCock
National President • Président national

Honourary Board of Directors
Membres du conseil honoraire

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Dominion of Canada General
Insurance Company

Theresa Firestone
Pfizer Canada Inc.

Robert M. Franklin
Placer Dome Inc.

Michael C. Holiday
Harbour Printing &
Distribution Ltd.

Douglas W. Knight
Counsel Corporation

Paul Lamontagne
Look Communications Inc.

R. Michael Latimer
OMERS Realty

The Honourable
Edward C. Lumley, P.C.
Nesbitt Burns Inc.

David C. W. Macdonald
UBS Bunting Warburg

Andrew MacDougall
Spencer Stuart Executive Search

Eugene C. McBurney
Griffiths McBurney & Partners

Ted Nation
Goodgoll Curtis Inc.

David P. O'Brien
Canadian Pacific

Jim T. Rager
Royal Bank of Canada

James A. Richardson
James Richardson & Sons, Limited

Bruce Sinclair
Waverider Communications Inc.

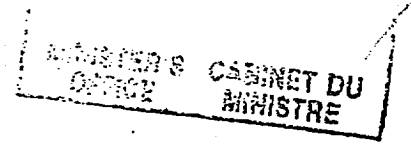
John H. Tory, Q.C.
Rogers Cable Systems Limited

The Honourable
Michael H. Wilson, P.C.
RBC Dominion Securities Inc.

Milton Wong
HSBC Asset Management

January 23, 2001

The Hon. Pierre S. Pettigrew
Minister for International Trade
c/o Trade Policy Planning Division (EAI)/Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2



Dear Mr. Pettigrew,

Thank you so much for your letter inviting the Canadian Paraplegic Association to provide input into the scope of a free trade agreement between Canada and Central America. We consider consultation with the voluntary sector as vital in this process and we appreciate the opportunity to present the views of our Association.

The Canadian Paraplegic Association (CPA) is neither an importer nor an exporter of goods to Central America. The Association assists persons with spinal cord injuries and other physical disabilities to achieve independence, self-reliance and full community participation. While the bulk of our efforts take place here in Canada, in recent years we have been invited to take our expertise in providing programs and services for persons with disabilities to Central America. We currently receive funding from the Canadian International Development Agency (CIDA) for this programming and last fall undertook the first phase of a project in El Salvador. Our members tell us they are particularly proud of our efforts internationally.

In keeping with our mandate, the Canadian Paraplegic Association would request that any free trade agreement, with any country, include standards and realistic quotas for the hiring of people with disabilities, especially within those sectors and goods outlined in the agreement itself. The first step towards the establishment of such standards and quotas must involve the removal of existing barriers to employment and the assurance of appropriate legislation in the area of .../2

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DOMINION OF CANADA
General Insurance Company

accessibility. These measures are also important to consider as many CPA members and clients operate businesses and may have an interest in exploring opportunities abroad.

CPA has a long history of raising awareness and advancing efforts on behalf of persons with spinal cord injury and other physical disabilities in Canada. Based on our past experience and our current international development work, CPA is prepared, at a cost, to offer assistance in developing such criteria and helping to implement the associated awareness campaigns within those countries as outlined in the free trade agreement.

Finally, we would like to stress that Canada has been long recognized for our "aid" efforts in Central America and other less developed regions. These efforts need to be taken into consideration in any free trade agreement and cannot be sacrificed by any new arrangement.

Should you be interested in discussing this further, I would be happy to meet with you at a mutually convenient time. In the meantime, thank you once again for inviting our feedback.

Yours sincerely,



François Bélisle
Chief Executive Officer

Canadian Drug Manufacturers Association



L'Association Canadienne des
Fabricants de Produits Pharmaceutiques

4120 Yonge Street, Suite 409
Toronto, Ontario
Canada M2P 2B8
Telephone: (416) 223-2333
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1180, rue Drummond, Bureau 400
Montréal (Québec)
Canada H3G 2S1
Téléphone : (514) 393-3728
Télécopieur : (514) 393-1024

E-mail: info@cdma-acfpp.org

February 6, 2001

Trade Policy Planning Division (EAI) / Central America
Department of Foreign Affairs & International Trade
125 Sussex Drive
Ottawa, ON K1A 0G2

Fax: 613-944-0757

Dear Sirs:

Thank you for your letter of January 15, 2001 regarding a potential Canada – Central America free trade agreement.

Canada's generic drug industry applauds efforts by the Canadian government to engage in free trade with Central America. Having said this, you should understand that this region is not of great importance to our companies.

Whenever possible we would urge the government to focus on the bigger markets in Latin America, in particular Brazil and Argentina.

We appreciate being consulted and hope to be kept aware of future trade negotiations.

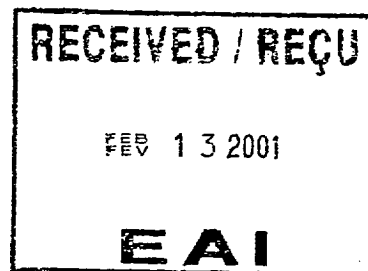
Yours truly,

Jim Keon
President

JK/lp

trade policy – feb 6, 2001

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<http://www.cdma-acfpp.org>



February 1, 2001

Trade Policy Planning Division
(EAI)/Central America
Department of Foreign Affairs
& International Trade
125 Sussex Drive
Ottawa, ON K1A 0G2

Dear Sir,

Further to Minister Pettigrew's letter dated January 15, 2001, I wish to advise you that the sale of eggs abroad is handled by the Canadian Poultry and Egg Processors Council (CPEPC). It is my understanding that they will be responding on our behalf shortly.

Thank you for including the Canadian Egg Marketing Agency in your consultation process.

Sincerely,

David H. Clemons, P. Ag.
Executive Director

1501-112, rue Kent St.

Ottawa, Ontario

K1P 5P2

☎ (613) 238-2514

☎ (613) 238-1967

✉ info@canadaegg.ca
www.canadaegg.ca



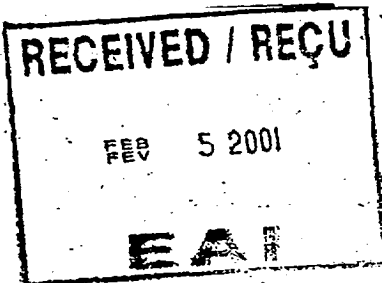


CANADIAN ALLIANCE
OF AGRI-FOOD
EXPORTERS

January 24, 2001

Department of Foreign Affairs and International Trade
Trade Negotiations Consultations (Central America)
Trade Policy Planning Division (EAI)
125 Sussex Drive
Ottawa, Ontario K1A 0G2

Email: consultations@dfait-maeci.gc.ca



Re: Trade Negotiations with El Salvador, Guatemala, Honduras and Nicaragua

On behalf of the Canadian Alliance of Agri-Food Exporters (CAAFE) and its 20 members, I write to comment on the proposed free trade negotiations between Canada and the central American countries of El Salvador, Guatemala, Honduras and Nicaragua.

The CAAFE brings together 20 associations, organizations and companies representing Canadian producers and primary processors. We have the common goal of achieving more liberalized international trade in agriculture and agri-food.

While our primary focus is on multilateral trade negotiations, the CAAFE supports regional and bilateral efforts to reduce barriers to trade in agriculture and agri-food products, provided that these efforts do not undermine the longer term goal of maximum reductions in agricultural tariffs on a global and reciprocal basis. It is in this context that we make our comments on the proposed negotiations.

1. **Overriding conditions for entering negotiations** – If Canada is to enter into negotiations with these countries, the goal must be real improvements in access for all Canadian products on a commodity specific basis. We will not support regional agreements that result in gains for one sector (e.g. telecommunications and automotive parts) at the expense of another (e.g. refined sugar).
2. **Specific Commodity Concerns** - As your discussion document notes, these countries are very small export markets for Canadian agriculture and agri-food products. With the right trade agreements in place however, there is potential for expansion of Canadian exports of pork, pulse crops such as dried beans and peas and lentils, canola oil and canola meal. Small amounts of all of these commodities have been exported to all four of the countries being considered for free trade agreements.

Suite 724
90 Sparks Street
Ottawa, Ontario
K1P 5B4
Tel.: (613) 594-4976
Fax: (613) 232-7043

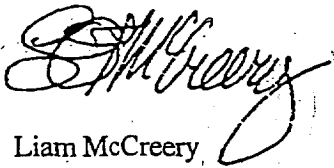
Canola and soybean oil and meal - consumption of vegetable oil in these countries is increasing (3.5% annually in El Salvador), increasing potential for increased exports of Canadian oil. To realize the potential, Canada must ensure that Canadian product is accorded the same access as that of palm oil, which is currently the main vegetable oil used. In addition, it is important to ensure that the "tariff escalation" currently in place on refined versus crude oil is eliminated, and that Canadian oil gets the same access as that accorded to current regional trading partners.

Pork and Beef - exports of Canadian pork to this region have been very small, but have been increasing to Honduras and Guatemala. There have been no significant exports of cattle or beef from Canada. As the economic conditions in these countries improve, the potential for increased demand for Canadian pork and beef exists with the complete removal of tariffs and non-tariff barriers on a reciprocal basis. Canada must ensure that these countries agree to adhere to internationally recognized and accepted sanitary and phyto-sanitary protocols. In addition, it will be extremely important that Canada ensure that these countries are clean of all Schedule A diseases, and that the Canadian Food Inspection Agency is satisfied with the inspection and sanitation systems in these countries so as not to put our livestock and meat industries at risk. Our livestock and processor members also encourage negotiators to seek system-wide approval for all meat processing establishments that are inspected by the Canadian Food Inspection Agency.

In conclusion, the CAAFE sees value in pursuing regional free trade agreements such as the proposed agreement with these central American countries, provided that they complement and reinforce efforts to achieve more open trade on a reciprocal basis internationally, and they do not compromise any one sector of the Canadian economy in order to benefit another.

We look forward to regular updates on these negotiations, and would be pleased to provide assistance and information at any time.

Yours Truly,



Liam McCreery
President

c.c. Suzanne Vinet, Director General, International Trade Policy Division, Agriculture and Agri-Food Canada

Dubien, Deric -EAI

From: Don Mockford [mockford@attcanada.ca]
Sent: February 7, 2001 8:59 AM
To: deric.dubien@dfait-maeci.gc.ca
Subject: Free Trade Agreement Between Canada and Central America

Deric:

In response to the Minister's recent letter to the Canadian Recreational Vehicle Association on the consultations to establish a Free Trade Agreement Between Canada and Central America, I would like to advise you that the RV manufacturing industry and the Association support the Department's initiatives in this area.

Currently, there is very little, if any, trade activity in our industry between Canada and Central America. Establishing the proposed free trade agreement would provide increased opportunities for the industry and thus be beneficial.

Thank you for the opportunity to comment on this trade initiative.

Don Mockford
Executive Vice President
Canadian Recreational Vehicle Association
Tel: (416) 971-7800
Fax: (416) 971-5411
email: <mailto:don@crva.ca>

Visit CRVA on the Internet at <http://www.crva.ca>



February 9, 2001

Trade Policy Planning Division/Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa K1A 0G2
Fax: 613-944-0757

File Diary

Dear Sir/Madam:

This letter is in reply to correspondence of January 15, 2001 from Minister Pierre Pettigrew, requesting views on a potential bilateral free trade agreement between Central America and Canada. I would first like to thank you for the opportunity to provide input on this issue.

We encourage the development of a trade agreement with Central America. While one of Central America's strength in agriculture and food production is focused on different products from Canada's strength often collaboration in research establishes contacts and goodwill which result in commodity trade relationships.

We encourage the opportunity to foster international cooperation and coordination of research and technology transfer activities in order to take full advantage of the new opportunities generated by advances in science and respond to the increasing challenges and research needs presently faced by the agricultural sector. Agreement with Central America will presumably provide an opportunity for freedom to operate to exchange genetic material between scientists. Further benefits of linkages with Central America will include the exchange of information and knowledge and potential partnerships or networks of researchers.

The Canadian Agri-Food Research Council (CARC) provides leadership in coordination and networking of research and technology transfer and is a catalyst for building consensus on research prioritization in Canada. In fulfilling its role, CARC has recently appointed a liaison to the Global Forum for Agricultural Research whose mission is to "Help mobilize the various stakeholders that constitute the global agricultural research community, in their efforts to alleviate poverty, increase food security and promote the sustainable use of natural resources." Obviously, an agreement with Central America Rica would promote this mission.

In your request for input from national organizations more closely involved in trade, I am sure that you will hear that Central America could be a good trading partner for Canada.

Yours sincerely,

A handwritten signature in black ink, appearing to be "N. Hoag", with a long horizontal flourish extending to the right.

Norris W. Hoag
CARC Chairperson

cc: CARC Board

C:\LINDA\GENCORRE\central america feb 2001.wpd

Last name: Jones
First name: Katherine
e-mail address: katherine.jones@cancercare.on.ca
Company Name: Cancer Care International
Province: Ontario

Questions

Please comment on:

1) Areas of export interest, including products for which the CA-4 countries should eliminate tariffs more rapidly and/or remove other barriers to trade.

Healthcare Services ie consultation, training, telemedicine, facility design and construction, program development

Healthcare Services ie consultation, training, telemedicine, facility design and construction, program development

2) Areas where there may be concerns if access to the Canadian market was to be improved for products from CA-4 countries.

3) Suggestions on trade facilitation issues e.g. impediments related to customs or other import-related procedures.

remove all taxes and tariffs on import of medical equipment

remove all taxes and tariffs on import of medical equipment

4) The possible inclusion of services within the scope of negotiations and services sectors in CA-4 markets that could be a target for further liberalization (eg. market access issues such as limitations on the number of firms or individuals allowed in a foreign market to provide a service).

5) The possible inclusion of investment within the scope of negotiations, problems faced by Canadian investors in CA-4 countries and the type of rules that would provide Canadian investors with better access, treatment and protection for their investments (Describe any investment barriers or impediments, such as limits on foreign investment, local content requirements, restrictions on capital transfers, etc., that you may have encountered because you are a foreign investor).

6) Any other issue of interest to your firm.

Names and email address(es) for other people you think would like to provide their views and comments on this free trade agreement initiative:
(Separate multiple values with a semi-colon ";")

Would you like to be kept informed of the results of this consultation by email?

Yes

No

</div>

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<div align="center">

<div></div>

Last name: Wells
First name: Gordon A.
e-mail address: gordon@tradexagriSYSTEMS.com
Company Name: CanEd International Inc.
Province: Alberta

#300
4500-16 Avenue
Calgary T3B 0M6

Questions

Please comment on:

1) Areas of export interest, including products for which the CA-4 countries should eliminate tariffs more rapidly and/or remove other barriers to trade.

Livestock genetics & bovine semen, special crops (peas, beans, lentils, etc), meat products, feed grains and canola meal, agricultural equipment, and consulting services (if applicable).

Livestock genetics & bovine semen, special crops (peas, beans, lentils, etc), meat products, feed grains and canola meal, agricultural equipment, and consulting services (if applicable).

2) Areas where there may be concerns if access to the Canadian market was to be improved for products from CA-4 countries.

None
None

3) Suggestions on trade facilitation issues e.g. impediments related to customs or other import-related procedures.

Food Inspection regulations, import permits
Food Inspection regulations, import permits

4) The possible inclusion of services within the scope of negotiations and services sectors in CA-4 markets that could be a target for further liberalization (eg. market access issues such as limitations on the number of firms or individuals allowed in a foreign market to provide a service).

Yes, please include this issue for freer movement of goods and services.
Yes, please include this issue for freer movement of goods and services.

5) The possible inclusion of investment within the scope of negotiations, problems faced by Canadian investors in CA-4 countries and the type of rules that would provide Canadian investors with better access, treatment and protection for their investments (Describe any investment barriers or impediments, such as limits on foreign investment, local content requirements, restrictions on capital transfers, etc., that you may have encountered because you are a foreign investor).

Limitation on foreign ownership, repatriation of profits, high taxes, restrictions on ownership of land
Limitation on foreign ownership, repatriation of profits, high taxes, restrictions on ownership of land

6) Any other issue of interest to your firm.

Free trade zones
Free trade zones

Names and email address(es) for other people you think would like to provide their views and comments on this free trade agreement initiative:

(Separate multiple values with a semi-colon ";")

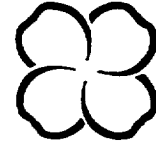
Would you like to be kept informed of the results of this consultation by email?

Yes
 No

Feuillets de transmission par télécopieur Post-it™ Fax Note	Date 76718	# of pages n° de pages	15
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Co./Dept. / Cie/Service	Co. / Cie		
Phone # / N° de tél.	Phone # / N° de tél.		
Fax # / N° de télécopieur 944-0757	Fax # / N° de télécopieur		

T-00762-01

CANOLA COUNCIL
OF CANADA



February 5, 2001



400-167 Lombard Ave.

Winnipeg, MB

Canada R3B 0T6

204-982-2100

Fax 204-942-1841

The Honorable Pierre Pettigrew
Minister for International Trade
House of Commons
Ottawa, Ontario
K1A 0G2

Dear Minister Pettigrew:

Thank you for your letter of January 15th in which you afford us the opportunity to comment on the agreement of Prime Ministers and Presidents to pursue a free trade agreement between Canada and Central America.

The Canola Council of Canada is a member of the Canadian Alliance of Agri-Food Exporters. I am aware Liam McCreery, the president of that Alliance, sent you a letter with comments on January 24th. As a member of the Alliance, Mr. McCreery's comments are a reflection of our comments as well.

More specifically, the Canadian canola industry fully endorses trade negotiations that lead to freer world trade in agricultural products and, more specifically;

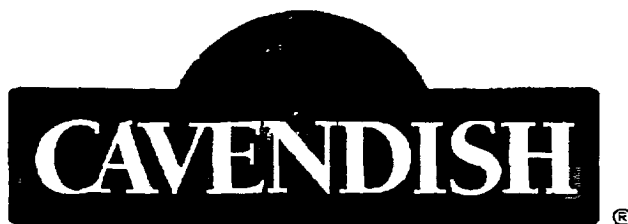
- that achieves equal tariff & non-tariff trade barrier treatment between canola seed and canola products (canola oil & canola meal);
- that achieves equal tariff & non-tariff trade barrier treatment for canola & canola products as compared to competing oilseeds & their products; and
- that achieves the greatest possible reduction in all tariff & non-tariff barriers to trade in canola & canola products.

In addition to the above over-riding objectives for our trade strategy, it is imperative any trade agreement Canada enters into also deals concretely with the issues arising around the trade in genetically modified grain & oilseed products. Lack of an international harmonization of science based food, feed and environmental safety of these products is rapidly becoming a major issue. Lack of harmonization in regard to testing procedures, sampling procedures and tolerances for adventitious material is already a major issue.

I hope these few brief comments are helpful in having you understand our key priorities.

Sincerely

Dale Adolphe
President



February 14, 2001

Trade Policy Planning Division (EAD) / Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2
Fax: (613) 944-0757
E-mail: consultations@dfait-maeci.gc.ca

Attention: Minister Pierre Pettigrew

Dear Sir:

We appreciate receiving your letter of January 15, 2001 in regards to consultations on a free trade agreement between Canada and Central America.

We endorse and fully support a free trade agreement between Canada and Central America, and would like to suggest that frozen pre-fried potato products be given a duty free concession.

We look forward to receiving the results of your negotiations and to increasing the movement of pre-fried frozen potato products into the Central America region.

Sincerely,

A handwritten signature in black ink that reads "Robert K. Irving". The signature is stylized and cursive.

Robert K. Irving

RKI/bc

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: January 24, 2001 10:09 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Central America Free Trade Discussions

-----Message d'origine-----

De: Roger March [mailto:css2@globalserve.net]
Date: 24 janvier, 2001 10:12
À: consultations@dfait-maeci.gc.ca
Objet: Central America Free Trade Discussions

To whom it may concern,

I represent the Canadian division of CSS Canada Trading Co.Inc.; which is a subsidiary of CSS Trading Inc. of Colorado, U.S.A..

The proposed free trade agreement would mean an opportunity for a more competitive business environment pertaining to the importation of garments currently being imported and manufactured by CSS Trading in Guatemala.

CSS Trading currently employs over 700 workers in our Guatemalan operation. The plant produces a variety of formal shirts, dress shirts,pants and uniform/hospitality products.

As one of only two importers located in Canada dedicated primarily to serving the formalwear industry and the only company that owns its' own manufacturing operation, this free trade agreement would be more than welcome.

Should you have any questions, please don't hesitat to contact me at 888-741-6666 or by return e-mail.

Thank you for your time and interest in this matter.

Sincerely,

W.R.March

Director of sales and marketing CSS Trading Co. Inc., Canada

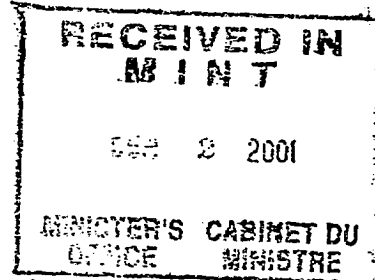


**DÉVELOPPEMENT
ET PAIX**

T-00627-01

Organisation catholique canadienne pour le développement et la paix

Le 26 janvier 2001



Monsieur Pierre Pettigrew
Direction de la planification de la politique commerciale (EAI) /
Amérique centrale
Ministère des Affaires étrangères et du Commerce international
125, promenade Sussex
Ottawa (Ontario)
K1A 0G2

Monsieur le Ministre,


Je tiens d'abord à vous remercier de cette initiative de consultation. Effectivement, Développement et Paix est présente en Amérique centrale auprès des populations les plus pauvres depuis plus de trente ans. Nous maintenons des liens étroits avec environ 25 groupes locaux du Guatemala, du Salvador, du Honduras et du Nicaragua. Évidemment, notre point de vue part du paradigme de ces acteurs sociaux qui sont en grande partie exclus des processus de prise de décisions et qui souffrent trop souvent les effets négatifs des décisions prises par les autres, notamment en matière de libre-échange.

