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Ninth Canada-Mexico Joint
Ministerial Committee meeting
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**NINTH CANADA-MEXICO JOINT
MINISTERIAL COMMITTEE
MEETING**

Dept. of External Affairs
Min. des Affaires extérieures

APR 6 1993
AVR 6 1993

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February 1993

43-264-781

NINTH CANADA-MEXICO JOINT MINISTERIAL COMMITTEE MEETING

February 15, 16, 1993

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HISTORY OF THE JOINT MINISTERIAL COMMITTEE

The Canada-Mexico Joint Ministerial Committee (JMC) was formally established by bilateral agreement in November 1968. The objective is to provide a forum for consultations among ministers on "matters of common interest to the two countries in the political as well as the economic and commercial fields" and other questions, including those relating to cultural exchanges.

The various meetings of the JMC have involved as many as nine Canadian ministers and their Mexican counterparts and have covered different aspects of foreign policy, bilateral political and trade relations, environmental concerns, agricultural projects, forestry co-operation, trade issues, investment possibilities, international monetary issues, tourism and co-operation on legal matters. The meetings also provide an opportunity to exchange views on international political and economic affairs from Canada's perspective as a G-7 (Group of Seven leading industrial countries) partner and from Mexico's as a newly industrialized country and a member of the G-77 (a group of developing countries) and Rio Group, among others.

The agreement establishing the JMC provides that meetings should be held every two years. The last meeting was held in Mexico City in November 1991 and the Canadian delegation was led by the Secretary of State for External Affairs, Mrs. Barbara McDougall. At JMC meetings in Canada, plenary sessions are co-chaired by the Secretary of State for External Affairs and the Mexican Secretary of Foreign Relations.

Recent JMC Meetings

#	Date	Place	Canadian Delegation Led By	Mexican Delegation Led By
8th	Nov. 1991	Mexico City	SSEA - Hon. Barbara McDougall	For. Min. - Fernando Solana
7th	Jan. 1990	Ottawa	SSEA - Rt. Hon. Joe Clark	For. Min. - Fernando Solana
6th	Mar. 1986	Mexico City	SSEA - Rt. Hon. Joe Clark	For. Min. - Bernardo Sepúlveda Amor
5th	Nov. 1983	Ottawa	SSEA - Hon. Allan J. MacEachen	For. Min. - Bernardo Sepúlveda Amor
4th	Jan. 1981	Mexico City	SSEA - Hon. Mark MacGuigan	For. Min. - Jorge Castañeda

CANADA-MEXICO AGREEMENTS IN FORCE

DEPARTMENT	DATE	AGREEMENT
Agriculture	March 1990	Arrangement on Agricultural and Livestock Co-operation
	February 1981	Agricultural Commodity Supply and Purchasing Arrangement
Communications	April 1991	Co-production Agreement in Film and Television
	Nov. 1991	Memorandum of Understanding (MOU) on Cultural Relations
	Nov. 1991	Agreement on Museum and Archaeological Co-operation
	April 1992	MOU on Telecommunications Co-operation
Environment	March 1990	Bilateral Agreement on Environmental Co-operation
	Sept. 1992	Trilateral Agreement on Environment Education
Export Promotion	April 1991	Line of Credit Agreement with PEMEX
	April 1991	MOU covering guarantees on EDC Loans to Commercial Banks in Mexico
Forestry	March 1990	MOU on Forestry Co-operation
Justice	March 1990	Extradition Treaty
	March 1990	Treaty on Mutual Legal Assistance in Criminal Matters
Labour	May 1992	MOU on Co-operative Labour Practices
Revenue	March 1990	Convention for Exchange of Information re Taxes
	March 1990	Agreement between Customs Administrations
	April 1991	Convention on Avoidance of Double Taxation
Solicitor General	March 1990	MOU on Co-operation in Combatting Narcotics Trafficking and Drug Dependency
Tourism	March 1990	MOU on Tourism Co-operation

NINTH CANADA-MEXICO JOINT MINISTERIAL COMMITTEE MEETING

Four Memoranda of Understanding

February 15-16, 1993

Canada and Mexico will sign four memoranda of understanding during the JMC to further strengthen the Canada-Mexico relationship in several fields. The memoranda are:

- * A Memorandum of Understanding on Technologies for Distance Learning provides a framework for the participation of Canadian private and public organizations in joint Canada-Mexico distance learning projects. Distance learning involves the delivery of educational services to locations that are remote from established educational institutions.
- * A Memorandum of Understanding on research and technology in housing and human settlements provides for a program of exchanges, research studies and information-sharing in the housing field.
- * A Memorandum of Understanding to establish an informal working group on minerals involves Energy, Mines and Resources Canada and Mexico's Secretaria de Energia Minas y Industria Paraestatal. The working group will exchange information on the development and implementation of mining policies.
- * A Memorandum of Understanding on Cultural Relations will report on the work of the Cultural Mixed Commission and outline areas of future co-operation between Canada and Mexico in this sphere.

CANADA-MEXICO GENERAL RELATIONS

Canada's relationship with Mexico is broader and more substantial than that with any other Latin American country. While NAFTA is currently a major focal point, it is by no means the only issue in the dynamic and expanding relationship between our two countries. A stronger partnership with Mexico is an important element in Canada's policy toward Latin America, and Mexican President Salinas de Gortari has identified Canada as one of the four countries with which Mexico is intensifying relations.

Prime Minister Mulroney's visit to Mexico in March 1990 and President Salinas' visit to Canada in April 1991 served to further the relationship significantly. Since that time, there have been several ministerial exchanges, in fields such as the environment, agriculture, labour and communications. Since March 1990, sixteen bilateral agreements have been signed, including the first double taxation agreement entered into by Mexico, and an environmental co-operation agreement which has generated significant activity. In 1992 alone, agreements were signed in the fields of telecommunications and co-operative labour practices. Canada, Mexico and the United States also signed a trilateral environmental education agreement.

Canada's direct bilateral development assistance is limited to a \$350,000 Canada Fund for Local Initiatives, administered by the Canadian Embassy and focusing on grassroots development projects. However, significant levels of support are provided through other channels such as non-governmental organizations, academic institutions, industrial co-operation and the International Development Research Centre.

Canadians and Mexicans have become increasingly aware of each other in recent years. Approximately 550,000 Canadians travel to Mexico annually, while about 75,000 Mexicans visit Canada. The level of cultural exchanges has risen and includes a program to encourage Canadian studies in Mexican universities. In agriculture, the Mexican Seasonal Agricultural Workers Program provides for the entry of temporary workers from Mexico to supplement seasonal shortages in the supply of Canadian agricultural workers.

Mexico is an influential member of several regional organizations and as such is an important multilateral partner for Canada as well. It is a founding member of the Rio Group and its views are given due weight when the Group takes a common stand. In the Organization of American States, which Canada joined three years ago, Mexico is the fourth largest contributor (after the United States, Canada and Brazil).

Canada has an embassy in Mexico City with 21 Canadian staff members as well as Honorary Consulates in Acapulco, Cancun, Guadalajara, Mazatlán, Puerto Vallarta, Tijuana and Oaxaca. A trade office was recently opened in Monterrey.

Mexico maintains an embassy in Ottawa, Consulates General in Montreal, Toronto and Vancouver, and Honorary Consulates in Calgary and Quebec City.

In 1994, Canada and Mexico will mark 50 years of diplomatic relations.

**CANADA-MEXICO
TRADE RELATIONS**

February 1993

CANADA-MEXICO TRADE RELATIONS

Canadian business interest in Mexico is at an unprecedented level because of the exposure given to that emerging market during the North American Free Trade Agreement (NAFTA) negotiations. The reduction of Mexican barriers to be achieved through NAFTA will provide further new opportunities for Canadian goods and services. Canadian firms will be able to expand sales in sectors that were previously highly restricted, such as autos, financial services, trucking, energy and fisheries. Mexican tariffs and import licensing requirements will be eliminated -- some immediately on implementation of the NAFTA, and others over 5 to 10 years -- providing barrier-free access to over 85 million consumers.

Mexico is already Canada's largest trading partner in Latin America. Two-way trade totalled over \$3 billion in 1991 and has grown appreciably since the mid-1980s. Canada's export performance has been strong in 1992, reaching nearly \$693 million in the first 11 months of the year. Total exports in 1992 could reach \$750 million.

Canada-Mexico commercial relations have been enhanced by Mexico's accession to the General Agreement on Tariffs and Trade (GATT) in 1986. Since 1988, the Government of Mexico, under the leadership of President Carlos Salinas de Gortari, has initiated a number of important measures to reform the previously closed economy. As a result of these policies, inflation has been reduced from 159 per cent in 1987 to near 10 per cent, and economic growth has been averaging 4 per cent per year. Capital inflows, some of it the repatriation of Mexican capital, have increased to over \$4 billion per year. Total imports grew by nearly 22 per cent in 1991, making Mexico a market of immediate opportunity for Canadian exporters and one of the fastest growing markets in the world.

Canadian business has already begun to take advantage of these new trade measures to increase their presence in Mexico. In 1992, over 4,500 exporters visited the commercial division of the Canadian Embassy in Mexico City. International Trade Minister Wilson officially opened a Canadian trade office in Monterrey, Nuevo Leon, on January 26, 1993 to assist the growing number of Canadians pursuing business in Mexico's industrial north. Increased business interest in Mexico augurs well for the expanded sales of Canadian products and services. This trend will continue. Market reforms and a desire by the Mexican private sector to upgrade its technological capability and global competitiveness will result in increased opportunities for Canadian technologies, products and services. For example, Canadian exports to Mexico of manufactured products increased at a rate of nearly 15 per cent in 1992 and will continue to accelerate over the next decade. Canadian telecommunications, plastics, automotive, machine tooling and metalworking companies have also demonstrated that they can effectively penetrate the Mexican market, with notable sales resulting from increased marketing efforts. Agro-industrial products, particularly processed foods and similar high-end consumer goods, also offer significant market opportunities for Canadian firms.

