

Preamble

The Preamble represents the hopes and aspirations of the three countries and provides the political context within which the governments negotiated the NAFTA. The political commitments made in these paragraphs provide an agreed basis for the future interpretation of the intent of the three governments in entering into this Agreement.

The Preamble states the political desire of Canada, the United States and Mexico that the Agreement provide a framework for future expansion to other countries prepared to accept its obligations. It sets out their commitment to promote sustainable development and ensure that the Agreement will not frustrate their capacity to pursue environmental objectives. It similarly states their commitment to protect, enhance and enforce workers' rights. It indicates that it is their view that the effective functioning of the Agreement should lead both to a steady improvement in working conditions as well as a more competitive economy.

Mexican Market Opportunities: General

Mexico is a fast-growing economy that will require telecommunications products, processed foods, transportation expertise, environmental services and new technologies. These are areas where Canada is an acknowledged leader. In 1991 alone, Mexican imports grew by 22 per cent.

Mexico is already Canada's largest trading partner in Latin America. Canadian business has begun to increase its presence in Mexico with over 200 Canadian companies participating in the successful Canada Expo '92 held in Monterrey in January 1992. In 1992, 5 100 Canadian business visitors sought assistance from the Embassy; in 1991, the comparable figure was 2 100. Over the next four years, the Canadian government will spend \$27 million through the Access North America program to increase our exports to Mexico. A Canadian Business Centre, operating on a cost-recovery basis and in partnership with Canadian industry, will soon be opened in Mexico City. The New Exporters to Mexico Program (NEWMEX) will introduce Canadians to Mexican customs procedures, shipping and labelling rules as well as financial and legal requirements. The Fairs and Missions Program for Mexico will expand, adding more than 40 events annually. An extensive program of workshops and sectoral market studies will be prepared and updated regularly.