Un premier élément, qui nous semble tout à fait essentiel, est d'emprunter une approche globale du commerce qui pose comme objectif central l'amélioration du bien-être de la majorité des populations canadienne et centraméricaine. À ce chapitre, en ce qui concerne l'Amérique centrale, on devrait tenir compte des principes de base énoncés dans la *Déclaration de Stockholm* de mai 1999, à laquelle le Canada a d'ailleurs été étroitement associé et qui promeut la réduction de la vulnérabilité écologique et sociale ainsi que la consolidation de la démocratie dans un esprit de transparence, de bonne gouvernance, de décentralisation et de participation de la société civile.

À notre avis, tout accord de libre-échange devrait venir renforcer de tels principes. Pour ce faire, il nous semble essentiel d'adopter une vision large et globale de l'intégration et du libre-échange en y incluant une charte sociale favorisant le respect des droits humains, incluant les droits des travailleurs qui créent la richesse, de même que des normes environnementales strictes. Par ailleurs, si on tire des leçons de l'ALENA et de son chapitre 11, il nous semble indispensable qu'un accord avec l'Amérique centrale respecte le droit des États à régir le développement au-delà du cadre restrictif du marché, incluant le droit de fixer des normes aux investisseurs étrangers, comme par exemple les dispositions existantes au Chili pour prévenir la fuite brusque de capitaux. Une autre question délicate est celle de l'agriculture qui devrait favoriser la sécurité alimentaire tant au Canada qu'en Amérique centrale, ce qui implique la protection des cultures vivrières locales. Enfin, il nous semblerait préférable de négocier un accord commercial avec l'ensemble de la région intégrée au sein du Marché commun centraméricain -qui est la plus ancienne expérience de marché commun des Amériques- plutôt que des accords commerciaux bilatéraux avec chaque pays.

J'espère que ces quelques commentaires inspireront vos interventions en vue d'un accord de libre-échange avec l'Amérique centrale.

Je vous prie d'agréer, Monsieur le Ministre, l'expression de mes sentiments distingués.



Paul Cliche
Chef d'équipe - Amérique latine
Pcliche@devp.org

Feuillets de transmission par télécopieur Post-it™ Fax Note		Date	# of pages Nbre de pages
To / A 7571B	From / De D-DUBIEN	7571B	1
Co./Dept. / Cie/Service	Co. / Cie New in Dist	Phone # / N° de tél.	Phone # / N° de tél.
Phone # / N° de tél.	Fax # / N° de télécopieur 944-0757	Phone # / N° de tél.	Fax # / N° de télécopieur

Last name: Griffith.
 First name: Deborah/Lyle
 e-mail address: dobsonholdings@home.com
 Company Name: dobsonholdingsltd.
 Province: British Columbia

Questions

Please comment on:

1) Areas of export interest, including products for which the CA-4 countries should eliminate tariffs more rapidly and/or remove other barriers to trade.

bc mfg furniture, lighting products, electronic ballast, transformers, rolls of newsprint mfg from wheat.
 bc mfg furniture, lighting products, electronic ballast, transformers, rolls of newsprint mfg from wheat.

2) Areas where there may be concerns if access to the Canadian market was to be improved for products from CA-4 countries.

clarify this question???

clarify this question???

3) Suggestions on trade facilitation issues e.g. impediments related to customs or other import-related procedures.

I am a BCIT Best student currently doing research on opening an official export-importing corporation. Your advice is helpful. I'm hoping we can fill necessary paperwork via internet. Making exporting a pleasure not deterate.

I am a BCIT Best student currently doing research on opening an official export-importing corporation. Your advice is helpful. I'm hoping we can fill necessary paperwork via internet. Making exporting a pleasure not deterate.

4) The possible inclusion of services within the scope of negotiations and services sectors in CA-4 markets that could be a target for further liberalization (eg. market access issues such as limitations on the number of firms or individuals allowed in a foreign market to provide a service).

Four is a good number, we do not wish to over market ourselves. This country need not be bombarder with North American properganda. Let's help preserve the natural state of C.R. Let's not over sell ourselves.

Four is a good number, we do not wish to over market ourselves. This country need not be bombarder with North American properganda. Let's help preserve the natural state of C.R. Let's not over sell ourselves.

5) The possible inclusion of investment within the scope of negotiations, problems faced by Canadian investors in CA-4 countries and the type of rules that would provide Canadian investors with better access, treatment and protection for their investments (Describe any investment barriers or impediments, such as limits on foreign investment, local content requirements, restrictions on capital transfers, etc., that you may have encountered because you are a foreign investor).

Contract Law, trade negotiations, banking rights, if we have a corporate lawyer in C.R. would the laws be identical for Canadians. Trading laws to be vis versa, the same.

Contract Law, trade negotiations, banking rights, if we have a corporate lawyer in C.R. would the laws be identical for Canadians. Trading laws to be vis versa, the same.

6) Any other Issue of interest to your firm.

Listings from C.R government on current export demands, needed.

Listings from C.R government on current export demands, needed.

Names and email address(es) for other people you think would like to provide their views and comments on this free trade agreement initiative:

(Seperate mulltiple values with a semi-colon ";")

Would you like to be kept informed of the results of this consultation by email?

Yes

No

Guatemala Ciudad, January 31, 2001

via fax: (613) 944-0757

Trade Policy Planning Division (EAI) / Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa ON K1A 0G2

Ladies, Gentlemen:

In answer to the letter received from Minister Pierre Pettigrew, dated January 17, 2001, with respect to the proposed free trade agreement between Canada and Central America, I am pleased to provide you hereafter with my comments and input based upon my working experience over the last two years in Guatemala, as a consultant of Canada Post International Ltd. for a private Guatemalan company, operating the postal system in this country.

As mentioned in Ministers' Pettigrew letter, Canadian companies have significant opportunities for exporting goods and services to Central America, not only in areas of telecommunications, environment protection, forestry, agriculture, manufactured goods, but also in the services sector in general and for investment in various areas.

A free trade agreement with the Central American countries mentioned will certainly help overcome or at least alleviate present impediments, such as tariffs, bureaucratic procedures and delays and open different markets for Canadian companies.

Hereafter are my comments and opinions with regards to the upcoming negotiations with the Central American countries concerned:

Objectives:

Negotiate a FTA with Central America which will allow Canadian companies to enter this market with less restraints, tariffs and complications for exporting goods, offering services and for possible investment opportunities.

Obtain a fair deal for both parties, in accordance with free world business practices and standards, including clear rules to abide by and an effective neutral "arbitrator" to safeguard against any illegal or shady deal or practice, by judging complaints with binding compliance.

Priorities:

Closely examine the present situation in each of the four countries involved with regards to:

Existing laws and practices which impact on business and investment transactions, such as:

- Customs procedures and regulations
- Property laws, i.e. patent protection, trademark protection, intellectual property, real estate
- Banking system and economic policies
- Tax laws
- Etc.

Concerns:

- Widespread corruption at all levels in Government and private sector
- Vulnerability to government/political intervention as a new Government may not always "honour" the contracts or agreements signed by the previous Government (for example: the Telgua case where the new Government tries to cancel the contract for privatization of the former staterun telephone service in Guatemala)
- Justice system is largely ineffective with a very high crime rate
- Very high percentage of poverty and analphabetism
- Cultural differences with respect to business practices and administration

In summary, the Canadian Government and any businessperson must be very careful in dealing with counterparts in Central America, because of cultural differences and practices not common in Canada.

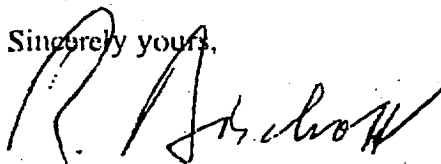
Canada must seek to protect its interests as much as possible by including very clear and defined rules and understandings in the FTA with Central America.

01-08 01 10:20

I would strongly suggest to obtain the comments and practical first-hand experiences from various Canadian business people who have already done business in Central America in order to gain knowledge of the specific examples of problems encountered.

Hoping these comments may be of help, please accept my best wishes for successful negotiations.

Sincerely yours,

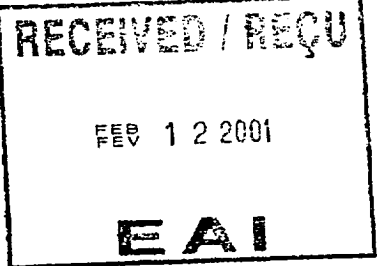


Rolf Bischoff
Postal Affairs Consultant

e-mail: bischoffrolf_@hotmail.com



ELECTRO-FEDERATION
C·A·N·A·D·A



January 30, 2001

Honorable Pierre Pettigrew
Minister of International Trade
Trade Policy Planning Division (EAI) / Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Dear Mr. Pettigrew,

Free Trade with Central America

In response to your letter of January 15, 2001 regarding pursuing a free trade arrangement between Canada and Central America.

Our members wholeheartedly support free trade agreements in the Americas and would encourage the Canadian government to vigorously pursue this initiative.

We have no known objections or advice, other than the above, at the moment.

Sincerely,

Doug Baldwin
President & CEO

January 26, 2001

for Pierre S. Pettigrew
Minister for International Trade
c/o Trade Policy Planning Division (EIA)/Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario K1A 0G2

Regarding your recent inquiries on the desirability of a free trade agreement between Canada and Central America, there are some very compelling reasons to encourage such a relationship.

As you will note below, I am now working with the Investment Secretariat of Agriculture and Agri-food Canada and therefore have a new though still advantageous perspective on Canadian food and international relations.

1. Our climatic differences cause us to be natural trading partners for agricultural and food products as we are incapable of economically producing many of the crops and foodstuffs indigent to our respective regions.
2. Since the region is a relatively small market, opportunities for investment initiatives are not significant. Trade opportunities therefore become more important, as treating the various economies as one decreases the necessity to set up inefficient operations in respective competing regions.
3. Social sensitivities to the newer biological technologies impedes start-ups in some regions. Canada's reputation as a fore-runner in emerging biotechnologies can find many opportunities for capitalizing in the Central American region.

I hope this information assists you in your decision. Please do not hesitate to contact me further for clarification.

Sincerely,

Josy Parrotta-Marck, B.A., M.B.A.
Senior Investment Officer
Emerging Technologies
Investment Secretariat

8th Floor, Sir John Carling Building

930 Carling Avenue
Ottawa, Ontario K1A 0C5
Tel: (613) 759-6163 Fax: (613) 759-1667
Website: <http://atn-riae.agr.ca/invest/>

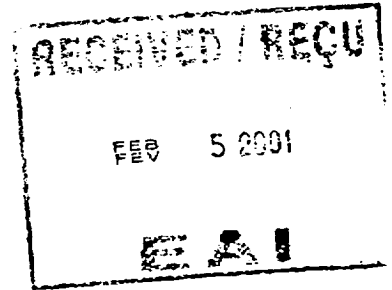




ENGEL CANADA INC.

545 Elmira Road
Guelph, Ontario, Canada
N1K 1C2

Telephone (519) 836-0220
Fax (519) 836-3714



Trade Policy Planning Division (EAI)/Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
Canada
K1A 0G2

Re: Your Correspondence to Mr. Karl Pieper regarding Canada-Central America Summit

January 30, 2001

Dear Mr. Pettigrew:

Thank you for inviting Engel Canada's insights in this matter. Mr. Pieper, to whom your letter was addressed, retired from the company recently, but we felt it was important to send you our response.

Engel Canada Inc. is the largest family owned, private company in the world producing injection molding machines and automation equipment for the plastics industry.

Historically, we have exported roughly 80 to 85% of our output to the United States alone. Central and South America have been largely served by our parent company in Austria.

Nevertheless, at some time in the not too distant future, it is conceivable that we--along with a sister company in York, Pennsylvania--will address the molding equipment needs of Engel customers in the entire Western Hemisphere. This matter is therefore of some interest to us.

We are of the following opinions concerning free trade with Central America:

1. Why not? If we do not, someone else will. If we approach this simply, without undue complexity, we have very little to lose and a whole new world to gain for our Canadian manufacturing and service base;
2. The US is Canada's largest trading partner with ~75% of our export going to the continental U.S. This seems dangerously close to having too many of our eggs in one basket. On the other hand, it may be wise--whatever agreement is drawn up between Central America and Canada--to take U.S. interests in that region into account in formulating Canadian policy.
3. Tomorrow's developing nations and new vibrant economies will come from today's third world. This is particularly true of Central America where it is probable that we can ramp up most quickly in terms of pre-existing infrastructure;
4. Canada enjoys "most favoured" status with many of our neighbours to the South already. One would think that the next step toward a disciplined, balanced, mutually agreeable trade program would be welcomed, even though the U.S. will most probably continue to be the largest target market status for these emerging nations for some years to come;
5. This is yet another opportunity for Canada to help an emerging theatre in terms of human rights guidelines, economic infrastructure, and cultural exchange.
6. It would give Canada a competitive edge against the European Union's aggressive trade practices which are hyperactive in this region;

ENGEL

7. It might ameliorate some of the unfair subsidy conflicts that currently exist and provide a more level playing field for all partners in the agreement;
8. Important to consider, however, are safety mechanisms and recourse to protect Canadian businesses and business interests from the undisciplined and immature commercial practices of a potential partner.

If we might be of service to our Ministry of International Trade in any other way, Mr. Pettigrew, you have only to call. We would be interested in any venture, trade trip, or other avenue that explores this matter in greater detail.

Sincerely,
ENGEL CANADA INC.



Reinhard P. Rieder
Executive Vice President and General Manager

cc. Kurt H. Fenske, VP Sales & Marketing
J. Flatt, Corporate Affairs

Dubien, Deric -EAI

From: Cam Rizos [crizos@envistatech.com]
Sent: February 4, 2001 9:50 AM
To: deric.dubien@dfait-maeci.gc.ca
Subject: Free Trade Agreement with Central America

Dear Mr. Dubien,

I received a letter from DFAIT requesting my opinion on the proposed free trade agreement between Canada and Central America.

My company has been involved in providing consulting services to Latin America for the past 3 years, and although we are currently exploring opportunities in Costa Rica and El Salvador, we have been heavily involved in Panama.

In general I would strongly support the development of a wide based free trade agreement with Central America, particularly as I have just returned from a trade mission to Chile and have seen first hand some of the increased opportunities for Canadian business as a result of the CCFTA.

However, my question to you would be why has Panama not been involved in the development of the agreement?

I would appreciate any information you may be able to pass on.

Sincerely,

Cameron Rizos

Trade Policy and Planning Division (EAI) / Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, ON
K1A 0G2

To Whom It May Concern:

I am writing you in response to Minister Pettigrew's recent letter requesting EDC's input into the consultations surrounding Canada's negotiation of a free trade agreement with the countries of Central America.

We at EDC are very interested in the progress of these negotiations. We see the region as presenting considerable opportunity for Canadian exporters and investors, and strongly support any initiative that reduces obstacles to the free flow of goods, services and investment.

Our analysts track developments in the business environment and legal/regulatory environment closely so that we can knowledgeably assess the potential risks and opportunities for Canadian business. We are therefore especially interested in aspects of the negotiations that would open up the region to increased Canadian investment. To that end, we look forward to further briefings by your staff on prospects for negotiations that would facilitate investment by Canadian firms in these countries.

Please do not hesitate to call me with any questions, comments or concerns.

Sincerely,

Rod Lever

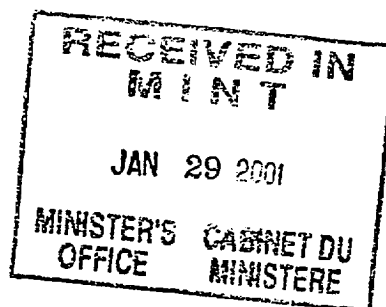
Political Risk Analyst
Central American and Caribbean
EDC
(613) 597-8835



T-00473-01

Via Messenger

January 24, 2001



Minister Pierre S. Pettigrew
Trade Policy Planning Division (EAI)/
Central America
DEPARTMENT OF FOREIGN AFFAIRS AND
INTERNATIONAL TRADE
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Dear Minister Pettigrew,

I am writing to you with regards to your letter dated January 17, 2001 to have my comments vis-à-vis the possibility of having free trade with Central America. I am in favour of this initiative and believe that we must move quickly in order to catch up with the initiatives the United States has recently undertaken for the region, i.e. The Trade Enhancement Act of 2000. Specifically, Canada must adopt a strategy to align its Central American trade strategy with that of the United States. It makes no sense for our largest NAFTA partner to already have in place a precursor to free trade with Central America and for Canada not to be a party to the legislation/agreement.

In our industry, Canada has already begun to lose significant jobs because of the U.S.'s liberalization of trade duties that went into effect October 1, 2000, i.e. Gildan, Cavalier Yarns, etc... As U.S. manufacturers pass on the cost savings they experience by working in Central America, U.S. retailers will enjoy lower selling prices, and Canadian retailers will lose additional business because of cross-border shopping as the differences in U.S. and Canadian products widens.

.../2

Minister Pierre S. Pettigrew

January 24, 2001

Page 2

Rather than the U.S., Mexico and Canada each independently pursuing their own interest, all three NAFTA partners should get together and create a uniform strategy for all the parties involved. In my opinion, Canada's failure to join forces with the U.S. on this issue will simply result in more and more Canadian companies moving jobs south in order to satisfy U.S. regulations and trade strategies.

In closing, please feel free to contact me should you require any additional information. I remain,

Sincerely yours,



H. Greg Chamandy
Chairman and Chief Executive Officer

HGC/kg

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: February 5, 2001 1:52 PM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Comments to Mr. Pettigrew about Central America

—Message d'origine—

De: Arreaga [mailto:arreaga@axionet.com]
Date: 4 février, 2001 21:45
A: consultations@dfait-maeci.gc.ca
Objet: Comments to Mr. Pettigrew about Central America

Thank you for the opportunity to comment about the Free Trade Agreement proposal. Our company GRULEX has been working in conjunction with Central America and Western Canada since 1975 in the areas of exporting Canadian "know-hows" and importing coffee and providing tourism oriented expertise.

We think :

-strengthening the Central American exporters; "all of them" not just the transnationals, but by Seminars to teach them about Canada and its potential as a market, the laws related with Customs, Immigration, packaging (bilingual) and all the regulations related.

-Organize trade missions from Central-America to Canada supported by both governments and local importers and transport (cargo) related.

-Transportation of goods from Central America to Canada has been one of the bigger obstacles. One, the Canadian Market sometimes for "new products from Central America" is not big enough. This obligates the Canadian importers to "re-import" from the USA. We have to resolve this problem with everybody's input.

-Political Issues: the war in Central America caused many problems that are not yet resolved. This is a "question mark" for the new exporters to the region. EDC will play an important role in this area. Canadians have to know if they are covered or not. And how they can proceed in the new markets with new customers.

Tourism: every day more and more Canadians visit the region, mainly Costa Rica and Guatemala. Also many Canadians are moving to live and work in Costa Rica (from the west, averaging one family per week) this creates a captive market for Canadian goods and potentially for Central American ones.

-Age: the average age for Central American population is younger than the average Canadian age. This is a very important factor for social development and job needs. Education and health also needs to improve in some countries. This represents a challenge and of course an opportunity for Canada.

-FACTS Canada has a very positive image in the region, but no product presence. Central America has a stereotype-image in Canadian population and also no products presence.

That is a Challenge to overcome.

Summary: we strongly believe that since both countries (Canada- Central America and the 7 countries) are on the same continent they have a great future and can both be strong and work together on this basis.

Thank you very much for this opportunity we hope that Central Americans have the same opportunity that we have in providing our opinions to our government.

We understand that in April there will be a summit of the Americas in Canada. Last January the tenth I proposed to the Honorable Lloyd Axworthy the possibility to invite Central Americans trade leaders to participate in a forum at the Liu Center at UBC. He agreed to the idea. We have been considering the options and participants. We would like to hear your opinion on this matter.

Sincerely,

Antonio Arreaga-Valdes
Director
Grupo Latino Americano de Exportadores

Dubien, Deric -EAI

From: Howard Gunn [hgunn@hlablachford.ca]
Sent: January 16, 2001 1:03 PM
To: EXTOTT (CONSULT)
Subject: Free Trade Agreement With Central America

H.L.Blachford Ltd has gained significant business as a result of the Free Trade Agreement with USA, Mexico & Chile

A similar agreement with Central America would be welcomed

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: February 8, 2001 9:21 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Free Trade Agreement between Canada and Central America

-----Message d'origine-----

De: Caroline Czajko [mailto:cczajko@hrai.ca]
Date: 6 février, 2001 16:22
À: 'Pierre Pettigrew'
Objet: Free Trade Agreement between Canada and Central America

The Heating, Refrigeration and Air Conditioning Institute of Canada is in receipt of your letter seeking HRAI's views on the scope of a free trade agreement between Canada and Central America. HRAI's members do not appear to have any concerns with this initiative.

Yours truly,

Caroline Czajko
Manager
HRAI Manufacturers Division
5045 Orbitor Drive, Bldg. 11 Suite 300
Mississauga, ON L4W 4Y4
Phone: 905-602-4700 Ext. 234 or 1-800-267-2231
E-mail: cczajko@hrai.ca

Last name: Wylle
 First name: Paul
 e-mail address: pw1953@sympatico.ca
 Company Name: Hemp-Agro International
 Province: Ontario

Questions

Please comment on:

1) Areas of export interest, including products for which the CA-4 countries should eliminate tariffs more rapidly and/or remove other barriers to trade.

2) Areas where there may be concerns if access to the Canadian market was to be improved for products from CA-4 countries.