Expanding Canadian manufactured exports to Mexico have benefited from strong support from External Affairs and International Trade Canada (EAITC). Government-initiated trade promotion activities have been organized across sectoral lines, with mining equipment, telecom, computer software, agriculture and food products, plastics, metalworking and machine tooling, and advanced technologies, which include geographic information systems, featured prominently in the activities and events implemented annually in Mexico by the Department. This program has been a key element in introducing small- and medium-sized Canadian firms to the Mexican market, where most future export growth will occur.

The highly successful Canada Expo '92, held in Monterrey in January 1992, proved that Canadian companies can compete effectively in the Mexican market. Many of the over 200 participating companies forged important linkages with potential private-sector customers in Mexico's industrial north. A total of 25 sectoral promotional initiatives directed at similar clients in Mexico City, Guadalajara, the Gulf Coast (oil and gas) and other key industrial centres are planned in 1993 and 1994. In addition, the Canadian Embassy will host numerous business missions organized by provinces, industry associations and Chambers of Commerce.

The Export Development Corporation (EDC) also plays a key role in supporting Canadian marketing efforts. EDC currently has available over US\$750 million in commercial lines of credit with Mexican commercial banks, development banks and state corporations, such as PEMEX and CFE, the state oil and electrical companies respectively, to facilitate the procurement of Canadian products and services. These financing mechanisms have proved particularly crucial in supporting market entry by new exporters, who have been able to direct their customers to Mexican banks in order to access EDC credit facilities.

The Business Co-operation Program of the Canadian International Development Agency (CIDA/Inc) has also assisted a growing number of Canadian firms in Mexican market efforts. The usefulness of engaging in joint venture and technology transfer agreements with Mexican partners has, in particular, emerged as a key consideration for Canadian firms seeking to expand into Mexico. Strategic partnerships intended to improve local technological capabilities through a long-term presence by Canadian experts or the transfer of necessary technology with commensurate training of Mexican staff are increasingly the modus operandi for commercial relationships between the private sectors in both countries.

CIDA/Inc has also played an important role in support of project preparation work by Canadian consulting engineers in Mexico. Of particular note have been several environmental protection and control projects related to air and water pollution, hazardous waste disposal and rehabilitation of wetlands in proximity to industrial and residential areas. It is hoped that studies assisted by CIDA/Inc will become projects implemented with financing from international financial institutions, such as the World Bank and the Inter-American Development Bank, or other sources, such as private Canadian and Mexican banks and the EDC.

An important measure in the expansion of Canada-Mexico economic relations is the anticipated increase in Canadian direct investment, which will expand exports and commercial linkages between our respective private sectors. Canadian direct investment in Mexico continued to grow in 1992 and now totals over \$500 million. New opportunities resulting from the privatization program of the Salinas administration, which has so far seen the sale of over 1,000 state enterprises, are expected to attract increased Canadian capital to Mexico. The most likely sectors of concentration for Canadian entrepreneurs are mining, agro-industry, food, transportation, the environment and tourism development. Investment Canada is also developing a program to encourage Mexican investment in Canada.

The improving economic climate in Mexico, coupled with continued market reforms and the streamlining of regulations covering trade and investment anticipated under the NAFTA, make this a key market of opportunity for Canadians "in our own backyard." EAITC has organized a trade promotion program in Mexico directed at specific sectoral opportunities, to introduce as wide a cross section as possible of potential exporters to the marketplace.

In order to capitalize on existing opportunities in Mexico and give depth to heightened economic relations as envisaged under the NAFTA, the Canadian private sector is preparing to position itself effectively in this growing market.

CANADA-MEXICO EXPORT/IMPORT STATISTICS

	<u>JAN-DEC 1990</u> (\$,000s Cdn)	<u>JAN-DEC 1991</u> (\$,000s Cdn)	<u>JAN-NOV 1992</u> (\$,000s Cdn)
EXPORTS	593,682	524,544	692,500
IMPORTS	1,729,848	2,573,972	2,520,100
BALANCE	-1,136,166	-2,049,428	-1,827,600

MAIN CANADIAN EXPORTS TO MEXICO (\$,000s Cdn)

	1990	1991
1. Motor Vehicle Parts	82,032	153,461
2. Iron & Steel Prod.	67,727	46,281
3. Newsprint	15,923	34,489
4. Wheat	8,421	25,038
5. Telecoms, Related Equipment/Parts	51,527	23,048
6. Paper Products	10,995	18,888
7. Sulphur	28,830	18,868
8. Aircraft & Parts	39,091	18,583
9. Petroleum Oils	5,106	16,109
10. Asbestos	13,448	15,989

MAIN CANADIAN IMPORTS FROM MEXICO (\$,000s Cdn)

	1990	1991
1. Motor Vehicles & Parts	564,002	1,439,259
2. Engines & Parts (incl. ignition wiring sets)	389,379	339,989
3. Radio, Telephone, Audio Parts/Equip.	146,572	143,225
4. Data Processing Machines and Parts	177,815	127,166
5. Petroleum Oils	56,804	97,606
6. Fruits, Coffee & Nuts	68,485	76,008
7. Air Conditioners, Fans Equip. & Parts	32,030	58,334
8. Vegetables	79,306	48,546
9. Carpets, Fabrics & Yarn	27,813	30,077
10. Kitchen Appliances, (small)	13,670	23,317

Source: Statistics Canada, Merchandise Trade Statistics

CANADA-MEXICO MERCHANDISE TRADE EXPORTS

January to November, 1992
(\$,000 Cdn)

EXPORTS TO MEXICO	Annual 1990	Annual 1991	Jan-Nov 1991	Jan-Nov 1992
Motor Vehicle Parts (incl. engine parts)	82,000	153,500	78,000	146,200
Wheat	8,400	25,000	16,600	95,500
Iron & Steel Products	67,700	46,300	40,200	82,500
Telecoms, Rel. Equip/Parts	51,500	23,000	9,300	50,700
Meat & Livestock	21,600	18,900	16,000	33,200
Bituminous Coal	0	2,200	2,200	30,300
Newsprint	16,000	34,500	31,200	26,500
Milk Powder	72,500	13,400	10,600	24,900
Aircraft & Parts	39,100	18,600	1,300	20,800
Wood Pulp	27,500	15,300	14,200	13,400
Rape or Colza Seeds	0	0	0	13,000
Asbestos	13,400	16,100	14,100	12,300
Copper (Raw)	0	0	0	12,200
Filtering/Purif. Machinery	4,800	2,200	1,400	9,800
Barley, Oats & Canary Seed	1,500	1,700	1,200	9,100
Sulphur	28,800	18,900	18,900	7,500
Boards & Panels (Electr.)	300	0	0	7,100
Petroleum Oils	5,100	16,100	16,100	6,900
Moulding Machines	500	4,800	4,700	6,800
SUBTOTAL	440,700	410,500	276,000	608,650
Others	<u>153,000</u>	<u>114,000</u>	<u>95,800</u>	<u>83,850</u>
TOTAL EXPORTS	<u>593,700</u>	<u>524,500</u>	<u>371,800</u>	<u>692,500</u>

Source: Statistics Canada, Merchandise Trade Statistics

SUCCESSFUL CANADIAN EXPORTERS

Many Canadian exporters have already been successful, as Canadian technology is welcome, relevant and competitive in the Mexican market. Opportunities exist for large and smaller companies. For example:

- ✓ In June 1992, after the completion of orders worth \$4.5 million from Mexico, **SR Telecom** of St. Laurent, Quebec, was awarded its first major contract worth \$13 million with Telefonos de Mexico (TELMEX), the Mexican phone company, for the supply of radio systems to some 535 villages throughout rural Mexico.
- ✓ Mexico has become a key market for **Du Pont Canada Inc.**, Canada Export Award Winner in 1992. In the past four months, sales have risen by 74 per cent over the same period last year.
- ✓ **Dare Foods Ltd.** of Kitchener, Ontario, has also experienced much success selling its cookies and crackers to Mexico, a market that has witnessed a doubling in sales every year since the company's entry in 1989.
- ✓ **Cansec Systems Ltd.** of Mississauga, Ontario, made efforts to expand into Mexico in early 1992. Purchase agreements with Mexican distributors in excess of \$750,000 were secured, with an additional \$750,000 worth of sales likely to follow.
- ✓ Toronto's **Royal Plastics Group** unveiled its new "Royal Housing System," at the Canada-Mexico Expo '92 trade show in Monterrey, Mexico. The company has since received thousands of orders and has reached an agreement with Mexican authorities to help meet the demand for over 2 million homes, including plans to establish a joint venture in the country to help produce home panels.
- ✓ After one year of operation in Mexico, produce wholesaler **Garden Grove Produce Ltd.** of Winnipeg, Manitoba, increased its sales by 30 per cent in 1991.
- ✓ Calgary's **Rebound Rig International Ltd.** has recently been awarded a contract for oil equipment, worth approximately \$900,000, from Indumes, S.A. de C.V., for the supply of a coiled tubing unit and accessory equipment.
- ✓ In 1987, **Bovar-Western Research**, a Calgary-based environmental control company, obtained its first contract worth \$1.5 million with Petroleos Mexicanos (PEMEX), the state-owned oil company. Bovar is the first company to help Mexican petrochemical firms incorporate instrumentation control of their sulphur recovery units. The company continues to sell to Mexico and plans to designate a permanent sales staff in Mexico to handle operations in that country.

