

**Table A5: Assessment of the Assistance Available to Quebec Firms**

	Not useful	Not very useful	Useful	Very useful	Indispensable	Didn't know
<b>Respondents Already in the Mexican marketplace<sup>1</sup></b>						
<b>In Quebec</b>						
Quebec provincial government	14	10	52	5	0	19
Federal government in Quebec	19	19	29	19	0	14
Canadian banks	29	38	19	0	0	14
Canadian Chambers of Commerce	14	33	29	5	0	19
Mexican Embassy and consulates	5	0	24	57	0	14
Canadian professional firms	19	33	10	14	0	24
<b>In Mexico</b>						
Quebec Delegation	5	14	33	29	0	19
Canadian Embassy and consulates	4	24	29	29	0	14
Mexican banks	10	24	33	5	0	29
Mexican Chambers of Commerce	14	38	14	0	0	33
Mexican professional firms	19	29	14	5	0	33
<b>Respondents' planning to enter the Mexican marketplace<sup>2</sup></b>						
<b>In Quebec</b>						
Quebec provincial government	13	13	29	33	7	4
Federal government in Quebec	9	13	33	29	7	9
Canadian banks	22	20	29	11	2	16
Canadian Chambers of Commerce	22	33	22	9	0	13
Mexican Embassy and consulates	7	0	33	38	0	22
Canadian professional firms	22	24	18	2	2	31
<b>In Mexico</b>						
Quebec delegation	7	4	29	33	7	20
Canadian Embassy and consulates	5	4	33	38	9	11
Mexican banks	16	27	11	0	4	42
Mexican Chambers of Commerce	18	13	22	2	2	42
Mexican professional firms	24	16	13	7	0	40
<b>Summary<sup>3</sup></b>						
<b>In Quebec</b>						
Quebec provincial government	14	12	36	24	5	9
Federal government in Quebec	12	15	32	26	5	11
Canadian banks	24	26	26	8	2	15
Canadian Chambers of Commerce	20	33	24	8	0	15
Mexican Embassy and consulates	6	0	30	44	0	20
Canadian professional firms	21	27	15	6	2	29
<b>In Mexico</b>						
Quebec delegation	6	8	30	32	5	20
Canadian Embassy and consulates	4	11	32	35	6	12
Mexican banks	14	26	18	2	3	38
Mexican Chambers of Commerce	17	21	20	2	2	39
Mexican professional firms	23	20	14	6	0	38

1. No. = 21    2. No. = 45    3. No. = 66

**Table A6: Problems of Doing Business in Mexico**

	No problem	Surmountable problem	Major problem	Didn't know
<b>Respondents already in the Mexican marketplace<sup>1</sup></b>				
Language	38	62	0	0
Cultural differences	38	52	10	0
Work methods	42	48	10	0
Regulations	19	48	14	19
Communications delays	42	48	10	0
Environmental standards	62	14	10	14
Management methods	47	43	0	10
<b>Respondents planning to enter the Mexican marketplace<sup>2</sup></b>				
Language	36	60	2	2
Cultural differences	36	56	2	7
Work methods	22	51	13	13
Regulations	22	27	18	33
Communications delays	31	38	13	18
Environmental standards	36	29	7	29
Management methods	29	31	13	27
<b>Summary<sup>3</sup></b>				
Language	36	61	2	2
Cultural differences	36	55	5	5
Work methods	29	50	12	9
Regulations	21	33	17	29
Communications delays	35	41	12	12
Environmental standards	44	24	8	24
Management methods	35	35	9	21

1. No. = 21  
2. No. = 45  
3. No. = 66

**Table 7: Respondents' Assessment of NAFTA's Impact on their Firms (percent)**

	Very neg.	Quite neg.	No impact	Quite pos.	Very pos.	Didn't know
<b>Respondents already in the Mexican marketplace<sup>1</sup></b>						
Access to Mexican market	0	0	29	48	19	4
Mexican competition in Canadian marketplace	0	19	52	10	0	19
Overall impact on firm	0	15	29	57	0	9
<b>Respondents not in the Mexican marketplace<sup>2</sup></b>						
Access to Mexican market	8	5	38	34	5	10
Mexican competition in Canadian marketplace	8	11	56	10	4	11
Overall impact on firm	11	5	46	20	8	10

1. No. = 21  
2. No. = 80