

MANITOBA - KEY EXPORT SECTORS TO WORLD MARKETS

Agriculture and food products, transportation equipment, primary metals, machinery, pulp, paper and wood.

POTENTIAL MANITOBA EXPORT INTERESTS IN MEXICO

Wheat, barley, rye, millet, canary seed, dried peas, lentils, potatoes, vegetable oils, pork, beef, automotive parts, diesel-powered buses, nickel, copper, wire, mining, construction and agricultural equipment, paper, lumber and printed circuits.

NAFTA OPPORTUNITIES FOR MANITOBA

◆ **Agriculture/Food Products**

Elimination of tariffs and/or import licence on wheat, barley, canola, dried peas, dried beans and pork will lead to increased opportunities for Manitoba exporters. A number of Manitoba producers in this area are already active in the Mexican market (i.e., Northern Sales Co. exports grain while XCAN Grain Ltd. is involved in the wheat and canola market). Special safeguards on the most sensitive fruits and vegetables will allow Manitoba producers of these products time to adjust to the changing marketplace.

◆ **Forestry Products**

It is expected that the Mexican demand for pulp will grow by about 50% over the next 10 years. At the same time, Mexico's duties on wood and pulp and paper products are being eliminated. The pulp and paper industry in Manitoba will be able to benefit from this increase and take advantage of new market opportunities.

◆ **Transportation Equipment and Services**

The Mexican market for imported urban transit and rail equipment is expected to grow by as much as 10%-18% over the next five years. An integrated North American market for these products will provide an advantage for Manitoba companies over non-NAFTA suppliers. One of the urban transit companies already active in Mexico is New Flyer Industries of Winnipeg. There will be greater freedom to provide trucking services into Mexico.