MEXICO: PROVISIONAL TRADE FAIRS & MISSIONS PROGRAM

January 1993 to March 1994

Note: Fairs and missions are mounted in response to industry demand. All shows listed below are therefore provisional and subject to confirmation. Specific details can be obtained by contacting Latin America Trade Division, External Affairs and International Trade Canada.
Tel: (613) 996-5358; Fax: (613) 944-0497.

1. **MULTI-SECTOR MISSION (* Saskatchewan)** 24 Jan-6 Feb 93
 - Individual client meetings.
 - More than 10 representatives expected.
2. **EXPOCOMM '93** 9-12 Feb 93
 - Largest annual telecom show in Latin America. Canada has been represented each year for the last five years.
 - Over 20 companies to participate.
3. **METAL EXPOMEX '93 (Monterrey)** 9-12 Mar 93
 - Directed at the rapidly expanding machine tool and metalworking sector to follow up on the successes of Canada Expo '92.
 - 15 participants expected.
4. **ANTAD EXPO '93 (Guadalajara)** 28-30 Mar 93
 - Canada's first major participation. Features food, store fixture and consumer products sectors (hardware/housewares)
 - Up to 65 companies participating.
5. **CANADIAN SOLO FOOD SHOW (Embassy, Mexico City)** 1-5 Apr 93
 - Canada's first major food demonstration in Mexico City, using the Embassy as a venue. Features agri-food companies participating in ANTAD.
 - 30 companies expected.
6. **OIL AND GAS MISSION (* Alberta)** April 93
 - Mission to Mexico City and the Gulf Coast to pursue PEMEX procurements and participate in EXPETRO.
 - Up to 20 participants expected.
7. **EXPETRO '93 - AIPM (Ciudad del Carmen, Villa Hermosa)** 18-25 Apr 93
 - Petroleum equipment/services event.
 - National stand, with 15-20 participants expected.
8. **MEXICO HARDWARE SHOW '93 (Mexico City)** 29 Apr-2 May 93
 - Info Booth for Canada's first participation.
9. **CANADIAN LUMBER SEMINARS (Mexico City, Acapulco)** April/May 93
 - Technical seminars on Canada's lumber-grading system to foster greater awareness of varieties available.
 - Organized in co-operation with COFI, BPIB, Canadian Panelboard Association.

10. **EXPOPAK '93** (Mexico City) 18-21 May 93
- Mexico's leading packaging/labelling machinery show.
15-20 participants expected.
11. **PESCA INDUSTRIA '93** (Ensenada) May 93
- Event for fish/fish-processing equipment.
12. **CONFERENCIA GANADERO** (Acapulco) May 93
- Event for livestock and poultry.
13. **PRO-ECO FORUM** (Monterrey) 11-13 May 93
- Technical conference on environmental protection arranged in
co-operation with ISTC.
14. (+) **EXPO QUIM '93** (Mexico City) 31 May-5 June 93
- Potential Info Booth at this chemicals' show.
15. (+) **MINING EQUIPMENT/SERVICIS MISSION** (*B.C.) To be confirmed
- Visit to major contacts in mining sector.
More than 10 representatives expected.
16. (+) **MAQUINAMEX '93** 15-18 June 93
- Mexico City's only machine tool show.
Up to 20 companies expected.
17. **TECHNO MUEBLE '93** (Guadalajara) 9-11 June 93
- Furniture industry suppliers event.
15-20 participants expected.
18. (+) **CIGAL** July 93
- Event specializes in dairy.
19. (+) **GEOLOGY CONFERENCE AND SHOW** July 93
20. (+) **INFORMATICA EXPO '93** (Monterrey) 10-12 July 93
- Principal computer software show for Northern Mexico.
21. (+) **EXPO ALIMENTOS '93** (Monterrey) 2-5 Aug 93
- Food processing, packaging, labelling, bottling event.
25 participants expected.
22. **EXPO RUJAC '93** (Guadalajara) 20-22 Aug 93
- Aftermarket auto parts/servicing equipment.
15-20 participants expected.
23. (+) **EXPO NACIONAL FERRETERA GUADALAJARA** September 93
- Guadalajara's major annual exhibition.

24. **EXPO CIHAC '93** September 93
- Construction show featuring building materials and supplies.
Info Booth will support 15-20 companies.
25. **CONTROL AMBIENTAL EXPO '93** 20-22 Sept 93
- First hazardous waste event in Mexico City will
cover all environmental sub-sectors with concurrent
technical conference.
More than 20 companies have expressed interest.
26. (+) **TRANSEXPO '93 (Monterrey)** September 93
- First participation in this show featuring trucks, parts and services.
10 companies to participate.
27. (+) **COMPUMUNDO** October 93
- Mexico City's major show for computer hardware and software.
20 companies expected.
28. **NATIONAL SWINE CONGRESS (Acapulco)** October 93
- Canadian companies annually participate in one of Mexico's most
prominent agriculture events.
29. (+) **MEXICAN MINING CONGRESS '93 (Acapulco)** 25-29 Oct 93
- Biennial congress/trade show. Canada has participated each time.
More than 60 participants expected.
30. **TECOMEX '93 (Monterrey)** 26-30 Oct 93
- The major environment equipment event in Mexico to be followed
by mission to Argentina and Chile.
15-20 participants expected at Info Booth.
31. (+) **EXPO PETRO Y CHEM 92 (Mexico City; Info Booth)** 3-5 Nov 93
- Catalogue show for oil and gas industry audience.
Up to 15 companies participating.
32. **PLASTIMAGEN (Mexico City)** 7-11 Feb 94
- Major show for plastics and machinery in Mexico.
Follows highly successful previous participation.
15 companies expected.
33. (+) **CANADA EXPO '94 (Monterrey)** February 94
- Repeat of highly successful Expo '92, featuring industrial equipment.
350-400 participants expected.
34. (+) **EXPOCOMM '94** February 94
- Largest annual telecom show in Latin America. Canada has
been represented each year for the last six years.
Over 20 companies to participate.

35. **ANTAD EXPO '94** (Guadalajara) March 94
- Canada's second major participation. Features food, store
fixture and consumer products sectors (hardware/housewares).
Up to 75 companies will exceed last year's participation.
36. **(+) CANADA EXPO '94** (Mexico City) 12-18 Apr 94
- Planned to be Canada's largest ever commercial trade show.
Week-long event will showcase Canadian expertise
in a wide number of sectors.
450-500 participants expected.

COMPLETED

1. **EXPO PETRO Y CHEM 92** (Mexico City) 4-6 Nov 92
- Catalogue show for oil and gas industry audience.
2. **MARITIME PROVINCES MISSION** (* N.B./N.S.) 9-12 Nov 92
- Concentrated on industries/services (port related).
More than 10 participants.
3. **PROCESS CONTROL & ROBOTICS MISSION** (Mexico City & Monterrey) 23-27 Nov 92
- Meetings with key industrial process technology officials.
4. **OEM AUTO PARTS MISSION** (* APMA) 22-27 Nov 92
- Mission to auto plants, including new, state-of-the-art
Nissan facility. Co-sponsored by the Mexican Investment Board.
More than 20 members.
5. **MINING EQUIPMENT/SERVICES MISSION** (* B.C.) 2-4 Dec 92
- Visit to major contacts in mining sector.
More than 10 representatives.

(+) = Events subject to confirmation

(*) = Events organized by others

MEXICO BACKGROUND

Geography

Mexico, the third largest country in Latin America (after Brazil and Argentina), is one-fifth the size of Canada. The topography is extremely varied, ranging from low desert plains to high plateaus and rugged mountains. The climate is generally dry; only about 12 per cent of the country receives adequate rainfall in all seasons. Mineral resources are plentiful, especially silver, gold, copper, lead, zinc and coal. Mexico is a major producer of oil and natural gas.

People

Mexico is the world's most populous Spanish-speaking country. The population is also distinguished within the Latin American region by being largely (79%) of *mestizo* (mixed Indian-Spanish) origin; 11 per cent of the population is Indian.

Although Mexico has been successful in reducing its rate of population growth in the last 15 years, 53 per cent of Mexicans are less than 20 years old. Education and health care are generally free and universal.

Mexico is a centralized country with a quarter of the population living in the capital. This creates a number of problems and challenges: pollution, overpopulation, lack of proper public services, delinquency, inadequate housing, etc.

Government

The Constitution of 1917 provides for a federal republic, with a separation of powers into independent executive, legislative and judicial branches of government. Mexico has 31 States and a Federal District. Each State is headed by an elected Governor. Powers not expressly vested in the federal government are reserved to the States. The States' powers are much less extensive than those of Canadian provinces.

The executive branch of government, headed by the president, is dominant. There is no vice-president. The president appoints the members of the cabinet, and these members enjoy a certain autonomy within their areas of responsibility. They are not chosen from members of the Congress.

Congress is a bicameral body consisting of the Senate and the Chamber of Deputies. Two senators are elected from each of Mexico's 31 States plus the Federal District (Mexico City), for a total of 64. The Chamber of Deputies consists of 300 members elected by majority vote in single-member constituencies and 200 seats on the basis of proportional representation, thereby guaranteeing opposition representation. Deputies serve three-year terms.

Economy

Since his inauguration in 1988, President Salinas has made dramatic progress in restructuring the economy. The signature of the North American Free Trade Agreement (NAFTA) is a capstone to four years of sweeping reforms -- including tariff reductions, elimination of subsidies, deregulation of certain sectors and wide-scale privatization of state companies. The economy is growing at a rate of approximately 4 percent, but has recently shown signs of slowing. President Salinas has recently indicated that he intends to use his remaining two years in power to consolidate his reforms.