3) Suggestions on trade facilitation issues e.g. impediments related to customs or other import-related procedures.

4) The possible inclusion of services within the scope of negotiations and services sectors in CA-4 markets that could be a target for further liberalization (eg. market access issues such as limitations on the number of firms or individuals allowed in a foreign market to provide a service).

5) The possible inclusion of investment within the scope of negotiations, problems faced by Canadian investors in CA-4 countries and the type of rules that would provide Canadian investors with better access, treatment and protection for their investments (Describe any investment barriers or impediments, such as limits on foreign investment, local content requirements, restrictions on capital transfers, etc., that you may have encountered because you are a foreign investor).

Doing business in Central America presents problems that we as westerners don't seem to grasp, their inter-government workings are slow at best, this internal strife causes every conceivable problem to occur eg. "Trying to get your shipments in or out of the country." is both frustrating and maddening. After spending a significant time doing business in Nicaragua I understand more than anyone the mechanics of doing business in Nicaragua. A word of advice Do not take things at face value, research is important. Please feel free to contact myself to discuss any issue regarding business in Nicaragua.

Doing business in Central America presents problems that we as westerners don't seem to grasp, their inter-government workings are slow at best, this internal strife causes every conceivable problem to occur eg. "Trying to get your shipments in or out of the country." is both frustrating and maddening. After spending a significant time doing business in Nicaragua I understand more than anyone the mechanics of doing business in Nicaragua. A word of advice Do not take things at face value, research is important. Please feel free to contact myself to discuss any issue regarding business in Nica

6) Any other issue of interest to your firm.

I am presently preparing another proposal for the Nicaraguan government and will be in Nicaragua presenting the document this spring I welcome this free trade issue it can only enhance a stronger more vibrant economy for all parties involved.

An important issue of particular interest is the necessary streamlining for their customs service- goods and services must be able to move.

I am presently preparing another proposal for the Nicaraguan government and will be in Nicaragua presenting the document this spring I welcome this free trade issue it can only enhance a stronger more vibrant economy for all parties involved. An important issue of particular interest is the necessary streamlining for their customs service- goods and services must be able to move.

Names and email address(es) for other people you think would like to provide their views and comments on this free trade agreement initiative:

(Separate multiple values with a semi-colon ";")



Hollinger

F. DAVID RADLER
DEPUTY CHAIRMAN
PRESIDENT AND CHIEF OPERATING OFFICER

TELEPHONE: (604) 732-4443
FAX: (604) 732-5564

VIA FACSIMILE

January 25, 2001

Mr. Pierre S. Pettigrew
Trade Policy Planning Division (EAI)/
Central America
Department of Foreign Affairs and
International Trade
125 Sussex Drive
Ottawa, Ontario K1A 0G2

Dear Mr. Pettigrew:

As expressed in previous communication with the department, I am a "free trader" ideologically.

We are in business in Costa Rica and Honduras. You may be interested in noting that we successfully challenged the legal barriers to foreign ownership of media in Costa Rica.

The region presents tremendous opportunity for Canadian ingenuity and initiative most especially our knowledge and management skills. Any trade agreement between us and Central America is welcome and, I believe, will provide lasting benefits to our side of the deal.

Sincerely,



David Radler

DR:bfg



HOSPITAL EMPLOYEES' UNION

PROVINCIAL OFFICE - VANCOUVER SITE
2006 WEST 10TH AVENUE
VANCOUVER, BC, V6J 4P5
TEL: (604) 734-3431
FAX: (604) 739-1526

9 February 2001

By Facsimile: (613) 944-0757

Hon. Pierre Pettigrew
Minister for International Trade
Trade Policy Planning Division (EAD)/Central America
125 Sussex Drive
Ottawa, Ontario K1A 0G2

Dear Minister Pettigrew:

Re: Proposed Free Trade Agreement with Central America

I was somewhat surprised to hear this week that you had announced Canada's intentions to pursue a free trade agreement with Central America, given your letter dated January 15th, 2001, which invited our input by mid-February as a "critical part of (your) consultative process on this issue". In the hope that you are still open to persuasion, I offer the following comments.

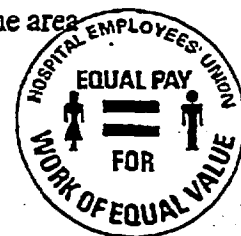
Canadian negotiators continue to promote the view that the benefits of increasingly liberalized trade will more than compensate for the vulnerability some sectors will experience. Further, that our economy will benefit overall, as will those of developing countries with which we engage in trade. Valid concerns regarding our sovereignty, and issues of importance to Canadians such as our health care system, education, governance and controls over labour and environmental standards are quickly dismissed.

Yet, as disputes are heard under NAFTA, WTO, GATT and other agreements Canada is party to, the overwhelming evidence demonstrates that the worst fears of trade liberalization opponents are very well founded.

Canada has already suffered significantly under these free trade agreements. In addition to significant job loss, we have been forced to accept MMT, and compromises to our Autopact, Canadian issue magazines, and generic drug production. We will undoubtedly face future attacks.

These agreements are designed to restrict governments from protecting the interests of their own citizens wherever they conflict with international corporate interests. While governments cannot be forced to change laws, the penalty levels leave little choice.

The case of Metalclad vs The United Mexican States serves to once again illustrate the dominance of NAFTA over the rights of elected governments. The US based Metalclad won a NAFTA ruling that it had been unfairly prevented from operating a toxic waste disposal plant in La Pedrera, Guadalucazar, Mexico, and was awarded \$16,685,000. The state governor, in consultation with the municipality and with the support of the citizens, had designated the area an ecological preserve.



P. Pettigrew
Page 2

Mexico's claim that the provisions of NAFTA were improperly applied was heard by the Supreme Court of BC in Vancouver, who decided on January 31, 2001 that Metalclad's award was appropriate under NAFTA, and dismissed the appeal.

This shameful case illustrates how NAFTA is being used by foreign corporations to obtain usurious damage awards where a municipality, province or state refuses to permit violation of local regulations, or passes laws intended to protect the citizens, labour standards, the environment or other concerns. Any government that dares stand up for its sovereignty will be made an example of, as was Mexico.

Central American countries are even more vulnerable to these tactics given their economic disadvantage. And while government spokespeople may embrace trade liberalization, their ability to speak on behalf of their citizens if questionable at best.

The countries you are proposing to include, El Salvador, Guatemala, Honduras and Nicaragua, are all guilty of serious human rights abuses against their own people. They cannot claim to represent any democratic approval process when they have stripped opponents of the right to debate or challenge any government action.

As for deriving economic prosperity, the financial gains of free trade will only benefit the affluent and will serve to force the majority into further poverty and servitude. Even the World Bank acknowledges that new money in developing countries contribute nothing to economic equality, but rather intensify the deep divide that already exists between rich and poor.

As Canada prepares to host the Quebec Summit of the WTO, our government is once again ignoring the significant opposition of Canadians to the threats of free trade. As with our March 30, 2000 response on your Costa Rica proposal, we call upon you to place a moratorium on expansion of all trade agreements and instead work to strengthen our sovereign rights under existing deals.

In conclusion, I sincerely hope that your request for input on this decision regarding Central America was not merely an effort to co-opt opposition, or to allow you suggest that the Canadian people were broadly canvassed before decisions were made. That would not be the case.

Yours truly,



Fred Muzin
President

FM:jed(pettigrew)

cc: HEU Provincial Executive
M. Dobbin
E. Gould
J. Sinclair

Dubien, Deric -EAI

From: Donald Mackenzie Munroe [dmmunroe@nas.net]
Sent: February 3, 2001 8:09 PM
To: deric.dubien@dfait-maeci.gc.ca
Cc: humansurvival@yahooogroups.com
Subject: Canada-Central America Four Public Consultation

Donald Mackenzie Munroe Tel: (905) 522-39
#803-1964 Main St. West <dmmunroe@nas.net>
Hamilton, ON, Canada
The Earth--L8S 1J5

February 3, 2001

To: Deric Dubien
Trade Policy Officer
Trade Policy Planning Division (EAI)
Department of Foreign Affairs and International Trade
Lester B. Pearson Building
125 promenade Sussex Drive
Ottawa, ON, Canada K1A 0G2
Tel: (613) 996-4319
Fax: (613) 994-0757
E-mail: deric.dubien@dfait-maeci.gc.ca

Subject: Canada-Central America Four-Public Consultation

Cher Monsieur:

I am writing you to express my complete agreement with Mr. Eric Squire's letter to you today on this subject.

In my view, this projected deal is an example of economic colonialism, which we are supposed to be trying to get rid of, since it benefits the richest people and countries at the expense of the poorest.

In addition, the sneaky way it has been introduced is most unfair to those people and to Canadians as well, since it contravenes all our democratic principles as well as moral standards.

I believe that this project should go back to Square One, and start over (if indeed it does start over) from a more principled and equitable standpoint.

As it stands, I oppose the current negotiations as a threat to human survival and world equity.

Sincerely,
Donald Mackenzie Munroe, Founder
HUMAN SURVIVAL MOVEMENT
Hamilton, ON, Canada

Hydro One Inc.

483 Bay Street
South Tower, 10th floor
Toronto, Ontario M5G 2P5
www.HydroOne.com

Tel: (416) 345 6004
Fax: (416) 345 6056

Joan M. Prior

Executive Vice President
General Counsel and Secretary

The logo for Hydro One, featuring the word "hydro" in a lowercase sans-serif font and "One" in a larger, stylized font with a circular element around the "O".

February 1, 2001

VIA FAX: (613) 944-0757

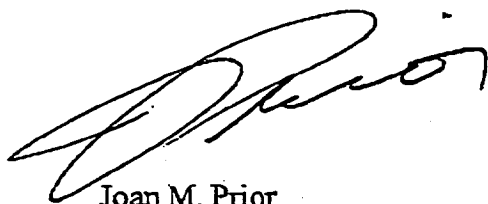
Trade Policy Planning Division (EAI)/Central America
Department of Foreign Affairs and International Trade
Attention: The Honourable Pierre S. Pettigrew
Minister for International Trade

125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Dear Sirs:

Thank you for your letter of January 31, 2001. Hydro One Inc. is not involved in any export sectors at this time. We are, therefore, not qualified to comment on the scope of a free trade agreement between Canada and Central America.

Yours truly,

A handwritten signature in black ink, appearing to read "Joan M. Prior".

Joan M. Prior

Marcoux, Andre -MINT

T-00260-01

From: SCSMENENDZ@aol.com
Sent: January 12, 2001 6:14 PM
To: pettip@parl.gc.ca
Subject: Free Trade Agreement

/ documents de transmission par télécopieur		Date	# of pages
Post-it™ Fax Note		7671B	Nbre de pages
To / A	From / De		
Jodi F. Hunter	P. Pettigrew		
Co./Dept. / Cie/Service	Co. / Cie		
Phone # / N° de tél.	Phone # / N° de tél.		
			995-4208
Fax # / N° de télécopieur	Fax # / N° de télécopieur		
789-7503			

IJM Enterprises Canada Inc.
Suite 22 9282 121 Street Surrey, B.C. V3V 7K8
Tel. (604) 582-9607
Fax (604) 582-9617

January 12, 2001

Hon. Pierre Pettigrew
Minister of International Trade
Parliament Building - Ottawa

Dear Mr. Pettigrew:

We understand that Canada is negotiating a free trade agreement with some countries in Central America. We are a Canadian Company exporting to Guatemala. Please let us know if Canada will be negotiating the 20 % existing tariff on red, great northems and black beans.

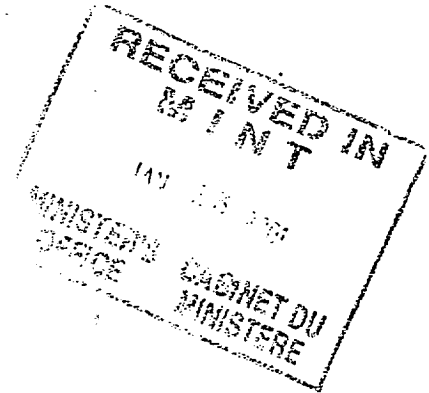
Also, please let us know if you will be negotiating the current 10 % tariff on quick cooking oats and the tariffs on corn and power milk. The reduction of these tariffs to zero per cent would allow our company to better compete with local and international producers. Please let us know what the intent of the government is regarding the above mentioned tariffs. Also, we understand

you are negotiating a separate trade agreement with Costa Rica. Please let us know if the above mentioned tariffs will be reduced to zero in the Canada Costa Rica free trade agreement.

If you have any questions or comments, please do not hesitate to contact me.

Sincerely,

Ivan Menendez, B.A.S.
General Manager



Last name: HARRIS
First name: DAVID
e-mail address: david@innua.com
Company Name: INNUA PETROCHEM LTD.
Province: Ontario

Questions

Please comment on:

1) Areas of export interest, including products for which the CA-4 countries should eliminate tariffs more rapidly and/or remove other barriers to trade.

Lower tariff barriers are always of advantage to exporters and we would be in favour of any such reductions that will allow us to compete on a more even playing field with local producers.

Lower tariff barriers are always of advantage to exporters and we would be in favour of any such reductions that will allow us to compete on a more even playing field with local producers.

2) Areas where there may be concerns if access to the Canadian market was to be improved for products from CA-4 countries.

I see none in our industry.

I see none in our industry.

3) Suggestions on trade facilitation issues e.g. Impediments related to customs or other import-related procedures.

Presumably along with a free trade agreement would come a reduction in the documentation required for exports into this area. Any such easing of the bureaucratic regulations that current are in place would be of great assistance to Canadian exporters.

Presumably along with a free trade agreement would come a reduction in the documentation required for exports into this area. Any such easing of the bureaucratic regulations that current are in place would be of great assistance to Canadian exporters.

4) The possible inclusion of services within the scope of negotiations and services sectors in CA-4 markets that could be a target for further liberalization (eg. market access issues such as limitations on the number of firms or individuals allowed in a foreign market to provide a service).

We do not encounter any problems in this area.

We do not encounter any problems in this area.

5) The possible inclusion of investment within the scope of negotiations, problems faced by Canadian investors in CA-4 countries and the type of rules that would provide Canadian investors with better access, treatment and protection for their investments (Describe any investment barriers or impediments, such as limits on foreign investment, local content requirements, restrictions on capital transfers, etc., that you may have encountered because you are a foreign investor).

Not applicable to our business

Not applicable to our business

6) Any other issue of interest to your firm.

Names and email address(es) for other people you think would like to provide their views and comments on this free trade agreement initiative:

(Separate multiple values with a semi-colon ";")

Would you like to be kept informed of the results of this consultation by email?

Yes

No

</div>

Dubien, Deric -EAI

From: Ron Weissberger [ronw@intelcan.com]
Sent: January 16, 2001 11:09 AM
To: EXTOTT (CONSULT)
Subject: FTA Canada - C.America

Honorable Min. P.S. Pettigrew,

I am responding to your letter received on 5 Jan. 2001.

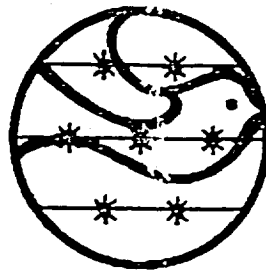
It is my opinion that Canada would greatly benefit from a FTA agreement for the following reasons:

1. Canada has moved away from its protectionist policy towards textile and other low skill industries. Canada should continue to concentrate predominantly on the high tech sector requiring highly skilled labor with high paying jobs. This is where wealth will be generated since the high tech industry is non-polluting, requires few natural resources and consumes little energy.
2. Traditionally the lesser developed countries knew how to hide their protectionism a lot more effectively than Canada. This they achieved through shenanigans starting with custom clearance, currency control, difficulties in raising letters of credit, quotas on foreign exchange, etc. All these were instituted by governments with no regard to public outcry since the public is never consulted in the lesser developed countries.
3. An FTA would benefit the Canadian population since the main exports of these countries are food, textiles and some raw materials. By removing all trade barriers, these imported items may get cheaper thus benefiting the Canadian consumers. Canada will gain a preferred position for its exports which may be: telecoms, aerospace, information technology, etc.

Sincerely,

Ron Weissberger, P.Eng.
President
(613)228-1150, ext. 2218
ronw@intelcan.com

**INTER-CHURCH COMMITTEE
ON HUMAN RIGHTS
IN LATIN AMERICA**



**LE COMITE INTER-EGLISES
DES DROITS HUMAINS
EN AMERIQUE LATINE**

129 St. Clair Ave. West, Toronto, Ontario, Canada M4V 1N5 Tel. (416) 921-0801 Fax (416) 921-3843

February 2, 2001

Hon. Pierre Pettigrew
Minister of International Trade
Department of Foreign Affairs
and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Dear Mr. Pettigrew:

On behalf of the over 20 member national churches and religious congregations of the Inter-Church Committee on Human Rights in Latin America (ICCHRLA), I write to thank you for your invitation to provide input with regard to the question of Canada engaging in a free trade agreement with Central America. In your letter you asked for input in terms of priorities, objectives and concerns.

Before responding to that particular request, we would like to inform you that given the Canadian churches' strong concerns about the proposed Free Trade Area of the Americas (FTAA) and its impact on the human rights of the hemisphere's citizens, and given the important context of the forthcoming Summit of the Americas taking place in Quebec City, ICCHRLA will be sending a high-level ecumenical church leaders delegation to Mexico from March 29 to April 6, 2001. We would like to take this opportunity therefore, to request that you meet personally with the delegation upon its return to Canada.

Mr. Pettigrew, our response to you today is similar to the one which was articulated in a joint letter we, together with our sister coalition, the Ecumenical Coalition for Economic Justice, sent to you before the Trade Ministerial with Trade Ministers of the Americas that you hosted in Toronto on November 1, 1999. For this reason, we have included that letter for your consideration once again. In particular, we would draw your attention to the recommendations on page 3 and 4 of that letter.

At the same time, we wish to raise with you our concern that, to date, we have received no substantive response from your office regarding these recommendations. We believe that for consultation processes to be authentic, they must include real engagement on

matters of policy and substance. We also believe it is crucial for civil society to know what is on the table in trade talks like those with Central America, as well as towards formation of the proposed FTAA, and we have repeatedly called on the Canadian government to make public exactly what is being negotiated. Unfortunately, it was only due to press reports that we learned that one of the nine groups negotiating the proposed FTAA has outlined a regime that could see all service sectors (including health care and education) open to international competition. The content of negotiations must not be kept secret until a deal is forged, if citizens are to have faith in democracy and representative government.

We therefore insist that the elements that will be on the table with regard to the terms of a free trade agreement with Central America be made public, so that we can give concrete input on concrete issues. As we have said on numerous occasions, transparency is essential.


We have strong reasons for submitting our recommendations with regard to engaging in any overarching free trade agreement with either Central America or the rest of the hemisphere. Some of them were articulated in our November 1, 1999 letter, which focuses largely on the impact to date of the NAFTA on human rights and human dignity in Mexico. However, we are also concerned about the impact in Central American countries (which the Canadian churches have monitored for more than 20 years) of free trade policies that have been implemented there.

Also attached therefore, is part of a letter which an ICCHRLA delegation just back from a fact-finding tour of Nicaragua, El Salvador and Guatemala sent to Prime Minister Jean Chrétien and Presidents Alvaro Arzú, Calderon Sol and Violeta Chamorro on the occasion of meetings to discuss free trade in Ottawa in May of 1996. We submit this excerpt of the letter because it remains relevant to the free trade talks in which you are engaging.

Finally Mr. Pettigrew, we submit to your consultation process ICCHRLA's Policy Document on Human Rights, Trade and Investment. This document makes clear the principles which guide our recommendations to you.

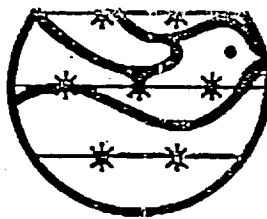
We look forward to your response to this input, and to our request for a meeting with you.

Most sincerely,

A handwritten signature in black ink, appearing to read "J. Gunn", with a horizontal line underneath.

Mr. Joe Gunn
Chair

**INTER-CHURCH COMMITTEE
ON HUMAN RIGHTS
IN LATIN AMERICA**



**LE COMITE INTER-EGLISES
DES DROITS HUMAINS
EN AMERIQUE LATINE**

129 St. Clair Ave. West, Toronto, Ontario, Canada M4V 1N5 Tel. (416) 921-0801 Fax (416) 921-3843

November 1, 1999

The Hon. Pierre Pettigrew
International Trade Minister
Government of Canada
Ottawa, ON.

Dear Mr. Pettigrew,

As you prepare to host the FTAA Ministerial Conference in Toronto, we wish to share with you the deeply-felt concerns of the more than 20 Canadian churches and religious communities which form our two respective ecumenical social justice coalitions, and who themselves represent hundreds of thousands of Canadians. Those concerns — and our belief as Christians in the dignity of all human beings, the integrity of creation and the primacy of human rights — compel us to call on you to ensure that the FTAA negotiations you are chairing do not pave the way to an agreement that in any way undermines internationally-recognized labour and human rights and the protection of the environment.

Allow us to clarify from the outset that we are not opposed to trade per se. Rather, our concerns about so-called “trade” agreements like NAFTA and FTAA arise primarily from the implications of their provisions regarding investment, services and intellectual property rights.

Indeed, our call to you arises from witnessing directly — on regular fact-finding trips to the region — the disastrous impact that free trade agreements and liberalization measures implemented to date have had on the lives of vast numbers of people. Both the Inter-Church Committee on Human Rights in Latin America (ICCHRLA) and the Ecumenical Coalition for Economic Justice (ECEJ) have carefully monitored conditions in both Canada and various countries of the Americas for more than two decades — decades which have seen significant changes due to the implementation of liberalization measures such as privatization, deregulation, and national treatment for foreign investors.

