

Mexico lacks the technologies needed to tackle many of these problems. Canada has a proven track record in many of Mexico's areas of greatest need. These include hydrographic services, oceanographic instrumentation, subsea robotics, remote sensing systems, navigation and communications systems, and "smart ship" technology. Geomatics and coastal zone management are other areas of strong expertise. Where appropriate matches of needs and capabilities can be found, there will be continuing opportunities in Mexico for Canadian suppliers of ocean and marine technology.

## THE MEXICAN OCEAN AND MARINE SECTOR

*Mexico's ocean and marine sector encompasses virtually every aspect of transportation, recreation and natural resource exploitation.*

Ocean and marine technology is a highly diverse field that is difficult to describe as a single industry. It includes traditional activities such as offshore oil and gas, fishing, shipbuilding and marine science. Growing environmental awareness has expanded the scope of this sector to include the control of ocean pollution and the management of coastal marine resources. Technological change has also created new opportunities in such areas as "smart ship" technology and multimodal port systems.

Mexico's capabilities in all of these areas are very limited. Large construction and engineering firms dominate the sector. They play an especially important role in infrastructure projects. But they lack expertise in specific technologies and must subcontract a large amount of work. The successful bidders on government-sponsored projects are frequently joint ventures between Mexican and foreign firms.

## FISHERIES AND AQUACULTURE

Mexico's marine resources include more than 800 species of fish. The northeastern coast is particularly rich in tuna, sardines, jewfish, *macarela*, *corvina*, *barrilete* and *bonito*. The Gulf of Mexico also has abundant species, the most exploited being sea bass, *lisa*, *mojarra*, *corvina*, *robalo*, *jurel*, *sierra* and jewfish as well as shellfish. Total production is approximately 1.3 million tonnes per year, 80 percent of which comes from the continental shelf. Seafood consumption is heaviest in Mexico's coastal cities and towns, where retail prices are considerably lower than in inland centers. Government-funded marketing programs have not been successful in substantially increasing inland consumption, and the industry depends on export markets for its viability. The United States and Japan are the principal markets.