Foreign Policy

Mexican foreign policy has been guided by three main principles: non-intervention, respect for the self-determination of peoples and peaceful resolution of international conflicts. Based on these principles, Mexico has traditionally played an active role in international diplomacy and continues to play a leading role in various international organizations, such as the United Nations and the General Agreement on Tariffs and Trade, and regional organizations, such as the Organization of American States and the Rio Group. Moreover, it has recently indicated interest in organizations, such as the Organization for Economic Co-operation and Development and Asia Pacific Economic Co-operation.

Human Rights

Human rights in Mexico have been an issue of concern in the past. However, the current government is strongly committed to improving the situation and continues to implement reforms. The NAFTA negotiations have focused attention on this important issue, which is being addressed in a forthright manner by the government of President Salinas.

MEXICO FACT SHEETS

February 1993

SOCIAL & ECONOMIC INDICATORS

SOCIAL INDICATORS		
AREA	1,958,201 km ²	
POPULATION	85 Million (1991)	
POP. DENSITY	43 per km ²	
OFFICIAL LANGUAGE	Spanish	
PEOPLE	Mestizo	79%
	Indian	11%
	Caucasian	10%
LIFE EXPECTANCY	66 years	
MAJOR RELIGION	Roman Catholic (93%)	
MAIN CITIES/POP.	Mexico City	19.3 million
	Guadalajara	3.4 million
	Monterrey	3.1 million
Education	Free to age 18 Compulsory ages 6-12	

ECONOMIC INDICATORS		
CURRENCY	Mexican peso (\$CDN = 2443 pesos) (Jan. 1992)	
GDP PER CAPITA	\$US3,307 (1991)	
GDP GROWTH	1991	3.53%
	1990	4.46%
	1989	3.42%
INFLATION	1991	18.8%
	1990	20.1%
	1989	20.0%
BALANCE OF PAYMENTS	-\$US11.2 billion (1991)	
FOREIGN DEBT	\$US96.8 billion (1991)	
BUDGET SURPLUS	\$US1.7 million (1990)	
NET DIRECT INVESTMENT	\$US2.5 billion (1990)	
UNEMPLOYMENT	12-20% (1991)	
UNDER-EMPLOYMENT	35-50% (1991)	
STRUCTURE OF GDP	Services	61%
	Industry	30%
	Agric.	9%

A FEW COMPARATIVE FIGURES*

	CANADA	MEXICO	U.S.
AREA, million km ²	9.97	1.96	9.53
POPULATION, million	27.3	85	250.
POPULATION, WORLD RANK	32	11	4
POPULATION, URBAN %	77	73	75
POPULATION, WOMEN %	50.7	51.3	50.9
MEDIAN AGE	34	19	33.5
FERTILITY RATE	1.7	3.4	1.8
EDUCATION, COMPULSORY, YRS	9	6	11
EDUCATION, AVERAGE, YRS	12.1	4.7	12.3
INFANT MORTALITY PER 1,000 BIRTHS	7	39	9
POPULATION PER PHYSICIAN	467	1,037	404
LABOUR FORCE, million	13.8	27.6	125.6
LABOUR FORCE, WOMEN, %	44.5	31.4	44.9
GDP, \$US billion (1992 est)	775	336	7,272
GDP PER CAPITA \$US ,000 (1992 est)	28.6	3.98	28.5
ECONOMIC GROWTH % (1992 est)	2.3	4.5	2.1
TOTAL MERCHANDISE TRADE \$US billion (1991)	300	100	1,070
- Exports	142	45	483
- Imports	134	59	584
- Surplus (Deficit)	8	(14)	(101)
- Current account deficit (1991)	27	15	10
WORLD TRADE \$US billion (1991)	246.6	85.3	931.2
- Major partners %	U.S.: 69.2	U.S.: 72.9	CANADA: 17.1
	JAPAN: 6.1	JAPAN: 5.2	JAPAN: 15.3
	F.R.G.: 2.1	F.R.G.: 2.6	MEXICO: 7.0
	FRANCE: 1.4	CANADA: 3.1	F.R.G.: 4.7
	S.KOREA: 1.4	SPAIN: 2.1	G.B.: 4.4

* Source: Globe and Mail, IMF

DIRECT INVESTMENT IN MEXICO*

(\$US MILLION)				
Country	1975-88	1989	1990	1991
U.S.	14, 957	1,813	2,303	2,386
G.B.	1,754	44.7	114.4	74.1
F.R.G.	1,583	84.7	233.2	84.6
JAPAN	1,319	15.7	120.8	73.5
SWITZ	1,004	194.4	148.0	68.0
FRANCE	748.5	18.5	181.0	500.5
CANADA	323.5	37.4	56.1	74.2

* Source: IMF

CANADA-MEXICO CO-OPERATION
BACKGROUND INFORMATION

February 1993

CANADA-MEXICO CO-OPERATION CULTURAL ACTIVITIES

- ◆ The Department of Communications signed two bilateral cultural agreements with Mexico in 1991 namely, a Film and Television Co-Production Agreement and an Agreement Concerning Co-Operation in the Fields of Museums and Archaeology. In addition, a Memorandum of Understanding (MOU) between the Government of Canada and the Government of Mexico on Cultural Relations was signed following the Mexico-Canada Cultural Symposium held in Ottawa October 2-3, 1991, to reaffirm the objectives set out in the 1976 cultural agreement.
- ◆ Two big budget television co-productions, SWEATING BULLETS and TARZAN, have been produced since the signature of the 1991 co-production agreement. A contract was also signed between Mexico's new Museo del Niño and the IMAX Corporation for the construction of an on-site theatre. The release of a co-production on the Mayan Civilization is scheduled to coincide with the opening of this theatre in the fall of 1993.
- ◆ Canadian feature films and television programming will be given greater access to the Mexican market through the extension of TV5, the French-language television service, to Latin America and the Caribbean (with an increased portion of Canadian programming). Canadian participation in the Conference of Film Authorities of Ibero-America to negotiate the signature of a multilateral treaty will also facilitate the production and distribution of Canadian films in this territory.
- ◆ A large number of projects have also resulted from the signing of the agreement on museums and archaeology including: the donation of 5 exhibits by the Ontario Science Centre to the Museo del Niño; the exhibition of works by Canadian artists in Mexico and Mexican artists in Canada, including the joint exhibition, Migrations, by René Derouin and Helen Escobedo, and Terra Incognita, a collection of contemporary sculptures by five Mexican artists.
- ◆ Exchanges in the performing arts have included the participation of Canadian artists in Mexico's most important festivals, specifically, the Gran Festival de la Ciudad de Mexico (Carbone 14, La La La Human Steps, Théâtre de la Marmaille), the Cervantino (Angela Hewitt) and the "Semana de la Pluralidad" festival of native music (Eagle Drum Troupe). In addition, concerts by Canadian musicians have been given in Mexico City, Guadalajara, Puebla and Monterrey.

- ◆ A Cultural Mixed Commission (CMC) was held in Mexico City on January 13-14, 1993, to set an agenda for 1993 to 1994 activities. The CMC report will be submitted to the Joint Ministerial Committee (in the form of a Memorandum of Understanding) along with a summary of proposed activities.

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CANADA-MEXICO CO-OPERATION HOUSING AND HUMAN SETTLEMENTS

- ◆ The governments of Canada and Mexico will begin to share research and technological developments in housing and human settlements as a result of a Memorandum of Understanding to be signed at the ninth Canada-Mexico Joint Ministerial Committee Meeting held in Ottawa.
- ◆ Canada Mortgage and Housing Corporation, the country's national housing agency, will work with Mexico's Secretariat for Social Development to establish a program of exchanges, research studies and information-sharing. The agreement could lead to exchanges of visits and staff between the two agencies.
- ◆ The agreement is expected to accomplish several goals. It provides both countries with access to each others' housing community and to the expertise of organizations engaged in housing research, program development, technology transfer and public policy.
- ◆ The agreement will also provide opportunities for the Canadian housing industry. The increased visibility that the Canadian housing sector and its related industries will receive as a result of the agreement will help to identify further areas for information exchange, technology transfer and the development of commercial relations between the two countries.
- ◆ The agreement will also provide for the participation of other government departments and agencies, as well as public institutions and private sector organizations.

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CANADA-MEXICO CO-OPERATION ENERGY AND MINING

- ◆ Energy, Mines and Resources Canada (EMR) has successfully negotiated a Memorandum of Understanding to establish an informal working group on minerals with Mexico's *Secretaria de Energia Minas y Industria Paraestatal*. The objective is to exchange information on matters of common interest regarding the development and implementation of mining policies. The Canada-Mexico signing ceremony will take place in Ottawa on February 15, 1993, during the Canada-Mexico Joint Ministerial Committee Meeting.
- ◆ In August 1992, a major contract worth an estimated US\$17 million was awarded to a Canadian consortium to modernize the national geographic system operated by the Mexican National Institute for Statistical Geography and Informatics. EMR is a participant in the consortium. In October 1992, EMR signed a Memorandum of Understanding with INEGI concerning co-operation in surveying, mapping, remote sensing and geographic information systems.

INEGI has the responsibility to complete a land registry system for Mexico. The value of this project is estimated at US\$1 billion. EMR is assisting Canadian industry to gather information to respond to a request for a proposal that is expected in relation to this project.