While these measures have coincided with macroeconomic growth and increased Canadian trade and investment in Latin America, they have failed to reduce overall poverty levels, which according to the latest report of the United Nations Economic Commission for Latin America and the Caribbean, stand at a deplorable 36 percent, or one percent higher than in 1980.

More disturbing is the fact that implementation of economic liberalization policies has coincided with growing social inequities – that is, a growing gap between rich and poor – and the marginalization of literally millions of people throughout the region, whose living conditions have been reduced “to previously unthinkable levels”, as the Venezuelan Bishops have stated, and who are finding it increasingly difficult simply to survive from one day to the next.

We believe this is one of the most pressing human rights issues facing the region today. It is one Mexican Bishop Samuel Ruiz has called “a situation of death”, referring to the higher than average incidence for indigenous inhabitants of the southern Mexican state of Chiapas of disease and premature death due to poverty-induced chronic malnutrition and lack of access to health care.

Indeed, the member churches of ICCHRLA and ECEJ share the profound concerns of Mexican church, human rights, labour and other citizens’ organizations about the negative impact in Mexico of liberalization policies which began to be implemented in the early 1980s and culminated in 1994 with the signing of the North American Free Trade Agreement. Those negative impacts include:

- A growth in unemployment and drop in real wages of 73.4% from 1987 to 1997, which has led to growing poverty and decreased the ability of families to meet their basic needs in the face of rising prices.
- One of the few sectors where new jobs have been created is the *maquila* factories, where there is no job security and where labour and human rights, especially of women, are routinely and flagrantly abused (including the right to fair wages, the right to safe conditions of employment, the right to reproductive freedom, and the right to choose unions that will defend workers’ interests, bargain collectively and to strike if necessary).
- Changes in the land tenure system along with the removal of subsidies and economic supports for small farmers (in favour of subsidies for agro-exports), undermining food security, making it impossible for many to survive on their land, and forcing them to migrate to urban slums or *maquila* zones. Indigenous Mexicans have been among those hardest hit.
- Trade liberalization and its institutionalization through NAFTA have been accompanied by increasing militarization and a clear strategy on the part of the Mexican government to use repression to control growing social opposition. This has led to an increase in violations of internationally-recognized civil and political human rights.

It is these negative impacts – and most importantly, how NAFTA has contributed to violations of human rights which Canada has pledged to protect as signatory to the International Covenants on Civil and Political Rights, and Economic, Social and Cultural Rights – which prompt ICCHRLA and ECEJ to call for measures to ensure that the FTAA negotiations do not replicate these negative impacts in other countries of the Americas.

The danger of this happening is real and we urge you not to ignore it as you chair the FTAA meetings this week. Already, the Colombian Commission of Jurists and other reputable organizations in Colombia have raised concerns about the negative impact in their country of liberalization policies set in motion in 1990, attracting increased foreign – including Canadian –

trade and investment. To cite but one example, the construction of the Urra hydroelectric project in the department of Cordoba – which has received financing in the amount of a US\$18.2 million loan from the Canadian Export Development Corporation in support of the sale of construction equipment and services by a Canadian company – imminently threatens to flood the traditional land of the Embera Katío people, destroying their food security, livelihood, transportation and indeed, their whole way of life. Members of the indigenous nation report that since the dam was built, causing the fish – their main source of protein – to disappear, malnutrition has increased and many have died. The dam has also created stagnant water, which has brought mosquitos and a deadly disease to the region: malaria. Just as horrifying is the fact that Embera Katío who have opposed this project have been murdered, as have non-indigenous Colombians who have challenged the human and environmental impact of the dam.

We are convinced that the test of any economic agreement, including the proposed Free Trade Area of the Americas, is the degree to which it meets the needs of all citizens (particularly the poorest among us), guaranteeing and enhancing – rather than undermining – their well-being, dignity and human rights. We are also convinced that trade agreements must serve as tools for just and sustainable development, addressing social and environmental issues, not just commercial or financial concerns.

For this reason, we sincerely urge you to consider the following recommendations in the context of negotiations towards an FTAA agreement:

- We believe the Canadian government should not sign any trade or investment agreement with countries that have not signed and ratified the International Covenant on Civil and Political Rights, the International Covenant on Economic, Social and Cultural Rights, the American Convention on Human Rights*, the Inter-American Convention to Prevent and Punish Torture* and the Additional Protocol to the American Convention on Human Rights in the Area of Economic, Social and Cultural Rights (the "San Salvador Protocol")*, and all seven core ILO conventions (Canada itself needs to sign and ratify ILO Conventions 98, 105 and 138, as well as the Inter-American covenants marked with *).
- The Canadian government must:
 - (a) Ensure there is language in the operative sections of any integration agreement clearly stating that signatories adhere to the international human rights instruments and ILO conventions listed above.
 - (b) Ensure there is language in the agreement clearly stating that no part of the agreement will take precedence over, nor will be in violation of these international human rights instruments and ILO conventions.
- The Canadian government should not sign any integration agreement that includes:
 - (a) National treatment for foreign investors: Given the vast differences in the levels of development in our hemisphere, equal treatment among unequals is profoundly inequitable. Governments should have the right to treat local family and community business and public enterprises more favourably than foreign enterprises.
 - (b) Investor-state dispute settlement mechanisms like those in NAFTA which have led to investor challenges to the ability of governments to safeguard human health and the environment.

(c) Measures to liberalize cross-border financial flows. Hot money flows led to financial crises in Mexico, Asia and Brazil that severely disrupted world trade and caused massive human suffering. Countries like Chile -- which maintained a type of capital control escaped the worst disruption -- but Chilean-type control would not be legal under NAFTA.

(d) Tolerance of the enormous transfer of wealth from the impoverished peoples of the South to Northern creditors through payments on external debt. Write-offs of excessive levels of unpayable debt are an indispensable condition for establishing true cooperation between the peoples of the Americas.

- The Canadian government must ensure that legal processes related to dispute resolution and clarification of any integration agreement are open, accessible, and with an appeal to the appropriate international body with the highest level of expertise and authority whose mandate and competence it is to hear and rule on the appeal. This means, for example, that a dispute involving allegations of violations under the agreement of United Nations Human Rights Conventions would be referred to the United Nations Human Rights Committees (Human Rights Committee, Committee on Social, Economic and Cultural Rights), while a dispute involving violations of ILO Conventions would be referred to the International Labour Organization.
- We urge the Canadian government to ensure that the process of developing, adopting and implementing an integration agreement is transparent and accountable; that is, it must be open to public scrutiny and input, through meaningful parliamentary review and broad civil society consultation, prior to, during and following the negotiation process.

In closing, Minister Pettigrew, we wish to leave you with the message which our ecumenical partner, the Latin American Council of Churches offered to the Secretariat of MERCOSUR: we urge you to make the initiatives of integration in which you are engaged genuine processes of human community based on the promotion of justice between countries.

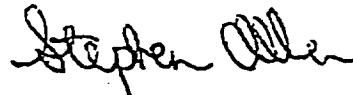
Both ICCHRLA and ECEJ will be following the Trade Ministerial and the continuing FTAA negotiation process carefully. We will also be participating in the policy forum "Our Americas: Towards a Peoples' Hemispheric Agreement" organized by the Hemispheric Social Alliance to take place in Toronto from November 1-3. We shall endeavour to ensure that the concerns expressed in this letter, are incorporated into the policy recommendations developed in that forum, which will be presented to you and the other trade ministers on November 3.

We look forward to your response to the concerns and recommendations we have shared with you. Meanwhile, we wish you well as you grapple with the issues before you.

In faith,

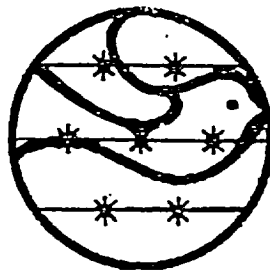


Joe Gunn, Chair
Inter-Church Committee on
Human Rights in Latin America (ICCHRLA)



Stephen Allen, Chair
Ecumenical Coalition for
Economic Justice (ECEJ)

**INTER-CHURCH COMMITTEE
ON HUMAN RIGHTS
IN LATIN AMERICA**



**LE COMITE INTER-EGLISES
DES DROITS HUMAINS
EN AMERIQUE LATINE**

129 St. Clair Ave. West, Toronto, Ontario, Canada M4V 1N5 Tel. (416) 921-0801 Fax (416) 921-3843

**Excerpt from letter dated May 15, 1996 addressed to Prime Minister Jean Chrétien,
President Alvaro Arzú, President Calderon Sol and President Violeta Chamorro**

On the occasion of your meetings in Ottawa on May 16, 1996, we, as members of a Canadian church delegation which has just returned from a fact-finding visit to El Salvador, Guatemala and Nicaragua, are compelled to communicate with you our serious concerns about massive human rights violations which are taking place as a result of the economic policies that are being implemented in these countries.

Our concerns are based on meetings and visits with a broad range of groups and sectors in each country, including church and human rights groups, government and embassy officials, parliamentarians, development and environmental organizations, trade unions, women's groups, campesino organizations, indigenous representatives, research institutions, academics, and individual workers, campesinos and the unemployed.

From these sources we heard over and over again how the application of neo-liberal economic policies are resulting in worsening poverty, massive unemployment, violations of labour rights, social disintegration and rising levels of violent crime, transformation of agricultural production from one aimed at meeting local food needs to export agribusiness, the alarming degradation of soils through the intensive use of agricultural chemicals, as well as the exclusion of huge numbers of people from access to health care and education.

According to UNDP statistics, 75 percent of households in Central America are living below the poverty line and 50 percent are living in extreme poverty. What these statistics mean, as we saw in both urban and rural communities throughout Guatemala, El Salvador and Nicaragua, is a constant struggle for survival: men, women and children who are denied the right to life with dignity, who simply do not have enough to eat, and who suffer from preventable diseases. This reality, as we approach the 21st century, is immoral, unacceptable and must be addressed.

We heard from many sources, in all three of the countries we visited, how privatization and downsizing of state enterprises, as well as the unlimited opening up of economies to foreign competition, have resulted in disturbing rates of unemployment. For example, in Nicaragua, fully 60 percent of the employable population have no work.

We are extremely disturbed by evidence that agricultural production is being transformed from one aimed at meeting local food needs to export agri-business, thereby creating food dependency, undermining traditional cultures, rapidly degrading the soil, as well as endangering the local population through intensive use of agricultural chemicals (some of which are banned in North America). According to many experts we spoke with, this agricultural model is not sustainable.

While free education is constitutionally guaranteed in Guatemala, El Salvador and Nicaragua, the delegation heard that privatization of education is actually taking place as governments reduce budgets for teachers, forcing them to charge for their services. The result is that more families than ever before cannot afford to send their children to school. Our delegation heard how lack of access to education, along with huge levels of unemployment produced by privatizations, downsizing and opening of markets to foreign competition is leading to increased membership in youth and armed gangs, resulting in rising levels of violent crime.

Privatization of health services is also a huge concern. In El Salvador for example, according to the Office of the Human Rights Ombudswoman, 45 percent of the population now have no access to any health services. We heard from many impoverished people who told us they cannot afford either to consult with a doctor or buy medicine to treat preventable diseases.

Minimum labour standards are not enforced with respect to maquila workers in all three countries. These workers, who are mostly young women, are often paid less than the minimum wage, fired without just cause, compelled to do shifts of well over 8 hours (sometimes up to 24 hours at a time), subjected to forced pregnancy tests, and have no legal recourse even when they are physically, psychologically and sexually abused.

Child labour is taking place in all three countries, violating the United Nations Covenant on the Rights of the Child. During school hours, we saw children working in the fields, selling merchandise or cleaning windcreens amidst traffic jams, and making gravel by cracking stones with a hammer. We heard of children being hired to work in the cut flower export industry because their small fingers do not damage delicate stems. We also saw evidence of the growing problem of children working as prostitutes and children living on the streets, where they sniff glue to escape their misery.

In conclusion, we found that an unacceptable and growing proportion of the population is now living in conditions which can only be described as misery, evidence that despite an end to the civil wars which once racked Guatemala, El Salvador and Nicaragua, true peace has not been achieved. On the contrary, the socio-economic inequities that gave rise to those bloody conflicts, are being exacerbated, through the continuing exclusion of the majority from economic and political participation, as well as ongoing violations of basic human rights.

We were warned repeatedly of the very real possibility of widespread social explosion. Delegation members heard that already legitimate and growing social protest against the economic restructuring imposed by the international lending agencies often has been met with repression on the part of state security forces in all three countries.

Canada has played a helpful role to date in promoting peace processes and democratization throughout Central America. But what is needed now is an awareness that economic restructuring required by the IMF and the World Bank, as well as for entry into an expanded North American free trade agreement, threaten peace, democratization and respect for human rights.

Human Rights, Trade and Investment An ICCHRLA¹ Policy Document October 1999

Preamble - The Starting Point for our Work on Human Rights, Trade and Investment:

For over twenty years the Inter-Church Committee on Human Rights in Latin America (ICCHRLA) has sought to "promote human rights and social justice throughout Mexico, Central and South America, in solidarity with both Canadian and Latin American partner churches, human rights groups and grassroots organizations."²

As people of faith, our starting point for this human rights work emerges from Hebrew scripture, such as the prophet Micah's admonition: "What does the Lord require of you but to do justice, and to love kindness, and to walk humbly with your God?" (*Micah 6:8*)

As a Christian organization, ICCHRLA's mission "arises from a profound belief... that the Gospel calls us to struggle together with the poor and oppressed to transform policies, practices and regimes which undermine or destroy human lives."³ We are challenged and inspired by Christ's appearance in the synagogue at Nazareth when he announced that the Hebrew prophet Isaiah's vision was being fulfilled before those assembled: "The Spirit of the Lord is upon me, because he has anointed me to bring good news to the poor. He has sent me to proclaim release to the captives and recovery of sight to the blind, to let the oppressed go free, to proclaim the year of the Lord's favour." (*Luke 4:18-19*)

In all that we do, we seek to carefully listen and respond to the perspectives and voices of those whom we accompany in Latin America. In the context of globalization and trade and investment liberalization, our partners constantly remind us that the biblical imperatives to do justice and care for those most marginalized in our societies are daily trampled upon. The prophetic call made in 1995 by the Latin American Bishops' Council (CELAM) is as true today as it was then: "We wish to say aloud that we cannot remain indifferent before so many signs of death, which appear wherever one turns - extreme poverty, growing unemployment, unstoppable violence and myriad forms of corruption and impunity - and which sink millions of families into anguish and pain..."

¹ ICCHRLA is the acronym of the Inter-Church Committee on Human Rights in Latin America, a Canadian ecumenical social justice coalition formed by more than 20 church denominations and religious communities

² Inter-Church Committee on Human Rights in Latin America Mission Statement

³ Ibid.

Economic policies should be placed at the service of human beings if Latin America's people are to rise out of poverty."⁴

As a Canadian human rights organization we look to the international human rights covenants and conventions that Canada has adhered to, such as the International Covenant on Civil and Political Rights and the International Covenant on Economic, Social and Cultural Rights; both arising from the Universal Declaration of Human Rights. ICCHRLA firmly believes that the international human rights law arising out of these United Nations instruments has primacy over all other conventional international law, including that found in trade agreements. Whenever a conflict arises between these legal regimes, human rights law must prevail.

As we address the relationship between human rights and Canadian trade and investment policies, we are therefore guided by biblical imperatives, our Latin American partners, and international human rights instruments. All present us -- and Canadian policy makers -- with a moral and ethical challenge; one that was recently articulated by Nobel Laureate, Oscar Arias: "The moral challenge of globalization demands a fundamental change in values, focusing on human security, democracy, and economic justice. By thinking globally and acting collectively, each of us must contribute to building a more compassionate, humane, and peaceful world."⁵

⁴ Latin American Bishops' Council, *Latin America: Arise and Walk*, 1995

⁵ Dr. Oscar Arias, *The moral challenge of globalization*, York University, Toronto, April 1999

ICCHRLA'S PRINCIPLES REGARDING HUMAN RIGHTS AND TRADE & INVESTMENT

1. Overarching Principles:

Motivated by our faith commitment, the Canadian churches believe in the dignity of all human beings, the integrity of creation and the primacy of human rights. In this context, we believe that Canada's economic relations -- of which trade and investment are key mechanisms -- must be placed at the service of human beings and their communities, rather than the reverse. Furthermore, we believe that the test of any economic agreement is the degree to which it meets the needs of all citizens, guaranteeing their well being, dignity and essential human rights, including -- among other important rights -- the right to adequate nutrition and housing, education, health care, fair and safe working conditions and a healthy environment.

2. Human Rights and Democracy Guarantees:

a. We believe that international human rights law arising out of United Nations human rights instruments like the International Covenant on Civil and Political Rights and the International Covenant on Economic, Social and Cultural Rights, as well as human rights instruments of the Inter-American (OAS) system, has primacy over all other conventional international law, including that found in trade agreements, and that in the event of conflict between these legal regimes, human rights law prevails.

b. We believe the Canadian government should not sign trade/investment agreements with countries which have not signed and ratified internationally-recognized universal and regional human rights instruments, especially those relevant to social, economic and cultural rights. In the case of the FTAA process, all parties (including Canada) must adhere to (i.e. sign and ratify) both the International Covenant on Civil and Political Rights and the International Covenant on Social, Economic and Cultural Rights, as well as the American Convention on Human Rights, the Inter-American Convention to Prevent and Punish Torture and the Additional Protocol to the American Convention on Human Rights in the Area of Economic, Social and Cultural Rights (the "San Salvador Protocol"). In addition, all parties must adhere to all seven core ILO conventions (Canada has yet to sign and ratify ILO Conventions 98, 105 and 138). Finally, Canada must put forward and pass suitable implementing legislation and ensure provincial compliance through a timely process of negotiation.

c. When negotiating any trade/investment agreement, we believe the Canadian government must:

(i) Ensure there is language in the operative sections clearly stating that signatories to the agreement adhere to the international human rights instruments and ILO conventions listed in 2a. above, and;

(ii) Ensure there is language in the agreement clearly stating that no part of the agreement will take precedence over, nor will be in violation of these international human rights instruments and ILO conventions.

d. We believe the Canadian government must **not** sign any integration agreement that includes:

(i) National treatment for foreign investors. Given the vast differences in the levels of development in our hemisphere, equal treatment among unequals is profoundly inequitable. Governments should have the right to treat local family and community business and public enterprises more favourably than foreign enterprises.

(ii) Investor-state dispute settlement mechanisms like those in NAFTA which have led to investor challenges to the ability of governments to safeguard human health and the environment.

(iii) Measures to liberalize cross-border financial flows. Hot money flows led to financial crises in Mexico, Asia and Brazil that severely disrupted world trade and caused massive human suffering. Countries like Chile -- which maintained a type of capital control escaped the worst disruption -- but Chilean-type control would not be legal under NAFTA.

(iv) Tolerance of the enormous transfer of wealth from the impoverished peoples of the South to Northern creditors through payments on external debt. Write-offs of excessive levels of unpayable debt are an indispensable condition for establishing true cooperation between the peoples of the Americas.

3. Monitoring, Enforcement and Appeal Mechanisms:

a. We believe the Canadian government must ensure enforcement of international human rights instruments, International Labour Organization (ILO) conventions and environmental treaties in trade/investment agreements by ensuring that legal processes related to dispute resolution and clarification of such agreements are open, accessible, and with an appeal to the appropriate international body with the highest level of expertise and authority whose mandate and competence it is to hear and rule on the appeal. This means, for example that a dispute involving allegations that a trade agreement had led to violations of United Nations Human Rights Conventions would be referred to the United Nations Human Rights Committees (Human Rights Committee, Committee on Social, Economic and Cultural Rights), while a dispute involving

violations of ILO Conventions would be referred to the International Labour Organization.

b. We believe the Canadian government must commit itself to:

(i) Establish mechanisms that guarantee the implementation of economic, social and cultural rights, and;

(ii) Guarantee the implementation of existing international human rights, environmental, development and labour instruments and mechanisms. As a first step, a permanent supervisory committee for the International Covenant on Economic, Social and Cultural Rights, together with a channel for individuals and non-governmental organizations to bring cases (Optional Protocol) under the Covenant, should be established, along with compliance incentives and more effective penalties in the case of failure to comply.

4. Participatory, Democratic Processes:

a. We believe the Canadian government must ensure that the processes of developing, adopting and implementing trade/investment agreements -- be they bilateral or multilateral -- are transparent and accountable; that is, they must be open to public scrutiny and input, through meaningful parliamentary review and broad civil society consultation, prior to, during and following the negotiation process.

5. Practices of the Export Development Corporation:

a. We believe the Canadian government must ensure that before the Export Development Corporation, a Canadian crown corporation, provides any credit in support of companies seeking to get involved in a trade, investment or development project outside Canada, the EDC must first satisfactorily conduct:

(i) Transparent, broad and authentic consultation with all of those who will be affected by that project before any decision is made to proceed;

(ii) An independent, broad and credible social, cultural and environmental impact study with input from all stakeholders before any decision is made to proceed;

(iii) A human rights assessment that would include consultation with respected national and international non-governmental human rights organizations to determine if a project has a potential to exacerbate existing violence (i.e. in a country where there is an armed conflict) or lead to human rights violations;

(iv) Where a project cannot be conducted in a fashion that does not contribute to repressive capacity or human rights-violating activity, EDC support should not be extended. Likewise, where a project may contribute to unacceptable environmental, social or cultural consequences (i.e. lead to

violations of the UN Covenant on Economic, Social and Cultural Rights, as well as international environmental treaties and agreements) EDC support should not be extended.

