Market Entry Strategies	43
Local Presence	43
Distribution	43
Finance	44
Build-Operate-Transfer (BOT) Projects	45
Regulatory Environment	46
Standards	48
Enforcement	48
North American Free Trade Agreement	50
WHERE TO GET HELP	51
Canadian Government Departments and Services in Canada	51
Department of Foreign Affairs and International Trade (DFAIT)	51
Department of Industry (DI)	53
Revenue Canada	54
Canadian International Development Agency (CIDA)	55
Atlantic Canada Opportunities Agency (ACOA)	55
Western Economic Diversification Canada (WD)	55
Export Development Corporation (EDC)	56
National Research Council (NRC)	57
Key Contacts in Canada	57
Sponsoring Organizations	57
Business and Professional Associations	58
Multilateral Organizations	- 59
Mexican Government Offices in Canada	59
Other Mexican Consulates General in Canada	59
Mexican Banks with Offices in Canada	60
Canadian Government Departments and Services in Mexico	60
Key Contacts in Mexico	61
Mexican Government Secretariats and Agencies	61
Business and Professional Associations	62
Research Institutes	63
Other Organizations	63

OPPORTUNITIES IN MEXICO ENVIRONMENTAL EQUIPMENT AND SERVICES