- ◆ Recently, a Canadian company announced the first direct sale of natural gas to Mexico. Western Gas Marketing Limited negotiated the delivery of a 30-day sale of 10 million cubic feet of natural gas to Petroleos Mexicanos (PEMEX).
- ◆ In the past, Petro-Canada imported 50,000 barrels per day (b/d) of heavy Mexican crude oil under a bilateral agreement. The agreement lapsed in 1985 with the deregulation of the Canadian oil industry that year. Nevertheless, Canada continues to import small amounts of Mexican crude oil, averaging approximately 15,000 b/d in 1991 and 17,000 b/d during the first six months of 1992.

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CANADA-MEXICO CO-OPERATION TECHNOLOGIES FOR DISTANCE LEARNING

- ◆ On February 15th, 1993, the Department of Communications (DOC) and the Secretaría de Educación Pública of Mexico (SEP) will sign a Memorandum of Understanding (MOU) on Technologies for Distance Learning. The Distance Learning project will enable the Mexican government to upgrade educational standards and provide greater learning opportunities in remote and rural areas. Canadian experts will provide their Mexican colleagues with new and updated transmission services and training in this area. This MOU on Distance Learning is the result of meetings held in Mexico City in April 1992, between the Honourable Perrin Beatty and Dr. Ernesto Zedillo, Minister of Education for Mexico. Following these discussions, a mission was sent to Canada in May 1992 to explore technologies for Distance Learning.

- ◆ The Mexican mission on Distance Learning met with 18 Canadian organizations over a period of nine days, including the Council of Ministers of Education of Canada. During their final meeting with the president and senior officers of the Commonwealth of Learning in Vancouver, it was agreed that the DOC and the SEP would negotiate a MOU on communications and information technologies for Distance Learning. The purpose of this MOU is to provide a framework for the participation of Canadian private and public organizations in joint Canada-Mexico projects.

- ◆ In addition to the MOU, the mission also resulted in a project to upgrade the Telesecundaria Distance Learning service in Mexico. A number of Canadian supply and services organizations are currently involved in this project, which is the first to be undertaken within the terms of the MOU.

- ◆ The development of several more projects involving the DOC and SEP is anticipated under the new framework agreement.

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CANADA-MEXICO CO-OPERATION LABOUR

- ◆ On May 4, 1992, Federal Labour Minister Marcel Danis and Mr. Arsenio Farell Cubillas, the Mexican Secretary of Labour and Social Security, signed a three-year bilateral Memorandum of Understanding (MOU) on Co-operative Labour Activities.
- ◆ This MOU, which can be extended with the agreement of both parties, was developed within the context of the Canada-Mexico Joint Ministerial Committee established in 1968.
- ◆ The MOU provides the two countries with a framework for co-operative activities involving governments, labour and business on a range of labour matters. Through a program of joint activities, Canada and Mexico are improving their understanding of each other's labour situation and sharing experience and expertise in the following areas:
 - employment standards including occupational safety and health;
 - job training/skills development;
 - labour force statistics;
 - labour relations, workplace innovations, quality and productivity.
- ◆ In July of 1992, senior Canadian and Mexican officials met to develop an Action Plan for the implementation of the MOU. Their purpose was two-fold: to create a foundation for better co-operation through a common understanding of labour law and practice in both countries, and to plan and develop the set of projects to be carried out over the first 12 to 18 months of the agreement.
- ◆ The Action Plan that was approved listed specific undertakings in the areas of labour market statistics and occupational safety and health, as well as job training and skills development. Some of these projects involve co-operation with other federal government departments, such as Statistics Canada and Employment and Immigration Canada. In addition, some initiatives are being carried out in a trilateral forum with the United States, which signed a similar MOU on Labour Matters with Mexico in 1991.

- ◆ In addition to exchanges of technical documents and information, two major activities were held in the fall of 1992:

1) **Skills Development and Job Training**

In September of 1992, a Canada-United States-Mexico seminar to explain and discuss successful examples of on-the-job training programs and school-industry linkages was held in Mexico City. The Canadian delegation was headed by Employment and Immigration Canada.

2) **Occupational Safety and Health**

In October, a Canadian government delegation participated in a bilateral Round Table on Occupational Safety and Health Issues in Canada and Mexico. The Round Table was designed to provide officials responsible for safety and health in the workplace with an understanding of the law, regulations and enforcement systems in both countries. The Canadian participants focused, in particular, on the Workplace Hazardous Materials Information System including federal and provincial roles in administering the legislation, which includes the labelling and handling of hazardous materials and worker training.

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CANADA-MEXICO CO-OPERATION AGRICULTURE

- ◆ Agricultural relations between Canada and Mexico date back to pre-Confederation days. Formalization of ties occurred in 1980 by the signing of a Memorandum of Understanding (MOU) on Agriculture Co-operation.
- ◆ The MOU on Agriculture Co-operation made possible the creation of the Canada-Mexico Joint Agricultural Committee (JAC), which meets, as needed, to discuss scientific and technical co-operation aimed at enhancing agricultural trade and technical co-operation between both countries. The committee has met several times since 1981.
- ◆ A Canada-Mexico JAC meeting in 1990 led to the signing of an Agricultural Agreement that broadened the areas of co-operation. The forum to discuss market opportunities and identify and implement mutually beneficial joint projects is facilitated through five working groups that include: **Livestock Development; Animal and Plant Health; Economic Research and Statistics; Technical and Scientific Research; and, Business Alliance.**
- ◆ The framework for the Veracruz Dairy Livestock Development Project is one of the achievements of the **Livestock Development Working Group**. By providing them with Canada's world-renowned expertise in dairy technology, farmers in Mexico's Veracruz State will move closer to becoming self-sufficient in milk production. If successful, this project will serve as a model for other regions in Mexico to follow.
- ◆ The **Animal and Plant Health Working Group**, is designed as a mechanism to settle trade irritants regarding animal health and plant health issues.
- ◆ Through the **Economic Research and Statistics Working Group**, economists and statisticians from both countries exchange statistical information on commodity data sources. In addition, a joint study is in place to monitor supply, demand, price and trade of the main commodity markets in Mexico. Discussions are under way about the possible exchange of staff between the two agriculture departments.
- ◆ The **Technical and Scientific Working Group** makes possible scientific and technical co-operation in crops, animal production, plant genetic resources and management of agricultural research between the research arm of Agriculture Canada and the Mexican Ministry of Agriculture and Water Resources.

- ◆ The **Business Alliance Working Group** facilitates closer ties and partnerships between Canada and Mexico's agri-food industries and the promotion of business alliances between both countries.
- ◆ In addition to federal level co-operation agreements, several agreements between provinces and Mexican states are active. For example, Alberta signed a livestock co-operation agreement with two Mexican states, which facilitates trade and training programs in the beef sector.
- ◆ Participation in the current Joint Ministerial Committee Meeting, is another forum through which Agriculture Canada and the Mexican Ministry of Agriculture and Water Resources work on strengthening mutually beneficial agricultural ties.
- ◆ Under the North American Free Trade Agreement, several provisions provide the basis for increased agricultural technical co-operation with Mexico.

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CANADA-MEXICO CO-OPERATION EXPORT DEVELOPMENT CORPORATION

- ◆ Mexico has been an active market for Canadian exporters in recent years and one of growing importance for the Export Development Corporation (EDC). Since 1989, Canadian exports totalling more than Cdn\$1.1 billion have been supported by EDC insurance or financing facilities. In 1992 alone, EDC supported almost half of Canada's exports to this market. Canadian sales included a wide range of goods including wheat, dairy products, steel, telecommunications equipment and capital goods valued at Cdn\$359 million. To help Canadian exporters keep a competitive edge in Mexico, EDC recently announced two major developments that will have a significant impact on Canada/Mexico trade.
- ◆ The cornerstone of EDC's lending activities in Mexico is a series of 13 lines of credit, which make US\$760 million available in financing. In January 1993, Paul Labbé, President and Chief Executive Officer of EDC, announced a "bundling" program for many of these lines of credit to make EDC financing more accessible to Mexican buyers. Under the program, loans negotiated under separate lines of credit will be "bundled" together under a common repayment term every six months. This will allow funds to be processed more quickly and will enable Canadian exporters to finance smaller-sized transactions.
- ◆ Also in January 1993, to encourage joint Mexican/Canadian projects and increase competitiveness, EDC signed a Reinsurance Agreement with the National Bank of Foreign Trade (BANCOMEXT) to provide insurance on export transactions that exceed the usual foreign content restrictions and would not normally be eligible for export insurance coverage. This Agreement will enable Canadian and Mexican exporters to co-operate on export sales to third countries.
- ◆ These new developments illustrate the heightened co-operative ties developing between Mexico, Canada and EDC, in light of the North American Free Trade Agreement and the continued strong performance of the Mexican economy.
- ◆ EDC is a unique financial institution that specializes in helping Canadian exporters compete internationally. EDC facilitates export trade and foreign investment through the provision of risk management services, including insurance and financing, to Canadian companies and their global customers.

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CANADA-MEXICO CO-OPERATION ENVIRONMENT

- ◆ Canada and Mexico have a long history of environmental co-operation. Scientific exchanges and joint efforts to conserve and maintain the habitat of shared species -- such as snow geese and monarch butterflies -- have been the basis of an important partnership.
- ◆ Co-operation on a more formal and expanded basis began in 1988 when both countries joined the United States in signing the Memorandum of Understanding on Migratory Birds and their North American Habitats. This agreement promotes a sustainable development approach to the conservation of wildlife habitat.
- ◆ Under the aegis of the Agreement on Environmental Co-operation signed by the two countries in March 1990, Canada began to work with Mexico in the areas of waste management and water treatment. Through the Canadian International Development Agency, \$950,000 was invested in water treatment feasibility studies in the state of Veracruz. In March 1992, an additional \$1 million from the External Affairs and International Trade Canada's Green Plan International Partnerships Fund was contributed to fund projects to assist Mexico in environmental monitoring and enforcement.
- ◆ Projects, such as the purchase of a mobile testing laboratory, the training of enforcement officers, the development of technical standards for the management of toxic substances and the management of air emissions inventories, are under way.
- ◆ The initiatives under the bilateral program match Mexico's needs with Canadian expertise and technology. These projects have provided new opportunities for Canadian companies, while introducing essential environmental products and services to Mexico.
- ◆ In September 1992, Canada, Mexico and the United States signed a Memorandum of Understanding on Environmental Education, which will serve as a framework for promoting, co-ordinating and implementing joint environmental education and training activities and information exchanges.
- ◆ Also, Canada, Mexico and the United States agreed in principle to the creation of a North American Commission on Environmental Co-operation. The goal is to set in motion a process for sustained, long-term and effective trilateral environmental co-operation.