6. Canadian Corporations and Corporate Conduct:

In the context of an increasingly globalized and deregulated economy, we believe that Canadian corporations must commit themselves to act as good corporate citizens in each and every country in which they operate. At a minimum, this means complying with benchmarks contained in *Principles for Global Corporate Responsibility*⁶, including the following:

a. Corporations must commit themselves to respect internationally recognized human rights standards like the United Nations Universal Declaration and corresponding Covenants and ILO Conventions.

b. In countries where legislation or the actual practices of any government institution violate fundamental human rights; corporations must do everything in their power to maintain respect for those fundamental rights in their own operations, while exercising influence to contribute to the re-establishment of those rights and where improvement is impossible, corporations must commit themselves to re-examining their presence in the country.

c. Corporations must commit to not damage the environment, adopt and implement a set of internationally recognized environmental performance standards, implement recognized environmental monitoring programs and conduct on-going environmental performance evaluations by an independent auditor, as well as produce transparent, annual environmental reports.

d. Corporations must contribute to the long term sustainability of local communities in which they operate and take local culture into account in their decision-making processes, while not condoning cultural patterns which denigrate human beings.

e. Corporations must develop universal standards governing employment practices and industrial relations, including genuine respect for employees' freedom of association, labour organization, free collective bargaining, non-discrimination in employment and a safe and healthy working environment for all employees.

⁶ *Principles for Global Corporate Responsibility: Bench Marks for Measuring Business Performance (Round Two)* was jointly released in 1998 by the Canadian Taskforce of the Churches and Corporate Responsibility, the British Ecumenical Council for Corporate Responsibility and the American Interfaith Center on Corporate Responsibility.

Dubien, Deric -EAI

From: Martin Grace [MGrace@Interalia.ca]
Sent: January 12, 2001 12:43 PM
To: 'deric.dubien@dfait-maeci.gc.ca'
Subject: Free Trade Agreement with Central America

I am in receipt of your correspondence regarding the proposed trade agreement between Canada and Central America from the Minister for International Trade.

I fully endorse this initiative and I think it is very good for business for a company such as ours. We currently sell in El Salvador, Guatemala and Costa Rico. Does the agreement cover Costa Rico as well?

In my opinion the more agreements like this the better. I think for example the NAFTA extension with Mexico was an excellent venture for Canada and these types of extensions are a natural development of what I certainly hope one day will be a free trade agreement for all the Americas.

Sincerely,

Martin Grace

*Director of New Business Development
Interalia Inc., 4110 79th Street N.W
Calgary, Alberta, Canada T3B 5C2
Tel: (403) 288 2706
Fax: (403) 288 5935
Email: mgrace@interalia.ca*

Dubien, Deric -EAI

From: stanley [stanley@infinet.net]
Sent: January 16, 2001 6:23 PM
To: EXTOTT (CONSULT)
Subject: CANADA-Central America

Your letter Jan 05- transmit 15

Received your note. We are very interested in exporting to Central America having already established a presence and language skills in Mexico. We have a manager who takes care of that region.

However, we are a small company and can hardly contribute very much to your august presence there.

International Water Products (Eau Canada Inc.) manufactures a remarkable product used for:

- CONTROL OF MOSQUITOES (Environmental protection)
- WATER BODY PROTECTION (Agriculture and horticulture)

We have an interesting web site at www.algicide.com which is highly recommended for those interested.

We are very supportive of initiatives taken in the region as it represents a target market area for these unique Canadian products.

Stan Stanley

Voice - 604 983 3407
stanley@infinet.net
For:
International Water Products

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: January 31, 2001 9:05 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Canada/Central America free trade.

-----Message d'origine-----

De: Tony Mertens [mailto:tonym@jacuzzi.ca]
Date: 30 janvier, 2001 15:46
À: 'consultations@dfait-maeci.gc.ca'
Objet: Canada/Central America free trade.

ATTENTION PIERRE S. PETTIGREW

Dear Mr. Pettigrew:

As the Vice President Sales/Business Development of a company that annually exports in excess of 80% of our Canadian manufactured goods, I am generally in favor of any initiatives that flatten the bumps on the road to international export. Our company is currently focusing on developing more business in the Latin American countries including South America and Mexico along with Central America. We currently do business in Costa Rica and have recently received orders from new customers in Panama and Nicaragua. We have, in fact recently appointed an agent to handle our affairs in Central America who is headquartered in Panama City.

You can see, purely from the companies point of view, that we would certainly find a benefit from the formalizing of a free trade arrangement between Canada and Central America. As a company that manufactures products that are highly seasonal and are very dependent on good weather, the ability to grow our business in an area that is usually guaranteed good weather is a desirable thing. We are also a company whose products required a higher level of mechanization and expensive capitol equipment making entry, at the manufacturing level, quite prohibitive.

From my point of view as a citizen of Canada, I do have a concern as to what might transpire in the future with regard to labour intensive jobs or industries when we further expand our partnerships with countries whose labour rates, skill levels and labour practices are at a level far different from those in Canada. I am in favor of furthering the efforts towards free trade with Central America if we are able to put checks and balances in place to insure the proper labour practices and some assurances, from all participants, that, going forward, there would be equal attention given to the balance of trade between the free trade participants.

Please feel free to contact me should you have any further comments or questions

Regards.

Tony Mertens - Vice President Sales/Global Business Development
Jacuzzi Leisure Product
330 Humberline Drive
Toronto Ontario Canada
M9W 1R5
(416) 798-7487
1-800-836-1210 Ex. 487

Feuillets de transmission par télécopieur Post-it [®] Fax Note		Date 7871E	# of pages Nbre de pages
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Fax # / N° de télécopieur 994-0757		Fax # / N° de télécopieur	

Last name: AYALA
 First name: Jose J.
 e-mail address: jaidco@istar.ca
 Company Name: Jaidco Consultants Inc.
 Province: Ontario

Questions

Please comment on:

1) Areas of export interest, including products for which the CA-4 countries should eliminate tariffs more rapidly and/or remove other barriers to trade.

It only comes to mind the housing industry, where Canada has first-class technology.
 It only comes to mind the housing industry, where Canada has first-class technology.

2) Areas where there may be concerns if access to the Canadian market was to be improved for products from CA-4 countries.

3) Suggestions on trade facilitation issues e.g. impediments related to customs or other import-related procedures.

4) The possible inclusion of services within the scope of negotiations and services sectors in CA-4 markets that could be a target for further liberalization (eg. market access issues such as limitations on the number of firms or individuals allowed in a foreign market to provide a service).

5) The possible inclusion of investment within the scope of negotiations, problems faced by Canadian investors in CA-4 countries and the type of rules that would provide Canadian investors with better access, treatment and protection for their investments (Describe any investment barriers or impediments, such as limits on foreign investment, local content requirements, restrictions on capital transfers, etc., that you may have encountered because you are a foreign investor).

6) Any other issue of interest to your firm.

I do not have comments on the above issues, as I only export services (including assistance to Canadian manufacturers in the form of exporting their products and joint ventures).

As mention above, the housing industry should be tap as we have first-class and appropriate technology, particularly to El Salvador.

I do not have comments on the above issues, as I only export services (including assistance to Canadian manufacturers in the form of exporting their products and joint ventures). As mention above, the housing industry should be tap as we have first-class and appropriate technology, particularly to El Salvador.

Names and email address(es) for other people you think would like to provide their views and comments on this free trade agreement initiative:
 (Seperate multiple values with a semi-colon ";")

Would you like to be kept informed of the results of this consultation by email?

Yes

No

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Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: January 24, 2001 11:09 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Free Trade: Can/Central Amer.: Environmental and rights issues

-----Message d'origine-----

De: Hanson [mailto:komrade@home.com]
Date: 23 janvier, 2001 01:43
A: consultations@dfait-maeci.gc.ca
Objet: Free Trade: Can/Central Amer.: Environmental and rights issues

Greetings,

Thank you for providing me with this opportunity to express my opinion on the upcoming Free Trade negotiations with Central America. I will try to keep my comments relatively brief.

My only "interest" in these discussions is as a Canadian citizen with a global conscience. I am concerned with the effects of unfettered capitalism, competition, and industrialization upon the natural environment and the human society, not only in Canada, but around the world. As such, I am steadfastly opposed to a continuation or expansion of "free trade" as it has been defined so far, since it has ignored virtually all issues related to sustainability, equality, and sovereignty.

The notice for submissions I received via e-mail asks for "precise information on the reasons for positions taken". Well, perhaps the best information I can offer is the notice itself: of the eight main points listed as areas for input, SEVEN of them relate to issues of the market, such as trade barriers, investment rules, overall liberalization of foreign markets, etc., while ONE is left to cover all areas of social interest, including the environment, workers rights, human rights, etc.

This is obviously a reflection of the general order of priorities for our nation's negotiations, and this is exactly what I find disturbing about the expansion of free trade agreements as we know them. Why are we institutionalizing an agenda that places the demands of industry, investment, and competition far above and beyond the interests of the environment, the common worker, the human being?

I understand that the mandate of trade negotiations is to negotiate trade agreements, not to act as the United Nations, to find peace and prosperity for all. Unfortunately, it would be naive to believe that trade deals do not directly influence the social and environmental realities of the world as much as they influence the financial and the industrial anyway-- the two realms are inextricably linked-- and as such, we need to radically alter the way we view these deals and how we negotiate them.

Canada should have the right to ban MMT from its gasoline (without penalty) if it chooses to do so. We should be able to legislate our own policy on foreign magazines (primarily "split-run" editions), and we should maintain the right to subsidize our farmers to high heaven if we want to. Any country should have the power to manage its domestic affairs without interference. Without self-determination, a country is powerless to enact the regulations it may deem necessary to protect its environment, its society, its people. Why negotiate a deal that creates a toothless civil body/government?

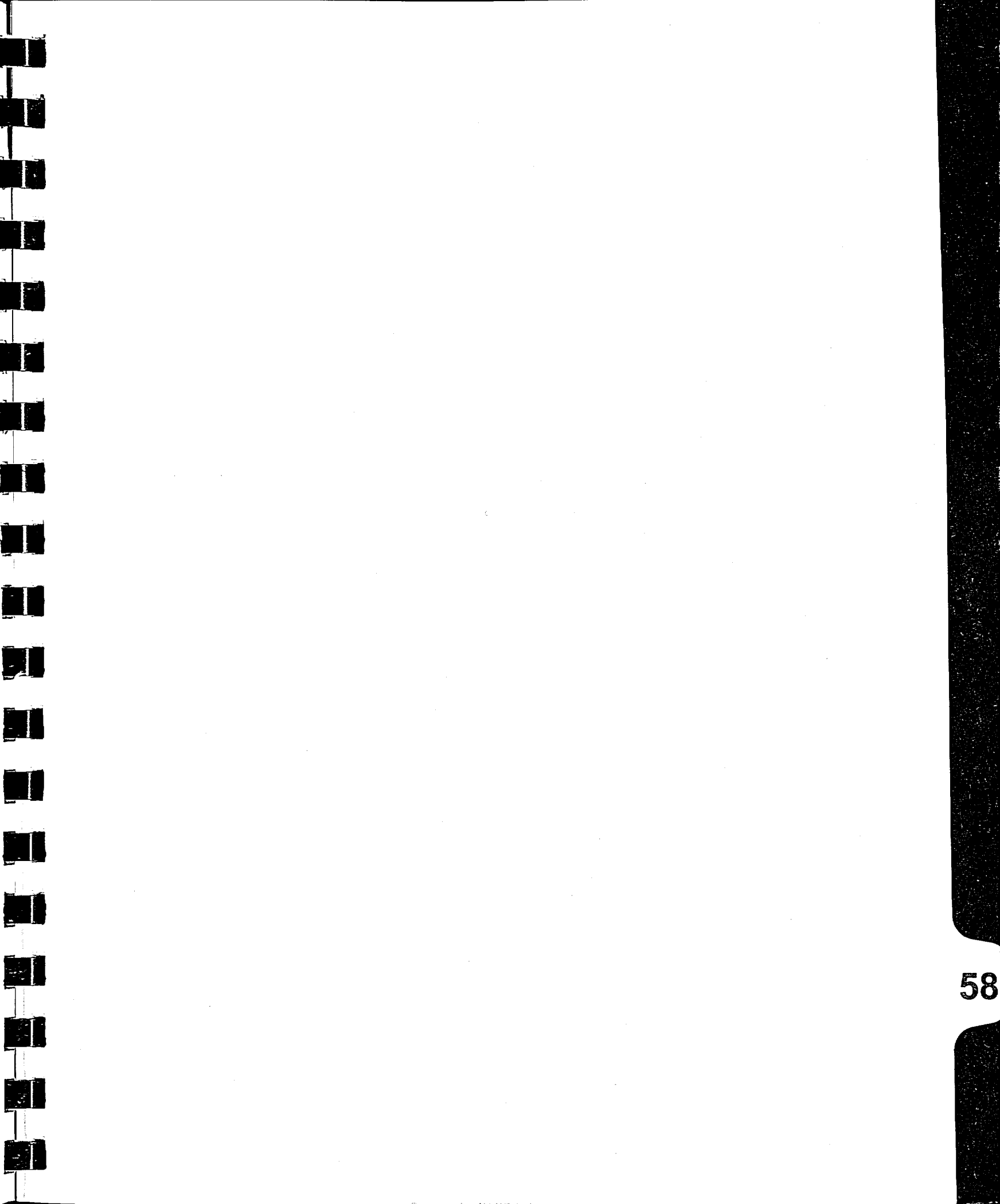
I ask that the FTA negotiations with our Central American friends be done in a completely new spirit of co-operation and inclusion, not to benefit wealthy multinational corporations and multi-millionaire individuals, but for the benefit of the planet and all, yes all, the people on it. Our national negotiating agenda should not be to liberalize and then dominate the economies of Central America, but to

create fair and mutually beneficial trading links with countries that can use our business, as we can use theirs.

So far, this has not been the case with free trade negotiations and deals, which have dealt more with investment and corporate manipulation than actual "fair trade". I humbly ask that Canada present a better trade concept this time around.

Again, thank you for this opportunity. I appreciate the chance to be heard.

Jason Hanson
224 2nd St. E
Saskatoon, SK
S7H 1N6



Kal-Trading Inc.

100 Van Kirk Drive,
Brampton, Ontario
Canada
L7A 1B1

Phone : (905) 846-4040
Fax : (905) 846-4047
E-mail : kaltrade@idirect.com
Web Site : www.kaltrading.com

TO : DEPT OF FOREIGN AFFAIRS & INTL TRADE DATE : JANUARY 16, 2001
ATTN : TRADE POLICY PLANNING DIV (EAI)/CA FAX : 613-944-0757
FROM : GOBI SAHA PHONE:
SUBJECT: FREE TRADE AGT WITH CENTRAL AMERICA PAGES : 1

We refer to your letter dated January 05, 2001.

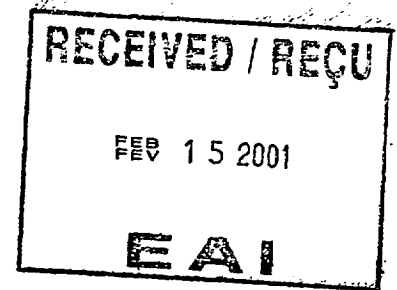
We export virgin and recycle plastic raw materials to Central America. Duty reduction or omission will make it more competitive to sell it there.

With best regards.

*We Buy Plastic Scrap/Regrind/Obsolae etc.
We Sell Regrind/Repro/Compound/Virgin*



KLOHN CRIPPEN



February 8, 2001

Trade Policy Planning Division (EAI) / Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Attention: Randle Wilson, Director

Dear Sirs:

This letter is in response to the request from the Minister for International Trade for comments on a proposed free trade agreement between Canada and Central America.

Klohn Crippen Consultants Ltd. is a consulting engineering service firm. We obtain a significant proportion of our revenue from outside Canada, primarily from the mining and power sectors. Consequently, international trade is vital to our Company, and to the jobs we provide for Canadian engineers and associated support services.

We support the concept of free trade, with all our trading partners. Canada's markets are worldwide and we can only prosper if we have easy access to those markets ... similarly in a spirit of competition, our trading partners need open access to Canadian markets.

In summary, I support your efforts in Central America and hope that you will be successful. If you require additional information, please feel free to contact me.

Yours very truly,

KLOHN-CRIPPEN CONSULTANTS LTD.

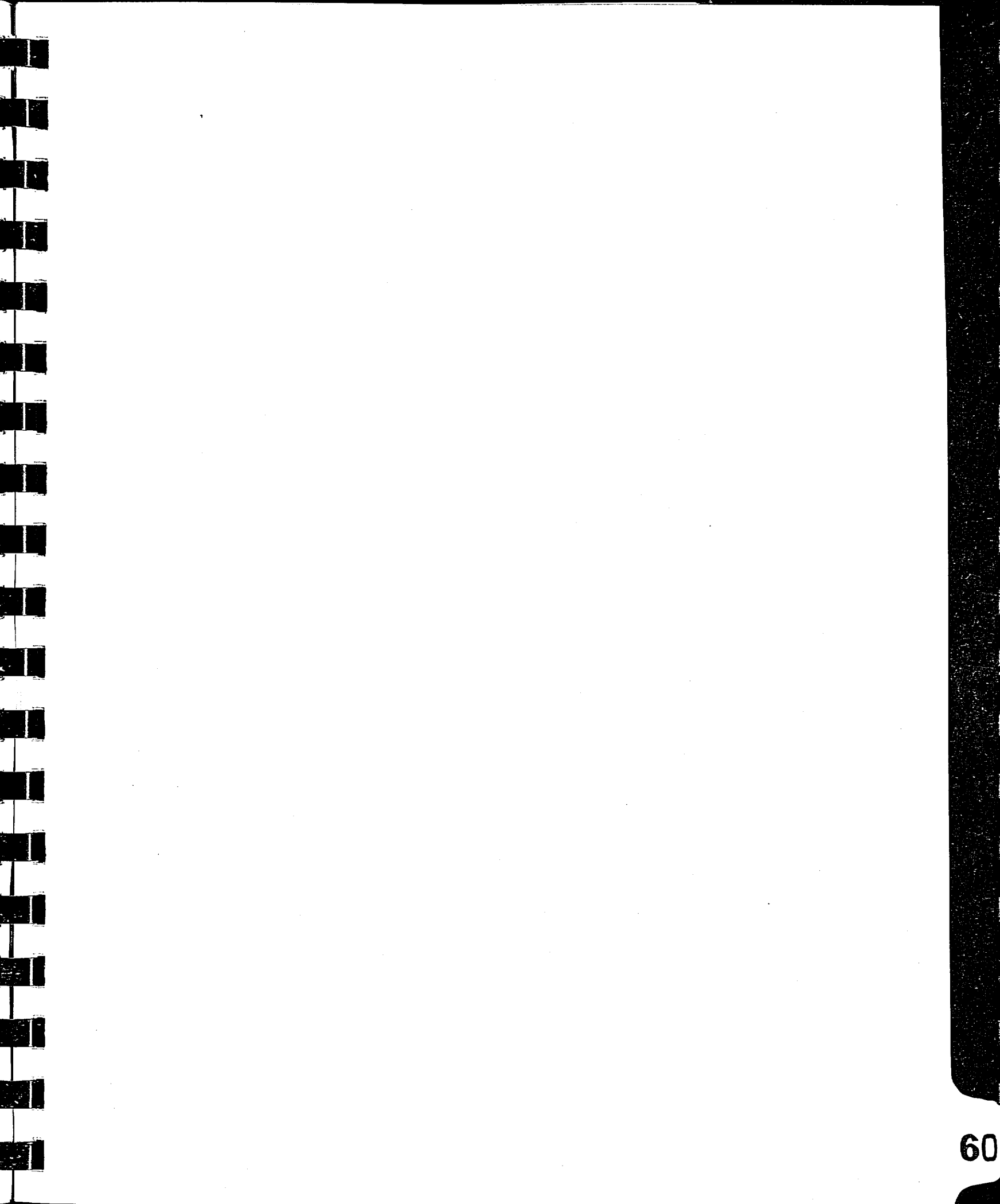
Ernest A. Portfors, P. Eng.
President and C.E.O.

EAP*Imb

X:admin\Linda\Portfors\2001\letters-Rwilson-DeptForAffrs-FreeTrade-0208

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FEB 13 2001

EAI

Charlesbourg, le 31 janvier 2001

Direction de la planification de la politique commercial
(EAI)/Amérique centrale
Ministère des Affaires étrangères et
du Commerce international
125, promenade Sussex
Ottawa (Ontario)
K1A 0G2

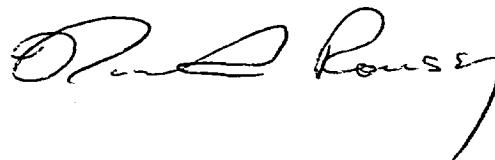
Objet : Accord de libre-échange – Amérique centrale

Monsieur le Ministre,

Après avoir lu avec attention votre lettre en date du 5 janvier 2001 adressée à notre président Monsieur Guy Goupil, et relative à l'objet mentionné en rubrique, nous souscrivons volontiers à la volonté du Premier Ministre Jean Chrétien et des présidents du Salvador, du Guatemala, du Honduras et du Nicaragua de chercher à conclure un accord de libre-échange entre le Canada et l'Amérique Centrale. Nous croyons qu'une telle réalisation s'inscrit d'emblée comme étant une nouvelle étape dans le cadre du projet de libre-échange des Amériques, suivant celle de l'ALÉNA.

Nos activités commerciales des dernières années dans cette région, nous indiquent qu'il semble y avoir intérêt accru pour les produits de notre société. Un accord de libre-échange nous permettrait, sans nul doute, d'être encore plus concurrentiel sur ces marchés.

Nous vous prions d'agréer, Monsieur le Ministre, l'expression de nos sentiments les meilleurs.



