

GMT - Greenwich Mean Time

GNP - Gross National Product

IMPI (*Instituto Mexicano de Propiedad Industrial*) - Mexican Patent and Trademark Office

INEGI (*Instituto Nacional de Estadística, Geografía e Informática*) - National Institute for Statistics, Geography and Information

IVA - (*Impuesto al Valor Agregado*) - value added tax in Mexico (10%)

*La Cámara de Comercio del Canada en México* - Canadian Chamber of Commerce in Mexico

*la mordida* - the “bite” or practice of taking bribes

LIBOR - London Inter Bank Offered Rate

*maquilla* - term meaning the portion of cornmeal retained as payment from milling but used to mean value added from processing that remains in Mexico

*maquiladora* - foreign in-bond processing zones and in-bond manufacturing establishments

MR (*Marca Registrada*) - trademark symbol

*Nafinsa (Nacional Financiera)* - an agency providing financing for Small and Medium sized enterprises in Mexico

NAFTA - North America Free Trade Agreement, known in Mexico as the TLC or *Tratado de Libre Comercio*.

NOM - a quality and standard authorization from the DGN

PECE (*Pacto para la Estabilización y Crecimiento Económico* and commonly referred to as *El Pacto*) - Pact for Stability and Economic Growth

PEMEX (*Petróleos Mexicanos*) - the state-owned oil and gas enterprise

*Plan Nacional de Desarrollo* - National Development Plan

S. en N.C. (*Sociedad en Nombre Colectivo*) – a general partnership with unlimited liability

S. de R.L. (*Sociedad de Responsabilidad Limitada*) - a limited liability company

S.A. de C.V. (*Sociedad Anónima de Capital Variable*) - a corporation with variable capital, commonly referred to in Canada as an incorporated company

SECOFI (*Secretaría de Comercio y Fomento Industrial*) - Secretariat for Commerce and Industrial Promotion

*Secretaría de Comunicaciones y Transportes* - Secretariat of Communications and Transportation

*Secretaría de Educación Pública* - Secretariat of Public Education

*Secretaría de Gobernación* - Secretariat of the Interior

*Secretaría de Hacienda y Crédito Público* - Secretariat of Finance and Public Credit

*Secretaría de la Defensa* - Secretariat of Defense

*Secretaría de Pesca* - Secretariat of Fishing

*Secretaría de Relaciones Exteriores* - Secretariat of Foreign Affairs

*Secretaría de Salud* - Secretariat of Health

*Secretaría del Trabajo y Previsión Social* - Secretariat of Labour and Social Welfare

*Secretaría General de la Contraloría* - Office of the Federal Controller

*Secretaría de Energía, Minas e Industria Paraestatal* - Secretariat of Energy, Mining and State-owned Industry

*Secretaría de Marina* - Secretariat of the Navy

*Secretaría de Agricultura y Recursos Hidráulicos* - Secretariat of Agriculture and Hydrological Resources

SECTUR (*Secretaría de Turismo*) - Secretariat of Tourism

SEDESOL (*Secretaría de Desarrollo Social*) - Secretariat of Social Development

SNI (*Sociedad Nacional de Investigaciones*)- National System for Researchers

UNAM (*Universidad Nacional Autónoma de México*)- National Autonomous University of Mexico

WD - Western Economic Diversification