- ◆ Co-operation on environmental issues has already produced many positive results for Canada and Mexico. With the assistance of Canada's environmental industries, Mexico is enhancing its current capacity to assess environmental problems and to enforce legislation for the protection of the environment.

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CANADA-MEXICO CO-OPERATION BUSINESS OPPORTUNITIES

- ◆ Industry, Science and Technology Canada (ISTC) is working with Canadian companies in a number of industry sectors to help them identify and pursue business opportunities in Mexico. These include significant new opportunities for Canada's small- and medium-sized enterprises (SMEs), which are emerging as a result of the conclusion of the North American Free Trade Agreement (NAFTA), as well as from Mexico's comprehensive economic modernization program. ISTC's work is undertaken in collaboration with External Affairs and International Trade Canada, as well as other government departments and agencies.
- ◆ In consultation with key industry members, ISTC has developed strategies for Mexican market penetration in several sectors, including automotive, seafood and marine products, construction, environmental protection and plastics machinery. These strategies have the following objectives: to identify the priorities of private and state Mexican enterprises and disseminate this information to Canadian companies; to promote Canadian capabilities in key sectors; to foster bilateral investments, joint ventures, commercial alliances, technology transfers and trade relations between the two countries; and, to anticipate the technological needs of Mexican producers.
- ◆ As the department responsible for federal tourism policy, ISTC is working to help this industry sector seize the opportunities arising from liberalized trade with Mexico. Under the terms of the Canada-Mexico Agreement on Tourism Co-operation signed in 1990, ISTC and Mexican officials are planning a range of initiatives to increase tourism trade between the two countries. These initiatives include: improving the bilateral exchange of technical and marketing information; improving access for tourism operators from the partner country; and, promoting the exchange and reconciliation of statistical data.
- ◆ ISTC has led, sponsored or participated in a variety of activities in pursuit of its objectives, including: trade missions, fairs and conferences, market research, technology demonstration and investment opportunity seminars, and liaison between industry associations.

Examples of these initiatives, include:

- Planning of a three-country (Canada, United States and Mexico) environmental conference and trade show "PRO-ECO 93" to be held in May 1993, in Monterrey, Mexico. Some 1,500 representatives of government and industry are expected to attend the event, which will focus specifically on opportunities resulting from the NAFTA.

- Organization of a procurement seminar, to be held in Mexico City in late 1993 or early 1994, to enable Canadian auto parts manufacturers to meet with senior officials of multinational assemblers.
- Planning for Canada's participation in the NAFTA Committee on Small Business to ensure that Canadian SMEs gain a broader share of the Mexican and North American market, particularly the procurement market.

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CANADA-MEXICO CO-OPERATION FORESTRY

- ◆ Most forestry co-operation between Canada and Mexico occurs through the North American Forestry Commission -- a body that operates under the auspices of the United Nations Food and Agriculture Organization and consists of Canada, the United States and Mexico.
- ◆ Working groups have been established in the areas of forest management, wood technology, forest protection and environmental protection.
- ◆ Also, in 1990, Canada and Mexico signed a Memorandum of Understanding on Forestry Matters. Its purpose is to encourage co-operation between both countries in areas of trade, investment and scientific research in the forest sector.
- ◆ At present, Mexico is not an important market for Canadian forest products. However, with reduction of trade barriers as a result of the North American Free Trade Agreement (NAFTA), the Mexican market could become significantly larger.
- ◆ The NAFTA has resulted in favourable treatment being given to forest products. Mexico is expected to develop rapidly into a major market for wood products.
- ◆ A subject for future discussion with Mexico is its legislation requiring recycled fibre in newsprint. The North American forest industry is currently adapting to the new regulatory environment in many countries.
- ◆ Canada, in its follow-up to the United Nations Conference on the Environment and Development, is currently working to convince the G-77, a group of developing countries, of which Mexico is one, of the necessity of developing international standards for the preservation and sustainable development of forests.

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CANADA-MEXICO CO-OPERATION FISHERIES RELATIONS

- ◆ Canada has technical experience and expertise in fisheries management and inspection that may be of interest to Mexico. As well, Canadian fishing industry representatives have expressed interest in meeting with their Mexican industry counterparts to discuss trade in fish products. Annual Canadian fish exports to Mexico are currently less than \$1 million.

- ◆ Mexico, like Canada, is concerned over high seas issues, primarily due to its dispute with the United States respecting the latter's imposition of trade sanctions on imports of Mexican tuna due to the by-catch of dolphins in Mexico's tuna fisheries. In May, 1992 Mexico hosted the Cancun Conference on Responsible Fishing. The conference generated the idea that the Food and Agriculture Organization prepare a code for responsible fishing practices. Mexico strongly supports this initiative but agrees with Canada that high seas issues should be dealt with separately from issues related to Exclusive Economic Zones. The Minister of Fisheries and Oceans attended the conference and Canada supported the declaration issued at the conclusion of the conference.

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**CANADA AND THE ORGANIZATION
OF AMERICAN STATES**

February 1993

CANADA AND THE ORGANIZATION OF AMERICAN STATES

I. WHAT IS THE ORGANIZATION OF AMERICAN STATES?

Origin: The Organization of American States (OAS) is the oldest, international, regional organization in the world and has its headquarters in Washington, D.C.. Its origins lie in the International Union of American Republics founded in 1890. Renamed the Pan American Union in 1910, the organization adopted its current name and basic charter in 1948. Today, it is comprised of all 35 independent nations of the Caribbean, and North, Central and South America. Cuba is a member, but the current government is suspended.

Purposes: The mandate of the OAS is to strengthen peace and security, promote and consolidate representative democracy, and contribute to the settlement of political, juridical and economic problems in the hemisphere. It is also expected to promote the economic, social and cultural development of its 34 active members.

Structure: The OAS is comprised of :

- * **The General Assembly** (supreme body, meets annually at level of foreign ministers);
- * **The Meeting of Consultation of Ministers of Foreign Affairs** (considers problems of an urgent nature and meets as required);
- * **The Councils:**
 1. **Permanent Council** (consists of the Permanent Representatives of the member states. It meets regularly in Washington and has authority to establish working groups for specific issues);
 2. **Inter-American Economic and Social Council** (administers "national projects" of an economic and social nature (e.g. poverty alleviation) and six business-related Inter-American Centres);
 3. **Inter-American Council for Education, Science and Culture** (oversees 20 Inter-American Centres specializing in cultural and educational activities);
- * **The General Secretariat** (carries out the decisions of the General Assembly);

* **Inter-American Commission on Human Rights** (observance, protection, and respect for human rights);

* **Inter-American Court of Human Rights** (an autonomous judicial institution of the OAS that interprets and applies the American Convention on Human Rights);

* **Inter-American Juridical Committee** (develops/codifies international law and provides legal advice to the OAS);

* **The Specialized Conferences** (technical affairs e.g. telecommunications);

* **The Specialized Organizations and Entities:** (e.g. health, agriculture, women, children, narcotics)

II. WHY DID CANADA JOIN?

Canada has been a permanent observer from 1972-1990. Our decision to become a full OAS member was part of the Long-Term Strategy for Latin America approved by Cabinet in October, 1989. The Strategy consisted of a wide range of specific measures to enable Canada to contribute to and benefit from the economic and political transformations in the Americas. Canada became the 33rd member on January 8, 1990, an action warmly welcomed by OAS members and interpreted by them as evidence of a new Canadian commitment to the Western Hemisphere. In Ottawa, the House of Commons Standing Committee on External Affairs and International Trade urged that Canada be an "active, autonomous and effective member."

Several developments led to our decision to join the OAS. A wave of democratization had transformed the region's political climate offering improved prospects for the strengthening of human rights. Recognition had grown that the nations of all the Americas were exerting an increasing influence on global issues.

The advent of more open societies encouraged the undertaking of major economic reforms characterized by the privatization of state-owned enterprises and the lowering of external trade barriers. These changes created new opportunities for Canadian business. Improving our regional profile was a necessary response to this change.

The emergence of non-traditional issues, such as drugs and the environment, meant that Canada could no longer afford to be absent from the hemisphere's foremost political forum. We had to be at the table to deal with these issues.

III. WHAT ARE CANADA'S PRIORITIES AT THE OAS?

- ▶ OAS renewal
- ▶ Democratic development
- ▶ Human rights and women's equality
- ▶ Hemispheric security and arms control
- ▶ Environmental protection
- ▶ Narcotics abuse control
- ▶ Technical assistance

IV. HOW HAS CANADA MADE A DIFFERENCE?

OAS Renewal:

Reform of the OAS is a major objective. Canada is encouraging the OAS to address new priorities and drop others. In 1990, Canada joined with other members to draw up a new quota scale for budgetary contributions.