Normand Roussy, ing.
Directeur régional des ventes

Nom de famille : provost
 Prénom : gINETTE
 Courriel : ginettep77@hotmail.com
 Company Name: Lafayette consultants
 Province: Québec

Questions

Faites-nous part de vos commentaires sur les points suivants :

1) les secteurs d'intérêt pour les exportations, y compris les produits pour lesquels les quatre pays concernés devraient éliminer les tarifs plus rapidement ou encore supprimer d'autres barrières commerciales;

textiles et vêtements
 textiles et vêtements

2) les secteurs qui pourraient se révéler préoccupants si les produits des quatre pays concernés devaient bénéficier d'un accès plus ouvert au marché canadien;

pas de réponse
 pas de réponse

3) des suggestions relatives à la facilitation du commerce, par exemple les obstacles liés aux douanes ou à d'autres procédures touchant les importations;

taux de douanes trop élevés
 taux de douanes trop élevés

4) l'inclusion possible des services dans les négociations de même que les secteurs des services qui, dans les marchés des quatre pays concernés, pourraient faire l'objet d'une libéralisation des échanges plus grande (p. ex. les questions relatives à l'accès aux marchés, notamment les restrictions imposées au nombre d'entreprises ou de particuliers autorisés à fournir un service au sein d'un marché étranger);

tout à fait d'accord pour l'inclusion des services
 tout à fait d'accord pour l'inclusion des services

5) l'inclusion possible des investissements dans les négociations, les problèmes auxquels se heurtent les investisseurs canadiens dans les quatre pays concernés et le type de règles susceptibles de garantir aux investisseurs canadiens un accès plus grand, un meilleur traitement et une protection accrue de leurs investissements (décrivez toute barrière ou tout obstacle à l'investissement, par exemple les restrictions appliquées à l'investissement étranger, les exigences relatives au contenu local, les restrictions applicables au transfert de capitaux, etc., auxquels vous avez été confronté parce que vous êtes un investisseur étranger);

aucun commentaires
 aucun commentaires

6) tout autre enjeu intéressant votre entreprise.

l'enseignement
 l'enseignement

Noms et adresses électroniques d'autres personnes qui selon vous, aimeraient faire connaître leurs points de vue et leurs commentaires sur la présente initiative :

Aimeriez-vous être tenu au courant des résultats de la présente consultation par courrier électronique?

- Oui
 Non

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Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: February 2, 2001 9:23 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: input for Central America Free Trade

-----Message d'origine-----

De: sara melendez [mailto:latinconnection3000@hotmail.com]
Date: 2 février, 2001 01:04
À: consultations@dfait-maeci.gc.ca
Objet: input for Central America Free Trade

February 2, 2001

Pierre S. Pettigrew
Trade Policy Planning Division (EAI) Central America
Department of Foreign Affairs and International Trade

Dear Mr. Pettigrew

First of all we want to thank you for inviting Latin American Connections of Canada to input some view related to the initiative of Trade to the Central America Area

We are really excited about it, Canada has an excellent market in Latin America. We have before our eyes 34 countries with an approximately population of 500 millions of people (consumers). Since NAFTA is working for Canada and the initiative of Free Trade Area of the Americas foresees to be the world's largest free trade zone, opening a vast market of 800 millions people, embracing 34 countries (85% Spanish speaking countries) with a combined gross domestic of US\$10.76 trillion

We believe that Central America is an excellent approaching, the is no better time, if we consider the following:

1. Latin American Connections of Canada conducted in El Salvador a survey during summer-2000 within the printing industry, identifying that Salvadorian business are so eager to find new sources of supply that could offer competitive prices, quality, etc, so they considered Canada as a reliable ally. We are pretty sure the same pattern could be for the whole Central America region.
2. Latin American countries are too much United States oriented consumers, because the are not really familiar with Canada, so **WE JUST NEED AN AGGRESSIVE MARKETING**. If we think that within the American Continent, Canada is the only country that posses the technology, education, and resources to become United State's competitions **!!!WE CAN MAKE IT HAPPEN!!!!**
3. After all this natural disasters happening in Central America, there is an urgent need for building materials, electrical suppliers, telecommunications, engineering services, environmental services, etc. We have a good market to work.

Latin America Connections fo Canada is a brad new company, primarily targeting the Central Aemrica region and looking for Sales Representative opportunities, especially in the forestry industry with products such newsprint and paper goods and lumber as well.

We would really appreciate if through this Trade Policy Planning Division we may be aware of companies having business in Central America of planning a market expansion, so that we can work together

Would you please keep us informed of the advancement of this free trade agreement with Central America.

Sincerely,

Sara Melendez
General Manager
LATINO CONNECTIONS

Get Your Private, Free E-mail from MSN Hotmail at <http://www.hotmail.com>.

Dubien, Deric -EAI

From: Carriere, Claude -EAD
Sent: January 13, 2001 7:51 AM
To: Van Beselaere, Duane -EBS; Grant, Heather -EAI; Dubien, Deric -EAI; Wilson, Randle -EAI
Subject: FW: Central America-free trade

-----Original Message-----

From: Fergus, Gregory -MINT
Sent: 12 janvier, 2001 23:51
To: Carriere, Claude -EAD
Subject: FW: Central America-free trade

Claude,

I thought you would be interested in this unsolicited email.

Greg

-----Original Message-----

From: Michael Quinn [mailto:maq@lcsi.ca]
Sent: Thursday, January 11, 2001 9:51 AM
To: Greg Fergus
Subject: Central America-free trade

Hi Greg,

We met in Bogota in late July. My company, LCSi, supplied educational software to the City of Bogota.

Here is some unsolicited advice on signing free trade agreements with Central American nations: do it.

1. Canadian companies have nothing to fear from Central American companies; and
2. Canada has lots to offer them in fields of technology and infrastructure; and
3. get in before the Americans; and
4. most important, it will help their companies sell products in Canada which will slowly begin to stop the poverty cycle.

See you in China next month.

regards,
Michael A. Quinn

P.S. And continue to forgive their external debt if they make advances in areas of human rights, democratic reform and education.

LE GROUPE
OCEAN

Le lundi 29 janvier 2001

TRANSMISE PAR TÉLÉCOPIEUR
(613) 944-0757

Monsieur Pierre S. Pettigrew
Ministre du Commerce international
Direction de la planification de la politique
commerciale (EAI) / Amérique centrale
**MINISTÈRE DES AFFAIRES ÉTRANGÈRES ET DU
COMMERCE INTERNATIONAL**
125, Promenade Sussex
Ottawa (Ontario)
K1A 0G2

OBJET: Votre lettre du 15 janvier 2001

Monsieur le Ministre,

Il me fait grand plaisir de vous faire part, par la présente, des commentaires que vous sollicitiez dans votre lettre mentionnée en rubrique.

En tant que propriétaire et opérateur d'un chantier de construction navale de moyen tonnage à l'Isle-aux-Coudres, je n'ai aucune hésitation à appuyer votre démarche, d'autant plus que nous consacrons présentement énormément d'efforts sur l'ouverture du marché d'Amérique centrale.

Nous ne voyons que des avantages à ce genre d'ouvertures, car elles favorisent l'exportation, créent des emplois, nous permettent de développer du personnel compétent et expérimenté et nous donnent l'occasion de faire connaître la qualité de nos produits et l'excellence de l'expertise canadienne partout dans le monde.

Il va sans dire que toute initiative de la part du gouvernement canadien qui contribuera à ouvrir les portes de nouveaux marchés aux entreprises canadiennes est plus que la bienvenue et mérite tout notre appui.

Je tiens donc à vous assurer de notre soutien dans vos démarches, d'autant plus que nous serons parmi les premiers à en profiter.

J'espère que ces quelques commentaires sauront vous être utiles et je vous prie de ne pas hésiter à communiquer à nouveau avec nous aussi souvent que nécessaire.

Veuillez agréer, Monsieur le Ministre, l'expression de mes sentiments distingués.

LE GROUPE OcéAN INC.



Gordon Bain
Président et chef de la direction

/cd

LE GROUPE
OcéAN

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: February 8, 2001 9:20 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Central American Free Trade

-----Message d'origine-----

De: Al Gourley [mailto:albert.gourley@tor.macleoddixon.com]
Date: 6 février, 2001 20:51
A: consultations@dfait-maeci.gc.ca
Objet: Central American Free Trade

I would support free trade with Central America.

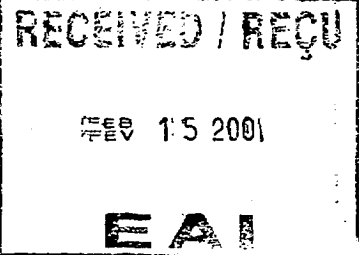
Free trade serves to enhance the allocation of resources within our society in a more efficient manner and enables us to take better advantage of our higher value added products.

Nevertheless, in my view, we need to be concerned about our ability to produce higher value added products that depend on highly educated people - not particularly with Central America today, but certainly with Central America in the long run and the U.S. today.

Our focus on income tax revenue, as opposed to consumption taxes, continues to operate as a deterrent to "smart" people staying in Canada and the continuing loss of good people to the south continues every day. We can sustain a more social / liberal society based on increased consumption taxes, but to the extent that our income taxes differ dramatically from the U.S. we will continue to lose those "smart" people, high quality jobs, innovation, etc.

A policy on free trade should be imbedded with a detailed strategy concerning the above.

Al Gourley, Macleod Dixon, LLP, Toronto.



February 12, 2001

Trade Policy Planning Division (EAI)/Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

RE: Canada-Central America Free Trade Agreement

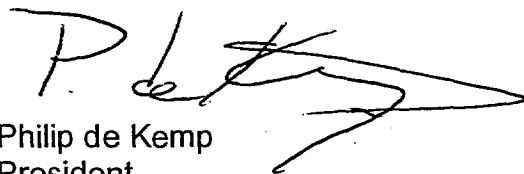
The Malting Industry Association of Canada (MIAC) through its four company members currently export over 500,000 tonnes annually of barley malt (60% of our production) throughout the world. Annual sales revenue is approximately \$200 million.

Presently, some of our members do sell Canadian malt to several Central American countries, including Guatemala and El Salvador, worth over \$6 million annually.

Any federal initiative which provides the opportunity for freer trade with the elimination of import tariffs/taxes is greatly supported by our members.

We appreciate the opportunity to be kept informed of the developments during the negotiations and are very supportive of your efforts.

Sincerely,



Philip de Kemp
President

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: January 25, 2001 11:27 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Free Trade Agreement with Central America

-----Message d'origine-----

De: pisces@escape.ca [mailto:pisces@escape.ca]
Date: 24 janvier, 2001 23:39
A: consultations@dfait-maeci.gc.ca
Objet: Free Trade Agreement with Central America

Dear Mr Pettigrew

I think that a Free Trade Agreement with Central America is a good for all concerned. I do not know the technicalities of free trade agreements, I interpret these agreements as what they imply, relaxed customs and tariff problems and less legal bottlenecks. Free movement of goods and capital. Again, as I see it free trade is like a stick with a line drawn in the direct centre, but one side always has a longer half, in this particular case it will be Canada. I have spent a lot of time in some of the countries listed, Our country has a very good name there, and a Canadian Passport is respected. This is a good omen for Canadian Companies wanting to conduct business there. As we hold the long end of the free trade stick in this case I think we should try to allow trade to grow gradually where our exports to them, versus our imports from them should be kept in relative balance, mainly to keep political peace, and show "big brother" to the South how a free trade agreement should really work. Keep the courts out of legitimate business in a free trade climate. Free trade is definitely the future.

I have some minor reservations which I will list here.....

Would there be any excessive emigration from the Central American countries listed, or any "brain drain"

There should be a probationary period of some years, to smooth out any unforeseen wrinkles, and to see how it affects the populace of these countries. Also we should try to ensure that some of the benefits trickle down to the working people, this may help to prevent or minimise political or social problems.

I DO HOPE YOU CAN MAKE SOME SENSE OF MY RAMBLING NONSENSE. I would also like to blow my own horn now. We have just made our first shipment of processed food (Potato Granules) from Vauxhall Foods of Vauxhall Alta. to Guatemala ..With all the necessary agreements in place, we are trying to cover ALL of Central America with this product. We think that this will be done in one to two years. Then we will do other processed food products which we are working on at this time.

Yours Truly
patrick wishart
Manimpex International Inc

Last name: Martell
First name: Jack
e-mail address: martell@ican.net
Company Name: Martell Exporting Ltd
Province: Ontario

Questions

Please comment on:

1) Areas of export interest, including products for which the CA-4 countries should eliminate tariffs more rapidly and/or remove other barriers to trade.

Central America, South America, Caribbean
Central America, South America, Caribbean

2) Areas where there may be concerns if access to the Canadian market was to be improved for products from CA-4 countries.

Central America
Central America

3) Suggestions on trade facilitation issues e.g. impediments related to customs or other import-related procedures.

Lower duty rates
Lower duty rates

4) The possible inclusion of services within the scope of negotiations and services sectors in CA-4 markets that could be a target for further liberalization (eg. market access issues such as limitations on the number of firms or individuals allowed in a foreign market to provide a service).

5) The possible inclusion of investment within the scope of negotiations, problems faced by Canadian investors in CA-4 countries and the type of rules that would provide Canadian investors with better access, treatment and protection for their investments (Describe any investment barriers or impediments, such as limits on foreign investment, local content requirements, restrictions on capital transfers, etc., that you may have encountered because you are a foreign investor).

6) Any other issue of interest to your firm.

Names and email address(es) for other people you think would like to provide their views and comments on this free trade agreement initiative:

(Separate multiple values with a semi-colon ";")

Would you like to be kept informed of the results of this consultation by email?

Yes

No

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Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: January 29, 2001 3:00 PM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Canada-Central America FTA negotiations

—Message d'origine—

De: Martha Kostuch [mailto:martha@rttinc.com]
Date: 28 janvier, 2001 18:56
A: consultations@dfait-maeci.gc.ca
Objet: Canada-Central America FTA negotiations

I am very concerned about the potential environmental impacts of a free trade agreement between Canada and Central America.

I request that a full environmental impact assessment be conducted with full and meaningful public participation prior to any agreement being signed.

If a Free Trade Agreement is signed between Canada and Central America, it should include full protection of all existing and future environmental and resource protection laws. It should also include environmental enforcement provisions for any citizen which are at least as strong as the economic enforcement provisions that are included in the agreement.

Martha Kostuch

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: January 31, 2001 9:04 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Consultation on free trade

-----Message d'origine-----

De: Matt McLauchlin [mailto:matt_mcl@hotmail.com]
Date: 29 janvier, 2001 23:09
A: consultations@dfait-maeci.gc.ca
Objet: Consultation on free trade

Dear madam or sir:

In accordance with the call for citizen input on the subject of free trade with Central America, I submit my comments on the issue.

I would like to know in what way we do not already have free trade with Central America. To my knowledge, no nation has currently thrown up cast-iron protectionist measures against foreign trade. With a few exceptions, the nations of the world have enjoyed de facto free trade since the Industrial Revolution.

Any further formalization of free trade, therefore, cannot possibly be viewing only a dropping of illegitimate barriers to trade. The majority of the trade restrictions still in place are with a view to protecting the health, environment, and social well-being of the legislating nation's people.

Consider that under the terms of NAFTA, the Canadian government has been sued for imposing environmental restrictions on the sale of noxious products in Canada. The government has been forced by foreign corporations to drop democratically passed legislation meant to protect the health of its citizens.

Consider the possibility of Canada being forced to drop its commitment to medicare, public education, and the protection of our natural resources such as fresh water, as "unfair trade restrictions" trying to "subsidize" Canadian interests.

Attempts to preserve the quality of life to which we are accustomed against the interest of foreign corporations is not protectionism; it's democratic control as opposed to irresponsible autocracy. We cannot survive as a country if we sell our birthright for a mess of pottage to the control of foreign companies.

Any trade agreement not containing ironclad defenses against foreign claims of unfair subsidies in our social-democratic system must be dismissed.

Thank you for your attention to this comment.

Very truly yours,
Matthew McLauchlin

12-4111, rue Saint-Antoine ouest
Montreal, Quebec H4C 1C2

Nom de famille : Messier
 Prénom : Bernard
 Courriel : info@maxidrill.com
 Company Name: Maxidrill International
 Province: Québec

Questions

Faites-nous part de vos commentaires sur les points suivants :

1) les secteurs d'intérêt pour les exportations, y compris les produits pour lesquels les quatre pays concernés devraient éliminer les tarifs plus rapidement ou encore supprimer d'autres barrières commerciales;

Foreuses et pièces de foreuses

Pièces mécaniques et hydrauliques

Foreuses et pièces de foreuses Pièces mécaniques et hydrauliques

2) les secteurs qui pourraient se révéler préoccupants si les produits des quatre pays concernés devaient bénéficier d'un accès plus ouvert au marché canadien;

Rien d'inquiétant pour notre secteur d'activité

Rien d'inquiétant pour notre secteur d'activité

3) des suggestions relatives à la facilitation du commerce, par exemple les obstacles liés aux douanes ou à d'autres procédures touchant les importations;

4) l'inclusion possible des services dans les négociations de même que les secteurs des services qui, dans les marchés des quatre pays concernés, pourraient faire l'objet d'une libéralisation des échanges plus grande (p. ex. les questions relatives à l'accès aux marchés, notamment les restrictions imposées au nombre d'entreprises ou de particuliers autorisés à fournir un service au sein d'un marché étranger);

5) l'inclusion possible des investissements dans les négociations, les problèmes auxquels se heurtent les investisseurs canadiens dans les quatre pays concernés et le type de règles susceptibles de garantir aux investisseurs canadiens un accès plus grand, un meilleur traitement et une protection accrue de leurs investissements (décrivez toute barrière ou tout obstacle à l'investissement, par exemple les restrictions appliquées à l'investissement étranger, les exigences relatives au contenu local, les restrictions applicables au transfert de capitaux, etc., auxquels vous avez été confronté parce que vous êtes un investisseur étranger);

6) tout autre enjeu intéressant votre entreprise.

Enlever les barrières tarifaires est le principal point pour nous. Si le client n'a pas à payer de frais de douane, ça nous avantage par rapport aux Européens et Américains (s'il ne font pas partie de cet accord). Enlever les barrières tarifaires est le principal point pour nous. Si le client n'a pas à payer de frais de douane, ça nous avantage par rapport aux Européens et Américains (s'il ne font pas partie de cet accord).

Noms et adresses électroniques d'autres personnes qui selon vous, aimeraient faire connaître leurs points de vue et leurs commentaires sur la présente initiative :

Aimeriez-vous être tenu au courant des résultats de la présente consultation par courrier électronique?

Oui

Non

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Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: February 8, 2001 9:19 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Response to Minister Pettigrew's letter

—Message d'origine—

De: Sydor, Seona [mailto:SSydor@mdsintl.com]
Date: 7 février, 2001 09:47
A: 'consultations@dfait-maeci.gc.ca'
Cc: Harling, Brian
Objet: Response to Minister Pettigrew's letter

Trade Policy Planning Division (EAI)/Central America
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

February 6th, 2001
consultations@dfait-maeci.gc.ca

Via email -

Minister Pettigrew:

This is in response to your letter dated January 15th, 2001, concerning a free trade agreement between Canada and Central American countries of El Salvador, Guatemala, Honduras, and Nicaragua.

I respond to your letter both as Chair of the Medical and Health Care Products and Services SAGIT, and as Vice President, Corporate Affairs, MDS Inc. The SAGIT is in support of Free Trade Agreements, with the exception of one member of SAGIT who represents labour. While Central America is not a major customer for Canadian companies in this sector, we do support the principle of expanded trade relations.

The tariff component of free trade agreements is not, however, the major issue in this sector. Getting your product approved for distribution in a jurisdiction is more of a trade barrier than tariffs. We would recommend improved standardization as part of the negotiations, and even harmonization of regulatory issues and procedures around product approvals. At the next SAGIT Meeting - likely in April or May of this year - I will add this item to the agenda, and ask SAGIT members to provide specific examples of regulatory, procedural and standardization issues associated with these countries that we would encourage your negotiators to resolve as part of the negotiations.

MDS Inc is a Canadian owned and Canadian based global company with operations in 19 other countries on five continents. We provide products and services in over 80 countries. MDS revenues in fiscal 2000 were \$1.44 billion of which 61% was from international activity. This was accomplished with an employee base of 11,000 employees, 69% of which are located in Canada.

Ensuring that Canadian companies in the Health and Life Sciences sector have a level playing field is very important to MDS. We encourage you and your Ministry to continue to further your efforts to expand the opportunities for Canadians to compete on an equal basis globally.

Yours truly

Brian Harling

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: February 8, 2001 9:14 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: attn Pierre Pettigrew re Free Trade Agreement Central America

-----Message d'origine-----

De: Lois McIntosh [mailto:micromac@attcanada.ca]
Date: 7 février, 2001 20:03
A: consultations@dfait-maeci.gc.ca
Objet: attn Pierre Pettigrew re Free Trade Agreement Central America

Dear Minister Pettigrew (Pierre)

I just received your letter re the proposed free trade agreement between Canada and Central America. This is long overdue, due to the economic situation in these countries. Secondly, I was wondering why Costa Rica was not included. The tariffs into these countries is sufficiently high enough that it deters these countries from buying quality products from Canadian companies. We have been working in this market for several years and thus can speak from experience especially with Guatemala, Salvador and Costa Rica. Did you know that videos going into Costa Rica are taxed at 100%. It is essential that all sectors are included not just the HIGH TECH ;FOOD & Natural Resources..Medical. It must be a two way street, that is the items that they produce in their countries cannot be excluded from our free export list. The free trade must not just apply to the PRIORITY ITEMS but include the 'bread & butter' items as well.