Currently, Canada is the second largest contributor to the OAS, preceded only by the United States. Canada, in co-operation with other OAS members, is working toward the strengthening of the technical assistance program of the OAS. Concrete proposals for revamping the special OAS committee for consultation on trade matters (CECON), were submitted to the Organization in 1992. Canada is pursuing these proposals to give CECON a more constructive role.

Democratic Development:

Canada's resolution to establish a Unit for the Promotion of Democracy within the OAS Secretariat was adopted unanimously by the 1990 OAS General Assembly, and, in 1992, Canada announced a \$1 million special contribution to the Unit's operations. In addition, Canadian observers took part in OAS observation missions for elections in Nicaragua and Haiti. Confronted by the coup d'état in Haiti, Canada encouraged a vigorous response by the OAS. Canada complied fully with the OAS sanctions against Haiti and continues to insist on the return of constitutional government to both Haiti and Peru.

Human Rights and Women's Equality:

Canada has pursued the advancement of human rights through a series of international conventions. In October 1990, Canada joined the Inter-American Commission of Women (CIM) with the aim of further strengthening its role as a catalyst for positive action. In 1991, Canada adhered to the three inter-American conventions on the rights of

women and became involved in the drafting of a convention on violence against women. A contribution of \$250,000 was provided by the Government of Canada to CIM to protect and promote the rights of women in the hemisphere.

Consultations have begun, with provincial and territorial governments, about an eventual ratification of the American Convention on Human Rights. Canada has staunchly supported an independent and effective role for the Inter-American Commission on Human Rights and the Inter-American Court of Human Rights.

As a country whose legal system is based on both common and civil law, Canada's legal expertise is highly relevant to the OAS.

Hemispheric Security and Arms Control:

The Gulf War focused international attention on the problem of excessive arms build-ups. In 1991, the OAS unanimously adopted a Canadian resolution to examine questions about hemispheric security, including excessive arms build-ups and transparency in arms transfers. In 1992, Canada co-sponsored a resolution to establish a Working Group on Hemispheric Security to maintain the focus of the General Assembly on these important issues.

Environmental Protection:

In 1991, the OAS launched a hemisphere-wide environmental protection program. Canada was involved in its planning from the start. The environment has been identified as one of the three priority areas for Canadian contributions to the OAS technical co-operation funds, and, in 1991, a grant of \$1.2 million was provided for an environmental program in the Amazon. In 1992, a Canadian resolution on high seas fishing conservation won the approval of the majority of OAS members. Building on this support, Canada went on to win global backing for the initiative at the 1992 United Nations Conference on Environment and Development.

Narcotics Abuse Control:

Since joining the OAS, Canada has been among the most active members of the Inter-American Drug Abuse Control Commission (CICAD). The Solicitor General of Canada has participated in the elaboration of an Action Program for the hemisphere. The Royal Canadian Mounted Police co-hosts with CICAD an annual training seminar on drugs for

police officials of hemispheric countries. Canada is a strong supporter of CICAD's anti-narcotics activities and has provided substantial financial support.

Technical Assistance:

Financial and technical assistance in support of the social, economic and cultural development activities of the Organization are an integral element of membership. Canada provides an annual contribution to the OAS Voluntary Fund as well as support for specific projects. Areas of priority for this supplementary support include women, the environment and distance education.

Canada, a member since 1971, is the second largest contributor to the Pan American Health Organization. In 1992, \$8.5 million was provided, of which \$1.5 million was for humanitarian assistance to Haiti. Since 1972, Canada has been a member of the Inter-American Institute for Co-operation in Agriculture (IICA). From 1987 to 1992, it funded a \$4.5 million agricultural co-operation project with IICA.

V. OUTLOOK

Since Canada joined in 1990, there have been promising changes within the OAS. The most important of these relate mainly to a new overall attitude. It is clear that the political will now exists to take on challenges that, in the past, tended to be avoided or ignored. Two areas, where this is most notable, fit with Canada's priorities: the staunch defence of human rights and the commitment to democratic forms of government. The willingness of member governments to not only stand up and be counted when these principles are at stake but also to take concerted action, points to a new level of awareness and concern about these fundamental principles.

Because of these and other positive developments, Canada has found the OAS to be an increasingly useful forum for pursuing its foreign policy objectives within the hemispheric community. At the same time, Canada has, because of extensive multilateral experience, been able to make a positive contribution to the OAS as the Organization deals with new issues and moves ahead with the process of reform.

Canadian membership in the OAS has marked the beginning of a new, constructive partnership in the Americas. Thus far, it has exceeded all expectations. There is every reason

to believe that the dynamic that has been created will generate increasing benefits for the OAS, for Canada and for all of the Organization's member countries.

VI. MEMBER STATES OF THE OAS:

- Antigua and Barbuda
- Argentina
- The Bahamas
- Barbados
- Belize (joined in 1991)
- Bolivia
- Brazil
- Canada (joined in 1990)
- Chile
- Colombia
- Costa Rica
- Cuba (although current government is suspended)
- Dominica
- Dominican Republic
- Ecuador
- El Salvador
- Grenada
- Guatemala
- Guyana (joined in 1991)
- Haiti
- Honduras
- Jamaica
- Mexico
- Nicaragua
- Panama
- Paraguay
- Peru
- St. Kitts and Nevis
- St. Lucia
- St. Vincent and the Grenadines
- Suriname
- Trinidad and Tobago
- United States of America
- Uruguay
- Venezuela

**BIOGRAPHIES OF
CANADIAN AND
MEXICAN MINISTERS**

February 1993

BARBARA McDOUGALL

Secretary of State for External Affairs

Barbara McDougall was appointed Secretary of State for External Affairs on April 21, 1991. She chairs the Cabinet Committee on Foreign Affairs and Defence Policy and sits on the Planning and Priorities Committee of Cabinet.

Mrs. McDougall was first elected to Parliament on September 4, 1984, and was immediately appointed to Cabinet. She has served as Minister of State (Finance), Minister of State (Privatization), Minister responsible for Regulatory Affairs, Minister responsible for the Status of Women, and Minister of Employment and Immigration.

Prior to her election in 1984, Mrs. McDougall has a distinguished career in the Financial Sector in Vancouver, Edmonton and Toronto, and was the Executive Director of the Canadian Council of Financial analysts. She also has wide experience in the field of journalism and television.

Mrs. McDougall received an Honours Bachelor of Arts Degree in Political Science and Economics in 1960 from the University of Toronto, became a Chartered Financial analyst in 1973, and was awarded an Honourary Doctor of Laws from St. Lawrence University in New York.

Throughout her career, Mrs. McDougall has been an active volunteer with a number of Community organizations.

FERNANDO SOLANA

Secretary of Foreign Affairs

Fernando Solana was born on February 8, 1931, and studied Engineering, Philosophy, Political Science and Public Administration at the National Autonomous University of Mexico (UNAM). He was director of Planning and Finance of CONASUPO (National Basic Commodities) from 1970 to 1976; Secretary of Commerce, 1976 to 1977; Secretary of Public Education, 1977 to 1982; and president of UNESCO's World Conference on Cultural Policies. From 1966 to 1976, Señor Solana was a professor of Economics and Political Science at the UNAM. He was also Director General of the Banco Nacional de México (BANAMEX), from 1982 to 1988. He has been chairman and member of several of the boards of directors of different public and private industrial and financial enterprises. He has been Secretary of Foreign Affairs since 1988.

MICHAEL WILSON

Minister of Industry, Science and Technology and Minister for International Trade

Mr. Wilson was born in 1937. He holds a Bachelor of Commerce degree from the University of Toronto. He went into investment banking, gaining experience in London (England), New York and Toronto. He also spent two years with the Department of Finance in Ottawa. In 1973, Mr. Wilson became Executive Vice-President of Dominion Securities, with particular responsibilities for international, corporate and government finance. He continued in this capacity until his election to Parliament in 1979. He was appointed to the Cabinet that year as Minister of State for International Trade. In September 1984, Mr. Wilson was appointed Minister of Finance. In that capacity, he was closely involved in negotiating the Canada-U.S. Free Trade Agreement. In 1991, he was appointed Minister of Industry, Science and Technology, and Minister for International Trade with the overall responsibility for coordinating the government's policies to improve the competitiveness of the Canadian economy.

JAIME SERRA PUCHE

Secretary of Trade and Industrial Development

Señor Serra was born in Mexico City in 1951. Studies: Degree in Political Science and Public Administration from the National Autonomous University of Mexico (UNAM), 1973; Master's degree in Economics, El Colegio de Mexico, 1975; PhD in Economics, Yale University, 1979. He was Chairman of the Center for Economic Studies and Professor of Economic Theory at El Colegio de Mexico (1979-1986) as well as Visiting Professor of Economics, both at Stanford University and Universidad Autónoma de Barcelona. Main posts held: Adviser-in-Chief to the Ministry of Finance and Public Credit (SHCP) 1979 to 1986; Under-Secretary of Finance, SHCP, 1986 to 1988; Economic Advisor to the President-Elect of Mexico (1988). He has been Secretary of Trade and Industrial Development since December 1988.

JOHN CROSBIE

Minister of Fisheries and Oceans and Minister for the Atlantic Canada Opportunities Agency

Mr. Crosbie was born in St. John's, Newfoundland, in 1931. After graduating from Dalhousie Law School in Halifax, Nova Scotia, he did post-graduate work at the University of London and the London School of Economics. He was called to the Bar of Newfoundland in 1957. Mr. Crosbie's career in public life began at the municipal level in 1965 when he was elected Deputy Mayor of St. John's. The following year, he entered provincial politics and became the Minister of Municipal Affairs and Housing. He also held a number of other key provincial portfolios including Finance, Fisheries, and Intergovernmental Affairs. He was elected as a Member of Parliament in 1976 and has served in the following capacities: Finance (1979-80), Justice (1984-86) Transport (1986-88) and International Trade (1988-91).