I noted this happening in the escalation of the Tariffs between Mexico and Canada....I noticed we are dropping the tariffs on plastics but the opposite going into Mexico does not seem to be happening.

I am already aware of how highly regarded Canadians are in this region but that does not help if the existing tariffs make importing other than essential of our goods out of their reach.

I am sorry that I was unable to comply with your request to get this information to you by Feb 2nd, but I just received it on my return to Canada on the 5th. I hope you have a great time in China. I was supposed to go but our activity with Japan makes that impossible at this time. Also, I received notice of cancellation of some shows their until 2002, waiting for the admittance of China into the WTO

Best regards
Micro Mac Products Ltd
Lois McIntosh
President

Dubien, Deric -EAI

From: Bastien, Louise -EBC on behalf of EXTOTT (CONSULT)
Sent: February 12, 2001 11:44 AM
To: Hey, Sabine -EBC; Dubien, Deric -EAI
Subject: TR: Letter Mr. Pierre Pettigrew / Free trade Central America

-----Message d'origine-----

De: Paul Tol [mailto:ptolboca@laker.net]
Date: 12 février, 2001 09:20
A: consultations@dfait-maeci.gc.ca
Cc: (1) Emmanuel Araya; (0) Marie Thorsen; dsinger@mccain.ca
Objet: Letter Mr. Pierre Pettigrew / Free trade Central America

Sir,

I received copy of your letter, requesting input from Canadian companies for business in Central America.

As McCain International Inc we are a major exporter to Central America from Canada, and a free trading agreement would definitely further increase our sales volumes of frozen potatoes, vegetables, desserts, pizzas etc.

McCain actually has a very strong business within the region, supported with 3 full time employees in Costa Rica/Guatemala. Remaining issue remains the high duties on certain products, especially frozen potatoes into Costa Rica, with 40% duty.

I have copied Dan Singer, our major contact from our Corporate offices in Toronto. He might want to add some information to you as well.

Sorry for the delay, but I just got my hand on this letter last week.

Sincerely,

McCain International Inc.

Paul Tol

Vice President Caribbean &
Western Latin America



**POSITION DE LA CSD
SUR UN ÉVENTUEL ACCORD DE LIBRE-ÉCHANGE
ENTRE LE CANADA ET L'AMÉRIQUE CENTRALE**

**MÉMOIRE PRÉSENTÉ
AU MINISTRE DES AFFAIRES ÉTRANGÈRES
ET DU COMMERCE INTERNATIONAL
M. PIERRE PETTIGREW**



**CENTRALE DES SYNDICATS DÉMOCRATIQUES
9 février 2001**

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PRÉSENTATION

La Centrale des syndicats démocratiques (CSD) représente quelque 60 000 membres au Québec, dont 90 % travaillent dans le secteur privé. La CSD compte près de 400 syndicats affiliés, tantôt regroupés en fédérations, tantôt en secteurs réunis.

Les membres de la CSD oeuvrent dans l'ensemble des secteurs d'activité économique du Québec, à l'exception des fonctions publiques québécoise et fédérale. La plupart de nos membres sont donc exposés plutôt directement aux effets du libre-échange. Il est donc normal que cette question soit devenue d'intérêt premier pour eux.



INTRODUCTION

Le principal sujet de préoccupation de la CSD dans la rhétorique entourant le libre-échange, depuis l'ALÉ¹, l'ALÉNA² et, maintenant, la ZLÉA³ et l'accord de libre-échange entre le Canada et l'Amérique centrale, c'est que la perspective économiciste est sans cesse présentée comme reine des discussions. On n'a qu'à prendre la lettre par laquelle le ministre Pettigrew nous invite à participer au processus de consultation sur l'accord de libre-échange entre le Canada et l'Amérique centrale pour prendre la mesure de ce phénomène. On peut y lire qu'en 1999, « *le Canada a exporté 212 millions \$ de marchandises au Salvador, au Guatemala, au Honduras et au Nicaragua et a importé de ces pays pour*

¹ L'Accord de libre-échange entre les États-Unis et le Canada, signé en 1989.

² L'Accord de libre-échange nord-américain entre les États-Unis, le Canada et le Mexique, signé cinq ans plus tard, en 1994.

³ La Zone de libre-échange des Amériques devrait lier 34 États participants (soit toute l'Amérique à l'exception de Cuba, qui ne possède pas de gouvernement démocratiquement élu, le critère de base pour pouvoir adhérer à la ZLÉA). Les discussions en vue de créer cette zone reprendront au 3e Sommet des Amériques qui se tiendra à Québec au printemps 2001.



251 millions \$ environ ». Plus loin, on peut lire que « *nos exportations à destination de la région sont en hausse et les entreprises canadiennes ont fait face à la concurrence avec succès* ». Ce qui y est sous-entendu, c'est que même s'il s'agit d'un marché relativement petit, il offre des opportunités d'affaires à quiconque veut exporter.

Peu importe que, dans la plupart des pays, la très grande majorité des habitants n'aient jamais les moyens d'acheter tous les merveilleux produits que nous sommes en mesure de fabriquer. Peu importe que bon nombre d'entre eux doivent vivre qu'avec, en tout et pour tout, un dollar par jour. Peu importe que les inégalités croissent chaque jour davantage entre riches et pauvres de cette planète. Peu importe que 90 syndicalistes aient perdu la vie en Amérique latine en 1999 (sur un total mondial de 140)⁴. L'important, c'est la taille du marché potentiel.

Oui, il y a croissance, de l'économie comme des exportations, et la plupart des indicateurs d'activité sont là pour nous le rappeler. Mais il y a en même temps développement d'un fossé croissant entre riches et pauvres.

⁴ Selon les données disponibles sur le site de la CHRONIQUE DE L'ITINÉRANT ÉLECTRONIQUE, site au www.itinerant.qc.ca



LES POSITIONS HISTORIQUES DE LA CSD SUR LA QUESTION DU LIBRE-ÉCHANGE

La CSD a été, à la fin des années 1980, la seule centrale québécoise à ne pas s'opposer à la signature de l'Accord de libre-échange entre le Canada et les États-Unis. Il s'agissait alors beaucoup d'une particularité de la CSD sur le plan des moyens plutôt qu'une divergence fondamentale sur les fins à atteindre. En effet, tout en rejetant le libre-échange absolu, nos membres, réunis en congrès, loin de donner le bon dieu sans confession au gouvernement Mulroney, ont opté pour un libre-échange contrôlé plutôt que pour le protectionnisme.

La position de la CSD s'inspirait des revendications que la Centrale défendait depuis alors 15 ans dans le cadre de la politique commerciale de l'Accord général sur les tarifs douaniers et le commerce, mieux connu sous l'acronyme de GATT⁵. Cette position était articulée autour des points suivants :

⁵ GATT est le sigle anglais *General Agreement on Tariffs and Trade*.



La CSD rejette catégoriquement la libre-échange absolu, parce qu'il néglige les enjeux industriels et de l'emploi pour s'occuper principalement de l'aspect juridique de la liberté de commerce, c'est-à-dire sur un programme d'abolition graduelle des barrières tarifaires, des quotas et contingentements.

La CSD a proposé de négocier un libre-échange contrôlé qui stipule des clauses de sauvegarde et de protection des intérêts vitaux des Canadiens.

Pour répondre à cet objectif, la CSD propose que :

- la négociation d'une zone de libre-échange nord-américain soit subordonnée à une politique de plein emploi;*
- l'information soit accessible à tous les partenaires socio-économiques;*
- un régime de transition de dix ans soit consenti [pendant lequel les tarifs seraient abaissés graduellement];*
- la stratégie économique du Canada établisse des filières naturelles de production dans les secteurs Textile-Vêtement, Bois-Meuble, Tannerie-Chaussure;*
- révise et adapte la formation professionnelle aux besoins des travailleuses et des travailleurs;*
- reconnaisse le droit à la pré-retraite dès l'âge de 54 ans;*



-
- *des mesures de protection de l'emploi soient négociées dans les secteurs industriels contrôlés par les firmes américaines, en particulier dans l'industrie du caoutchouc, de l'électro-ménager, des produits pharmaceutiques, selon les critères qui ont guidé le pacte de l'automobile;*
 - *le secteur de l'agro-alimentaire soit exclu des négociations et que l'on reconnaisse le droit à l'autosuffisance dans les biens essentiels;*
 - *soit reconnu le droit de lever des plaintes quand les intérêts nationaux sont menacés et que toute mésentente soit tranchée par un tribunal indépendant;*
 - *outre l'aspect économique et commercial, il y a d'autres questions majeures comme la protection de la souveraineté canadienne, la sauvegarde de la culture canadienne, la propriété intellectuelle des inventions et du design qui nécessitent des garanties et une défense claire et non équivoque de l'identité canadienne.⁶*

Dans le document de position du 3 mars 1987, la CSD précisait encore que :

⁶ Procès-verbal du huitième Congrès de la CSD, tenu à Québec les 10-11-12 et 13 juin 1987, pp. 24-25.



l'État canadien doit être animé par une politique équilibrée entre la liberté de commerce et la sauvegarde de nos intérêts vitaux tant du point de vue culturel, politique [que] socio-économique.

La négociation actuelle ne doit pas être seulement une affaire mercantile qu'on traite selon la théorie des échanges économiques : faire des concessions dans un secteur économique pour obtenir des gains dans un autre secteur dans le cadre exclusif d'un programme d'abolition graduelle des barrières tarifaires et non tarifaires, et ce, en négligeant de ce fait les conséquences sociales, politiques et culturelles.

Le libre-échange contrôlé a pour objectif majeur de subordonner la liberté de commerce à la préservation non seulement des intérêts socio-économiques, mais aussi de l'ensemble des valeurs culturelles et politiques constituant le patrimoine canadien.⁷

Plus tard, en 1991, la CSD dénonçait le fait que les gouvernements n'avaient pas amélioré les mesures d'adaptation et de protection des emplois pour contrer les effets négatifs du libre-échange sur de trop nombreux travailleurs.

⁷ Position de la CSD sur le libre-échange nord-américain, adoptée par le Conseil de direction de la Centrale le 3 mars 1987, p. 17 [20 pages].



Depuis la signature du traité de libre-échange, les gouvernements ont notamment coupé dans l'assurance-chômage, diminué les budgets du programme de la planification de l'emploi de 100 millions de dollars (tel qu'annoncé dans le budget du 26 février 1991), dénaturer le seul programme de préretraite (le [P.A.T.] ou Programme d'adaptation des travailleurs), qui constituait un minimum, en le remplaçant par le P.A.T.A. [Programme d'adaptation des travailleurs âgés] qui est inacceptable et dénoncé depuis sa mise en vigueur. Ces choix politiques en période de récession et de transition sont incompatibles avec la mondialisation de l'économie.

L'orientation du gouvernement du Québec visant à diminuer les budgets de l'éducation des adultes aura des conséquences graves sur les programmes de formation des travailleuses et des travailleurs.⁸

La CSD s'inquiétait déjà du fait que les gouvernements donnaient peu de moyens à leurs concitoyens pour qu'ils puissent parfaire leur formation, donc pour qu'ils puissent s'adapter plus facilement aux changements qui avaient déjà commencé à se faire sentir dans l'économie québécoise. Il n'est pas étonnant que la CSD ait adopté, lors de son dixième Congrès,

⁸ Le libre-échange Canada-États-Unis-Mexique. Position de la CSD, juin 1991, pp. 6 et 7 [26 pages].



une position qui établissait des conditions préalables pour le Mexique,
dans le dossier du libre-échange Canada-États-Unis-Mexique.

[L]e gouvernement du Mexique doit :

- *s'engager à reconnaître les droits individuels et collectifs des travailleuses et travailleurs mexicains pour les rendre comparables à ceux du nord (droit d'association, droit à la négociation, droit de grève, droit du travail, etc.);*
- *s'engager à mieux assurer la santé et la sécurité au travail des travailleuses et des travailleurs mexicains;*
- *respecter les droits et libertés individuels de ses citoyen-ne-s;*
- *assurer un partage plus équitable des revenus à travers sa population;*
- *assurer la protection de l'environnement par un organisme international reconnu.*

L'accord de libre-échange à négocier doit contenir les dispositions suivantes :

- *une période de transition variable d'une durée maximum de vingt ans comportant un plan d'abolition graduelle des tarifs, selon les différents secteurs visés;*



-
- *des mesures de sauvegarde (en cas de perturbation grave des marchés);*
 - *une règle d'origine précise, s'inspirant de celle contenue dans l'accord de libre-échange canado-américain.*

Lors des négociations, le gouvernement doit :

- *consulter tous les partenaires socio-économiques pendant le déroulement des négociations, leur transmettre l'information sur les impacts du libre-échange et mettre de l'avant les mesures nécessaires pour favoriser l'adaptation aux changements causés par le libre-échange;*
- *mettre en place une véritable politique de plein emploi basée sur la formation et l'adaptation, afin de faciliter la restructuration économique dans les secteurs affectés par le libre-échange;*
- *soumettre cette politique et son contenu préalablement à la conclusion d'un accord;*
- *prévoir un mode de ratification ou de rejet du traité de libre-échange dans le respect de nos traditions démocratiques. La CSD privilégierait un référendum canadien, au lieu d'une élection ou d'un droit de veto aux*



*provinces, de sorte que l'ensemble des Canadiens
puisse s'exprimer en toute connaissance de cause.⁹*

Dressant le bilan des conditions à respecter dans le libre-échange nord-américain, la CSD concluait ce qui suit dans son mémoire présenté à cette même Commission des institutions en février 1993 :

Les conditions préalables (concernant la santé et la sécurité, les conditions de travail, la protection de l'environnement, les droits individuels et les libertés collectives, et la répartition du revenu) ne sont pas respectées par le Mexique. Les conditions quant au contenu de l'accord (la période de transition, les mesures de sauvegarde et la règle d'origine) ne sont respectées qu'en partie. Les conditions sur la consultation et l'information de la population canadienne par le gouvernement fédéral (la consultation des partenaires, la mise en place du plein emploi, la ratification du traité par un référendum canadien) ne sont pas respectées.

De plus, la règle d'origine dans l'ALÉNA constitue un recul par rapport à l'ALÉ, ce qui menace particulièrement nos industries de l'automobile, du textile et du vêtement.

⁹ Procès-verbal du dixième Congrès de la CSD, tenu à Québec, les 12-13-14 et 15 juin 1991, pp. 86-87-88.



Pour la Centrale des syndicats démocratiques, l'accord de libre-échange nord-américain (l'ALÉNA) est inacceptable. Le gouvernement du Québec doit se prononcer contre l'ALÉNA et exiger du gouvernement fédéral qu'il refasse ses devoirs (souligné dans le texte original).¹⁰

¹⁰ Face aux disputes à deux : un ménage à trois. Mémoire de la CSD sur l'accord de libre-échange nord-américain, présenté à la Commission des institutions en février 1993, pp. 37 et 38 [46 pages].



LE DÉVELOPPEMENT DES INÉGALITÉS

Le développement économique se fait de plus en plus dans des bulles. Les inégalités se développent juste à côté de poches de richesse quasi-indécentes. Et ce, pas seulement d'un pays à l'autre, mais bien à l'intérieur même des pays. Cette situation, qui s'appliquait surtout aux pays dits du Tiers-monde, gagne aujourd'hui les pays développés. Si bien que, même si la croissance économique est forte et se maintient à bon rythme depuis plusieurs années, le développement fulgurant de certains secteurs de l'économie laisse quand même sur la touche de vastes secteurs de la population. Tout simplement parce que leurs compétences ne trouvent plus preneurs sur le marché du travail.

La société à deux vitesses est en train de se développer sous nos yeux, bien souvent sans qu'on y prenne garde parce que le baromètre global de l'économie est au beau fixe. Ce que les médias laissent trop souvent sous-entendre, c'est que celui ou celle qui veut travailler n'a qu'à tendre la main pour prendre un emploi. On n'a d'yeux que pour la nouvelle



économie, oubliant au passage que la population n'est pas constituée que de nouveaux travailleurs et, surtout, que les secteurs dits traditionnels continuent de détenir un poids important dans l'économie québécoise. Et aujourd'hui comme hier, la question qui se pose est la suivante : l'économie change, est-ce une raison suffisante pour laisser tomber tous ceux et celles qui sont engagés dans les secteurs aujourd'hui en déclin ?

Or, l'emphase mise sur le développement des échanges commerciaux contribue à produire ce regard biaisé sur une réalité qui devrait pourtant être saisie dans sa globalité. Ainsi, peut-on faire abstraction du fait que les chaussures de sport à la mode chez les adolescents des pays développés, qui devront allonger souvent plus de cent dollars pour se mettre au diapason de leurs pairs, sont fabriqués par des enfants de pays du Tiers-monde dans des conditions complètement insalubres pour un salaire de misère, pas plus de quelques dollars par jour ? Peut-on répondre comme la vice-présidente droits humains (on se croirait dans le roman 1984 de George Orwell) de la compagnie Nike, pour ne pas la nommer, que Nike n'emploie pas d'enfants, mais des sous-traitants. Et



que, si ces sous-traitants emploient des enfants, Nike n'en est aucunement responsable ?

Peut-on passer sous silence le peu de considération de l'environnement dont font preuve les compagnies qui sont allées s'installer dans les pays du Tiers-monde pour profiter de la main-d'oeuvre bon marché ? On n'a qu'à se rappeler la tragédie de Bhopal en Inde. Certains défenseurs de la compagnie Union Carbide avaient affirmé que les gens, qui étaient morts suite à une fuite de gaz mortelle à l'extérieur de l'usine, n'auraient probablement jamais vécu à un âge aussi avancé si Union Carbide ne s'était pas installée dans cette ville pour y produire non seulement des produits dangereux, mais aussi des effets bénéfiques. Donc, tuer des gens qui n'étaient pas « censés » vivre n'était pas si grave après tout.

En ce qui a trait à l'importance que les entreprises accorde à leur liberté d'action à l'égard de l'environnement naturel, social et humain de leurs entreprises, un haut dirigeant d'entreprise n'a-t-il pas fort bien défini ce que signifiait le mot mondialisation, devant les actionnaires de sa compagnie. Selon le pdg d'un grand groupe helvético-norvégien, la mondialisation, « c'est la capacité de produire ce que je veux, où je veux,



en utilisant les ressources de la provenance que je veux, tout en ne payant que le strict minimum en ce qui a trait aux charges sociales et environnementales »¹¹.

Peut-on oublier que plus de 1,3 milliard de personnes sur la planète sont considérées comme vivant dans un dénuement extrême, ne vivant qu'avec un dollar par jour, et que 800 millions d'entre elles n'ont même pas accès à l'emploi. Que, dans plus de 80 pays, le revenu par habitant est inférieur à ce qu'il était il y a dix ans, parfois davantage et que, à l'autre extrême, les 200 personnes les plus riches au monde ont plus que doublé la valeur de leur patrimoine entre 1995 et 1998, pour atteindre et dépasser les 1000 milliards de dollars en montant cumulé. Si bien que l'écart de revenu entre les 20 % les plus riches de cette planète et les 20 % les plus pauvres est aujourd'hui de 74 à 1¹².

¹¹ Cité par Jacques-Yvan Morin lors de sa conférence au Colloque « Mondialisation et État de droit », tenu à l'UQAM, le 21 septembre 2000.

¹² Rapport 1999 du Programme des Nations unies pour le développement (PNUD).



Les inégalités touchent toutes les régions du monde. Mais ne donnons ici que quelques exemples touchant les pays concernés par une éventuelle ZLÉA. Le Brésil est réputé être le pays le plus inégalitaire : si, en 1960, les 50 % les plus pauvres de ce pays contrôlaient 18 % du revenu national, en 1995, ils n'en contrôlaient plus que 11,6 %. À l'inverse, les 10 % les plus riches contrôlaient 54 % du revenu national en 1960 et ils en contrôlaient 63 % en 1995¹³. Aux États-Unis, 1 % des habitants, les plus riches, ont autant de revenus que les 38 % les plus pauvres. Mais surtout, les écarts ne font qu'augmenter : une hausse de 115 % depuis 1997 pour les plus riches versus une chute de 12 % pour les plus pauvres¹⁴.

Et dire qu'il suffirait de 6 milliards de dollars US par an pour fournir une éducation de base à tous les enfants du monde, ce qui équivaut à la moitié de la consommation de parfum en Europe et aux États-Unis¹⁵. Les

¹³ Banque mondiale, Tendances de la pauvreté et voix des pauvres.

¹⁴ Rapport 1999 du PNUD.

¹⁵ Selon les estimations du PNUD.



écarts de richesse dans le monde montre bien que les ressources existent mais qu'elles demeurent confinées dans des patrimoines privés. Ces ressources pourraient être mobilisées pour la collectivité mondiale par des systèmes comme la taxe Tobin, par exemple.

Ici même au Canada et au Québec, les inégalités gagnent du terrain, bien que pour l'instant de manière moins fulgurante qu'aux États-Unis. On se gargarise souvent au Canada et au Québec du fait que nos sociétés beaucoup plus égalitaires que celle de nos voisins immédiats, les États-Unis.

En portant l'attention sur le fait que notre société est moins inégalitaire que la société américaine, on oblitère le fait que les inégalités se développent ici aussi et que notre société n'est plus aussi égalitaire qu'elle l'était il n'y a pas si longtemps.



LE « MODÈLE » AMÉRICAIN : À ÉVITER !

On n'a qu'à regarder du côté de notre voisin américain pour voir ce qui nous attend si nous n'y prenons garde. Un économiste de l'université Harvard, M. Richard Freeman va jusqu'à affirmer que les États-Unis deviennent une « économie de l'apartheid » parce que les inégalités sociales creusent un gouffre de plus en plus infranchissable entre les mieux nantis et tous les autres.

Le terme apartheid renvoie aussi à une réalité moins drôle : la société américaine ne s'organise plus autour du principe d'une hiérarchisation sociale où, bien sûr, des inégalités existent entre ceux qui sont en haut et ceux qui sont en bas, mais qui présente l'avantage indéniable de voir tout le monde inclus, ou peu s'en faut, comme c'était le cas dans les années soixante, par exemple. Aujourd'hui, la société américaine fonctionne à l'exclusion, au principe du « *in and out* », du « dedans » et du « dehors », ce qui est fort différent du haut en bas, où personne, en principe, n'est laissé pour compte.



Même la politique fiscale, qui est des instruments les plus importants pour assurer une meilleure répartition des revenus entre les citoyens d'un pays, ne suffit plus à la tâche. Certains iront même jusqu'à dire qu'elle a changé de vocation.

Ainsi, selon un laboratoire d'idées¹⁶ de Washington, *The Economic Policy Institute*, seules les familles les plus riches ont bénéficié des réductions d'impôt adoptées par le Congrès américain au cours des vingt dernières années. Toutes les autres familles américaines ont vu leur situation se détériorer depuis :

- elles doivent travailler plus longtemps : pour un couple de travailleurs, cela représente 247 heures de travail de plus en 1996 qu'en 1989;
- leurs revenus stagnent, voire même régressent, et ce, même pour les cols blancs et les diplômés du collégial entre 1989 et 1996, avec une légère amélioration des revenus depuis 1996;
- la sécurité d'emploi diminue et, de plus, les avantages sociaux liés à l'emploi s'érodent : 30 % des travailleurs

¹⁶ Ce qu'en anglais, ils appellent un *think tank*.



américains n'ont pas d'emploi régulier à temps plein et la proportion de ceux qui bénéficient d'une assurance-maladie défrayée par l'employeur a chuté de 7,6 % entre 1979 et 1997. Ce déclin a touché plus fortement les bas salariés.

Malgré la forte croissance que connaît l'économie américaine, il y a de plus en plus de laissés-pour-compte. Les mises-à-pied massives se produisent maintenant même en période de *boom* économique. Seulement les deux-tiers des travailleurs ainsi déplacés retrouveront un emploi en moins d'un an. Ceux qui trouveront un emploi gagneront en moyenne 13 % de moins qu'à leur emploi précédent. Un quart de ceux qui bénéficiaient d'une assurance-maladie grâce à leur emploi précédent l'auront perdu dans leur nouvel emploi¹⁷.

Le modèle américain, c'est aussi cela. Non seulement les conditions de vie des familles pauvres et des familles à revenus moyens se sont-elles

¹⁷ Description tirée d'un rapport du *Economic Policy Institute*, et résumée dans : Judith MAXWELL, « Don't be seduced by the U.S. boom. Averages can lie », *The Globe and Mail*, 30 août 1999, p. A-13.



détériorées, mais en plus les gouvernements ont accru ce déclin en offrant des réductions d'impôt qu'aux familles les plus riches, sous prétexte que ce choix est imposé par la mondialisation. C'est un modèle attrayant pour ceux qui roulent sur la voie du succès, mais pour eux uniquement. Pour ce qui est du partage des bons coups comme des durs à l'échelle de la société, on repassera. Est-ce là le modèle que le gouvernement souhaite pour le Canada ? Une chose est sûre, la CSD s'élève aujourd'hui comme toujours contre ce modèle générateur d'inégalités sociales.

Il ne faut surtout pas croire que le Canada et le Québec sont à l'abri d'un tel devenir. Les gouvernements du Canada et du Québec ont mené la lutte au déficit avec le même acharnement et en utilisant les mêmes méthodes, c'est-à-dire en privilégiant la fiscalisation¹⁸ des prestations versées via les programmes sociaux et en faisant des coupes sévères dans les réseaux de la santé et de l'éducation. Les coupures se sont faites en ciblant davantage les prestations, et en fiscalisant celles-ci,

¹⁸ C'est-à-dire qu'au-delà d'un certain revenu, pas toujours très élevé, les contribuables doivent remettre une partie ou la totalité des prestations qu'ils ont reçu.



.....

c'est-à-dire qu'elles ne sont plus exemptes d'impôt comme ce fut le cas un temps.

Cette situation crée de la grogne chez les contribuables qui payent des cotisations mais n'ont plus la possibilité de recevoir de prestations. Les germes de la dissension sont ainsi semés dans la société et il n'est pas surprenant d'entendre des voix de plus en plus fortes s'élever contre toute dépense de programmes. Et tout nous indique que les choix fiscaux de ces deux ordres de gouvernement ont eux aussi privilégié les mieux nantis.

En effet, une étude du Conseil canadien de développement social (CCDS) tend à démontrer que le modèle américain a commencé à faire sa marque au Canada aussi. Clarence Lockheed et Vivian Shalla du CCDS, dans leur étude¹⁹ **Livrer la marchandise : la répartition des revenus et l'érosion de la classe moyenne** (traduction libre), concluent

¹⁹ « Delivering the goods : income distribution and the precarious middle class », paru dans La revue du CCDS intitulée Perception, vol. 20, no 1, 1996. Peut aussi être obtenu via Internet à l'adresse : www.ccsd.ca/deliver.html



que ce sont les familles à revenus moyens et moyens-bas²⁰ qui ont perdu le plus de terrain entre 1984 et 1993 sur le plan des revenus après impôt. Ceux-ci ont en effet diminué de 4,5 % chez les revenus moyens-bas et de 3,6 % chez les revenus moyens, alors qu'elle ne diminuait que de 0,9 % et de 0,5 %, respectivement, chez les revenus moyens-élevés et élevés (voir le tableau 1, à la page suivante).

Pis encore, ce n'est pas chez les 40 % plus riches que l'on retrouve une baisse dans la part des revenus après impôt entre 1984 et 1993, mais bien chez les gens de revenus moyens et moyens-bas. Leur part a diminué respectivement de 0,4 % et de 0,5 %, alors que la part des plus riches, elle, augmentait, faiblement mais elle augmentait quand même (de 0,1 % chez les revenus moyens-élevés et de 0,2 % chez les revenus élevés).

²⁰ Dans l'étude, LOCKHEAD et SHALLA ont utilisé une répartition des revenus en quintiles de revenu, que nous avons rebaptisé, peut-être maladroitement, en français, les bas revenus, les revenus moyens-bas, les revenus moyens, les revenus moyens-élevés et les revenus élevés.



C'est donc dire que la progressivité de la fiscalité n'a pas suffi à corriger les inégalités générées par le marché du travail. Et il est permis de se poser la question si les gouvernements entendent toujours faire jouer ce rôle à la politique fiscale.



Tableau 1 : Revenu moyen après impôt et revenu après impôt par quintile de
revenus d'emploi, familles avec enfant de moins de 18 ans, 1984
et 1993 (en dollars constants de 1993)

quintile des revenus d'emploi	impôt sur le revenu moyen payé en 1984	impôt sur le revenu en % du revenu total en 1984	impôt sur le revenu moyen payé en 1993	impôt sur le revenu en % du revenu total en 1993	revenu moyen après impôt en 1984	revenu moyen après impôt en 1993	variation en % du revenu moyen après impôt 1984-93	part du revenu total après impôt en 1984	part du revenu total après impôt en 1993	v e d e l l
bas	412 \$	2 %	443 \$	2 %	16 441 \$	17 541 \$	+ 6,7 %	7,5 %	8,1 %	+
moyen- bas	3 364 \$	10 %	3 521 \$	11 %	30 826 \$	29 428 \$	- 4,5 %	14,1 %	13,6 %	-
moyen	6 970 \$	14 %	8 013 \$	17 %	41 137 \$	39 671 \$	- 3,6 %	18,8 %	18,4 %	-
moyen- élevé	10 716 \$	17 %	13 410 \$	21 %	51 515 \$	51 046 \$	- 0,9 %	23,6 %	23,7 %	+
élevé	21 400 \$	21 %	26 806 \$	26 %	78 605 \$	78 197 \$	- 0,5 %	36,0 %	36,2 %	+
total	8 573 \$	16 %	10 441 \$	19 %	43 707 \$	43 182 \$	- 1,2 %	100 %	100 %	

Source : « Delivering the goods : income distribution and the precarious middle class », op. cit. Préparé par le Centre de statistiques internationales du CCDS à partir des données de l'*Enquête sur les finances personnelles* de Statistique Canada.





LA CROISSANCE DU DÉFICIT DÉMOCRATIQUE

Lors des négociations d'accords commerciaux, comme le pouvoir réside presque exclusivement dans les mains des seuls membres du conseil des ministres fédéral, on ne peut que constater que les parlements sont de plus en plus mis sur la touche.

La concentration du pouvoir entre les mains de l'exécutif (versus le législatif) est une tendance que nous nous devons de condamner parce que les parlements sont les véritables représentants des citoyens qui les ont élus, et non les seuls membres ministériels du gouvernement. Cette concentration du pouvoir se retrouve aussi à des années-lumière de la volonté de la CSD, exprimée dès 1987, de voir les traités de libre-échange soumis à la volonté populaire via la tenue d'un référendum pan-canadien.

La CSD exige donc du gouvernement du Canada qu'il s'engage à la publication des textes qui font présentement l'objet de négociations pour



que les citoyens puissent y voir clair dans le processus de négociation. Actuellement, nous ne connaissons pas précisément quels sont les positions initiales du Canada dans les négociations, ni même les mandats qui ont été confiés aux négociateurs canadiens. Et il en est de même pour les autres pays. Comment savoir si ces positions et mandats correspondent à la volonté des Canadiennes et des Canadiens ? Comment pourrions-nous savoir si des gains ont été faits durant la négociation sans connaître les positions de départ ? Ou, au contraire, si nous avons subi des reculs importants ? La transparence est donc de rigueur et le gouvernement du Canada doit s'engager à la défendre et la mettre en pratique. Sinon, tout ce que notre Premier ministre pourra nous dire ressemblera étrangement à ce que le Président de la République avait déclaré à ses concitoyens français, à propos des négociations de l'Organisation mondiale du commerce (OMC) : « On ne sait pas ce qui se négocie, au nom de qui et au nom de quoi ? » (Jacques Chirac).

Outre la transparence, et peut-être grâce à elle, le gouvernement du Canada doit s'assurer que ce sont bien les États, et non certains puissants groupes de pression, qui parlent au nom de leurs populations nationales. Et comme les négociations concernent maintenant aussi bien



les services et les biens immatériels que les biens matériels, les États doivent pouvoir être en mesure de décider quels services et quels biens immatériels doivent être exclus des accords de libre-échange. Si, au Canada, en tant que société, nous avons décidé que la santé et l'éducation sont des services publics universels, aucun partenaire aux négociations ne devrait pouvoir remettre en question ce choix sous prétexte que, sur son territoire, il s'agit de services privés qui ne demandent qu'à être exportés.

Il en est de même du côté des biens immatériels, au premier titre desquels se retrouvent les cultures nationales, toutes menacées, à divers degrés, de se faire « *bulldozer* » par les industries culturelles américaines, hollywoodiennes en particulier.

Et nous ne pouvons non plus passer sous silence l'exclusion dont devrait pouvoir bénéficier le bien matériel exceptionnel que constitue l'eau. Pour la CSD, l'eau est un bien public inaliénable, une ressource que l'on ne devrait brader à aucun prix, même si nous en disposons en quantité importante par rapport à d'autres pays.



POUR UNE CHARTE DES DROITS SOCIAUX

Lés choses ont beaucoup changé depuis les premiers débats sur le libre-échange. La souveraineté des États s'effritent chaque jour un peu plus, les efforts de formation que nous exigeons pour permettre aux travailleurs de maintenir leur emploi ou d'accroître leur facilité à en trouver un autre se sont concrétisés bien tardivement, une part grandissante de notre production est exportée chaque année et, malgré la reprise économique, les inégalités continuent de se développer.

Il est donc essentiel de réitérer que, pour nous, que le libre-échange ne doit pas être inconditionnel ni absolu. Le commerce ne devrait pouvoir se développer que s'il peut contribuer concrètement à réduire la pauvreté et à promouvoir les droits humains et sociaux. C'est pourquoi les accords de libre-échange eux-mêmes doivent comprendre des clauses sociales, plutôt que de reléguer le tout dans des accords parallèles comme cela s'est fait jusqu'à maintenant en Amérique du Nord. La présence des clauses sociales permettrait de lier les accords commerciaux à



l'application des sept conventions internationales fondamentales promulguées par l'Organisation internationale du travail (OIT). Des droits de l'homme au travail défendus par ces sept conventions dépendent les autres droits car ils sont nécessaires pour agir librement en vue de l'amélioration des conditions individuelles et collectives de travail.

Ces sept conventions sont les suivantes :

- Convention (n° 87) sur la liberté syndicale et la protection du droit syndical (1948)
- Convention (n° 98) sur le droit d'organisation et de négociation collective (1949)
- Convention (n° 29) sur le travail forcé (1930)
- Convention (n° 105) sur l'abolition du travail forcé (1957)
- Convention (n° 111) concernant la discrimination (emploi et profession) (1958)
- Convention (n° 100) sur l'égalité de rémunération (1951)
- Convention (n° 138) sur l'âge minimum - en vue de l'élimination du travail des enfants (1973)



Si le Canada doit augmenter le commerce avec de nouveaux pays, les accords commerciaux devraient donc aussi permettre de faire en sorte que les droits humains et sociaux y soient respectés, voire qu'ils s'y développent et gagnent des sphères toujours plus grandes de l'action humaine.

Rappelons que le Canada n'a ratifié que les conventions 87, 105, 111 et 100. Il n'a toujours pas ratifié la convention sur le droit d'organisation et de négociation collective, pas plus que celle sur l'âge minimum parce qu'il existe des « divergences entre la convention et la législation nationale » pour reprendre le langage feutré de l'OIT. Pour ce qui est de la convention sur le travail forcé, elle est présentement en cours d'examen et des consultations ont été engagés avec les principaux partenaires sociaux pour en venir à sa ratification.

Le gouvernement du Canada doit s'engager à ratifier ces trois conventions fondamentales le plus rapidement possible. Ce n'est qu'en ayant franchi cette étape que le gouvernement canadien pourra exiger de ses partenaires commerciaux qu'ils aient eux-mêmes ratifiés et mis en application l'ensemble des sept conventions fondamentales de l'OIT.



Le Canada doit se faire le promoteur de la consommation citoyenne, pour reprendre la formule utilisée par le collectif français « *De l'éthique sur l'étiquette* »²¹. Le gouvernement du Canada doit donc s'engager à ne faire commerce qu'avec les pays où il y a : **0 % exploitation des enfants, 0 % esclavage et 100 % liberté syndicale.**

Pour la CSD, les conclusions de la « RENCONTRE DES AMÉRIQUES » pourraient très bien servir de modèle au développement d'une charte des droits sociaux, particulièrement les points 2.3-2.4-2.5 et 2.6. Voici donc le texte en question.

²¹ Voir l'article « *Éthique : vers une école citoyenne* », paru dans *La Vie à défendre*, septembre 2000, pp. 26-27. Le coordonnateur de ce mouvement précise que l'opération « *De l'éthique sur l'étiquette* » ne se limite pas à une simple opération de marketing ou à un vague engagement de principe puisque « *le Collectif s'engage à faire vérifier les promesses des entreprises, sur place, par un organisme indépendant incluant les acteurs locaux, associatifs ou syndicaux, seul garant de la bonne mise en application de ces règles de conduite* ».



CONCLUSIONS DE LA « RENCONTRE DES AMÉRIQUES »

Les 5, 6 et 7 août 1999 s'est tenue la première « RENCONTRE DES AMÉRIQUES » au siège social de la Centrale latino-américaine des travailleurs (CLAT) à l'Université des travailleurs d'Amérique latine (UTAL).

Les participants à cette première « RENCONTRE DES AMÉRIQUES » en sont venus aux conclusions suivantes :

- (1) Nous partageons une même conception quant à la situation d'ensemble vécue dans des réalités qui paraissent de prime abord très différentes. Nous avons aussi une vision commune de la situation des travailleurs et des organisations qui les défendent, ainsi que des défis auxquels nous avons été confrontés et auxquels nous devons, dans un avenir très proche, trouver des réponses en tant qu'organisations membres de la Confédération mondiale du travail (CMT).

- (2) Considérant les différences qui existent sur les plans économique, politique, social et culturel entre les différents espaces sociaux



représentés lors de la « RENCONTRE DES AMÉRIQUES », considérant aussi les besoins et aspirations des travailleurs et de leurs organisations représentatives, nous partageons les points de vue suivants en ce qui a trait au traité de libre-échange entre les États-Unis, le Canada et le Mexique (ALÉNA) et à la probabilité que s'établisse une zone de libre-échange des Amériques (ZLÉA) :

- (2.1) Nous constatons que l'ALÉNA profite en premier lieu aux entreprises multinationales. L'ALÉNA affaiblit les pays pauvres et enrichit les pays riches, sans résoudre les graves problèmes de chômage ni ceux liés à l'exclusion d'un nombre croissant de travailleurs. L'ALÉNA n'entraîne pas non plus d'amélioration des conditions de travail. L'ALÉNA est une politique commerciale qui se substitue à une politique industrielle puisqu'il contribue à l'élimination d'emplois dans les industries traditionnelles et à la création d'emplois dans les secteurs de production tournés vers l'exportation.
- (2.2) Nous nous engageons à réaliser, grâce à la contribution de toutes les organisations concernées, une étude sur l'ALÉNA. Par la suite, nous veillerons à ce que cette étude soit diffusée largement afin de faire connaître les résultats de notre enquête, à savoir les conséquences de l'ALÉNA sur les travailleurs. Nous nous engageons aussi, au nom de nos organisations respectives, à échanger toutes les informations pertinentes sur les différentes situations vécues aux États-Unis, au Canada et au Mexique.



(2.3) Tout traité de libre-échange doit comprendre une dimension sociale qui prendra la forme de clauses sociales garantissant le plein respect des droits et libertés des travailleurs et de leurs organisations. Ces clauses doivent aussi permettre d'améliorer les conditions de vie et de travail de tous les travailleurs, en particulier des plus démunis. L'appui que nos organisations donneront à ces traités sera fonction des possibilités réelles d'améliorer les conditions de vie et de travail et du respect de la culture et de la souveraineté des nations signataires prévus à de tels traités. La participation de toutes les organisations de travailleurs et des Parlements démocratiques doit ainsi être enchâssée dans ces traités.

(2.4) Nous réaffirmons la nécessité que les différents traités de libre-échange respectent, en toute transparence, la philosophie de l'Organisation internationale du travail (OIT), de sa conception tripartite à ses Conventions et Recommandations.

(2.5) Nous considérons que la ZLEA est un traité de libre-échange sujet aux critères précités et qu'elle ne doit pas être confondue avec les processus d'intégration en gestation en Amérique latine. Ces processus d'intégration tentent en effet d'avoir une visée intégrale qui englobe aussi bien les aspects économiques et commerciaux que les aspects sociaux, politiques et culturels.



Nous constatons que la proposition relative à la Communauté latino-américaine des nations (CLAN), qui est une initiative de la CLAT en Amérique latine, n'existe pas qu'en théorie. Il s'agit d'un processus en marche en vue d'établir d'une manière efficace de bonnes relations entre l'Amérique latine, les États-Unis et le Canada. La CLAN est à la fois la meilleure réponse des organisations de travailleurs aux défis de la mondialisation et la meilleure façon d'assurer un développement intégral et soutenu de l'Amérique latine.

(2.6) Nous proposons à la CMT d'organiser une rencontre spéciale dans le but d'évaluer chacun des traités de libre-échange cinq ans après leur adoption.

(3) Dans le cadre de nos engagements à tenir vis-à-vis de la CMT :

(3.1) Nous sommes très heureux de la demande d'affiliation de la Centrale des syndicats démocratiques (CSD) à la CMT et nous nous engageons à appuyer sa demande lorsqu'elle sera étudiée lors du prochain Comité confédéral.

(3.2) Nous constatons et réaffirmons qu'un syndicalisme fondé sur les valeurs est nécessaire en Amérique. Il doit reposer sur un humanisme intégral, sur la valeur du travail de l'homme, sur la démocratie, la liberté et la justice sociale,



en plus de respecter la pleine autonomie de nos organisations.

(3.3) Nous soutenons, au sein de la CMT, une action commune en faveur des organisations de travailleurs des Amériques en garantissant le plein respect de l'autonomie des régions, l'entière collaboration entre les diverses organisations membres, ainsi que le pluralisme syndical. Nous nous engageons également à déployer tous les efforts requis pour élargir les sphères d'action, la représentativité et la présence de la CMT dans chacune de nos régions.

(4) Au sein de nos organisations respectives :

(4.1) Nous réaliserons les consultations requises pour constituer un COMITÉ DE LIAISON. Il s'agit d'un moyen pratique de coordination et de liaison entre les organisations participantes afin de veiller à ce que les accords entérinés prennent effet.

(4.2) Nous nous engageons à assumer avec célérité la solidarité en matière de défense des droits et libertés des travailleurs, en particulier face aux comportements des entreprises américaines en Amérique latine.

(4.3) Nous renforcerons les contacts, nous intensifierons les échanges d'information, nous veillerons à ce que des



études soient faites sur les thèmes précités, en particulier sur la question des différents traités signés entre gouvernements et des conséquences de ceux-ci sur les travailleurs et leurs organisations.

- (4.4) Les organisations de travailleurs des États-Unis et du Canada entreprendront les démarches voulues et elles intensifieront leurs relations avec l'Institut latino-américain de coopération au développement (ILACDE) en vue de l'appuyer dans ses efforts visant à établir de nouvelles formes de coopération avec les organisations de travailleurs d'Amérique latine.

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