He became Minister of Fisheries and Oceans and Minister for the Atlantic Canada Opportunities Agency in April 1991, and is a member of many Cabinet Committees.

GUILLERMO JIMENEZ MORALES

Secretary of Fisheries

Señor Jiménez was born in Huauchinango, State of Puebla, on December 2, 1933. He obtained a Law Degree from the National Autonomous University of Mexico (UNAM) in 1964. He has served as delegate of the National Executive Committee of the Institutional Revolutionary Party (PRI) in 11 states, as well as Secretary-General and President of the PRI committee in his home state of Puebla. Señor Jiménez was a member of the Chamber of Deputies on three occasions. He was Chairman of the High Commission of the Chamber of Deputies (equivalent to Speaker of the House) from 1988 to 1991, and was Governor of the State of Puebla from 1981 to 1987. He has been Secretary of Fisheries since May 1991.

ELMER MacKAY

Minister of Public Works

A lawyer by profession, Mr. MacKay was born in 1936. He holds a Bachelor of Arts degree from Acadia University and a law degree from Dalhousie University. He was called to the Nova Scotia Bar in 1961. Elected to the House of Commons in a 1971 by-election and re-elected in 1979, he was appointed Minister of Regional Economic Expansion and Minister Responsible for the Canada Mortgage and House Corporation (CMHC). He was subsequently appointed Senior Adviser to the Leader of the Opposition and Minister of National Revenue. Re-elected in 1984, he was appointed Solicitor General. In 1985, he was appointed Minister of National Revenue. He assumed his current portfolio in 1989. In April 1991, he also became responsible for the CMHC.

PERRIN BEATTY

Minister of Communications

Mr. Beatty was born in 1950. Educated at Upper Canada College, he received a Bachelor of Arts degree from the University of Western Ontario. He was a staff member of the Ontario government's Committee on University Affairs and special assistant to Ontario Health Minister Bert Lawrence. At university, he was President of the University of Western Ontario Progressive Conservatives and Secretary-Treasurer of the Ontario Progressive Conservative Students' Association. Elected to the House of Commons in 1972 and re-elected since, he assumed the portfolios of Minister of State for Treasury Board (1979), National Revenue and Canada Post Corporation (1984), Solicitor General (1985), National Defence (1986) and National Health and Welfare (1989). He was appointed to his current duties in 1991.

ANDRES CASO LOMBARDO

Secretary of Communications and Transport

Señor Caso was born in Mexico City on September 16, 1924. He studied economics at the National Autonomous University of Mexico (UNAM) and received his degree in 1950. He held various positions in the Communications and Public Works Secretariat (SCOP) from 1953 to 1965 and 1970 to 1976. He worked in PEMEX from 1965 to 1970, and in the Federal Electricity Commission from 1976 to 1980. He began working in the Transport and Communications Secretariat in 1982, as Director of Airports and Auxiliary Services (ASA). Señor Caso was Under-Secretary of Operations from 1985 to 1986, and Director General of the National Railway Company, Ferrocarriles Nacionales, 1986 to 1988. He has been Secretary of Communications and Transport since December 1988.

ERNESTO ZEDILLO PONCE DE LEON

Secretary of Public Education

Señor Zedillo was born in Mexico City on December 27, 1951. He studied economics at the Instituto Politécnico Nacional (1969-1972). He obtained a Master's and a PhD in economics from Yale University. Since joining the Institutional Revolutionary Party (PRI) in 1971, he has participated in various commissions of the Institute for Political, Economic and Social Studies (IEPES) of the PRI. His public career began as an economic researcher in the Bureau of Economic and Social Planning of the Secretariat of the Presidency, from 1971 to 1974. He was an economic analyst from 1978 to 1982 and deputy director of Financial and Economic Research, 1982 to 1983; director of the Trust for the Coverage of Exchange Risks (Ficorca), BANXICO, 1983 to 1987; Under-Secretary of Planning and Budget Control, 1987 to 1988; and Secretary of Programming and Budgeting, 1988 to 1992. He has been Secretary of Public Education since January 1992.

CHARLES MAYER

Minister of Agriculture

Charles Mayer was born in Saskatoon, Saskatchewan, on April 21, 1936. He holds a Bachelor of Science degree in Agriculture with a major in Agricultural Economics from the University of Saskatchewan. First elected to the House of Commons in 1979, Mr. Mayer represents the Manitoba constituency of Lisgar-Marquette. He was re-elected in 1980, 1984 and 1988. In September 1984, Mr. Mayer was appointed to the Cabinet of the Right Honourable Brian Mulroney as Minister of State for the Canadian Wheat Board. In November 1984, he was appointed Minister responsible for liaison with Canada's cooperative sector. In August 1987, he was named Minister of State for Grains and Oilseeds. Mr. Mayer was appointed Minister of Western Economic Diversification in 1989 while retaining his responsibilities as Minister of State for Grains and Oilseeds. In January 1993, Mr. Mayer was appointed Minister of Agriculture. He is a member of four Cabinet Committees; Priorities and Planning, Economic and Trade Policy, Foreign and Defense Policy, Treasury Board.

FRANK OBERLE

Minister of Forestry

Mr. Oberle came to Canada from Germany in 1951. He started his political career in 1962 serving as Alderman and then Mayor of Chetwynd, B.C. He was first elected to Parliament in 1972, and has been reelected in the six consecutive elections that followed. In Parliament, he served on numerous Standing and Special Committees, pursuing his special interests in Regional Economic Development, the Natural Resources Sectors and Indian Affairs and Northern Development. In November 1985, he was appointed Minister of State for Science and Technology and, in 1989, he became Minister of Forestry.

CARLOS HANK GONZÁLEZ

Secretary of Agriculture and Hydraulic Resources

Señor Hank was born on August 28, 1927. He obtained a degree in Education in 1946. He has been a member of the Institutional Revolutionary Party (PRI) since 1945. Señor Hank was a Member of the Chamber of Deputies from 1958 to 1961, and has held important political positions, such as Governor of the State of Mexico, 1969 to 1975, and Mayor of Mexico City, 1976 to 1982. He held the post of Secretary of Tourism (SECTUR) from 1988 to 1989 and has been Secretary of Agriculture and Hydraulic Resources (SARH) since 1990.

BILL McKNIGHT

Minister of Energy, Mines and Resources

Mr. McKnight was born in 1940. He is a wheat farmer, and he and his family operate a wheat farm in Saskatchewan. President of the Progressive Conservative Party of Saskatchewan from 1974 to 1977, he continued to be involved in provincial and federal politics until he was elected to the House of Commons in 1979. He became Chairman of the Progressive Conservative National Caucus in 1981 and Deputy Opposition House Leader. Re-elected in 1984, he was appointed Minister of Labour and Minister Responsible for the Canada Mortgage and Housing Corporation. He was appointed Minister of Indian Affairs and Northern Development in 1986 and Minister of National Defence in 1989. He became Minister of Agriculture in 1991 and was assigned his present portfolio in January 1993.

EMILIO LOZOYA THALMANN

Secretary of Energy, Mines and Parastatal Industries

Señor Lozoya was born in Mexico City on May 15, 1947. He studied economics at the National Autonomous University of Mexico (UNAM) from 1965 to 1970. He obtained a Master's degree in Business Administration from Columbia University in 1972 and a Master's degree in Public Administration from Harvard University in 1974. He has been a member of the Institutional Revolutionary Party (PRI) since 1965. He has held several major posts in the public sector since 1972, such as Deputy Director General of Administration at the Mexican Social Security Institute (IMSS) from 1980 to 1982; Under-Secretary "B" of Labour and Social Security (STPS), 1982 to 1988; and Director General of the Institute of Social Security and Services for State Employees (ISSSTE), 1988 to 1993. He was appointed Secretary of Energy, Mines and Parastatal Industries on January 4, 1993.

MARCEL DANIS

Minister of Labour


Marcel Danis was appointed Minister of Labour on April 21, 1991. He graduated from Loyola College in 1965, holds a Masters degree in Political Science from Fordham University in New York State and a diploma in Constitutional Law and Political Science from the Université de Paris in France. In 1971, he obtained a law degree from the University of Montreal. Since 1968, Mr. Danis has taught Law and Political Science at Concordia University in Montreal. From 1967 to 1968, he worked as an adviser to the Premier of Quebec as well as to the Quebec Minister of Industry and Commerce. Mr. Danis was first elected to the House of Commons in 1984 to represent the riding of Verchères. From 1984, until his appointment to Cabinet in February 1990, he was Deputy Speaker of the House of Commons and Chairman of the Committees of the Whole House. Mr. Danis and his wife, Sandra Jeffrey, have two children: Caroline and Christian. His hobbies include golf and skiing.

ARSENIO FARELL CUBILLAS

Secretary of Labour and Social Welfare

Señor Farell was born in Mexico City on June 30, 1921. He obtained Bachelor's degree and a PhD in law from the National Autonomous University of Mexico (UNAM). From 1956 to 1973, he was a professor at the Faculty of Law, UNAM, and from 1967 to 1968 he taught at the Law School of the Ibero-American University (UIA), in Mexico City. Señor Farell was Director General of the Federal Electricity Commission (CFE) from 1973 to 1976; Director General of the Mexican Social Security Institute (IMSS), 1976 to 1982; a member of the Board of Directors of the Institute of Security and Social Security and Services for State Employees (ISSSTE), 1977 to 1982; and he has been Secretary of Labour and Social Welfare since 1982.

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