

## **TEAM CANADA SIGNS LARGEST-EVER NUMBER OF DEALS TODAY IN MEXICO CITY**

January 13, 1998 No. 8

International Trade Minister Sergio Marchi and Team Canada members today witnessed the signing of the largest number of business deals ever signed at one time during a Team Canada mission. Canadian businesses and educational institutions signed 91 new business deals worth \$229.9 million in Mexico City, the first stop on the mission.

The deals signed included \$173.5 million in commercial contracts and \$56.4 million in agreements in principle, including memorandums of understanding and letters of intent.

Canada's EDC (Export Development Corporation) also signed 11 agreements establishing \$600 million in lines of credit and related facilities to assist Canadian exporters in pursuing opportunities in Mexico. As well, TransCanada PipeLines concluded two agreements that pave the way for work to begin on the construction of the Energia Mayakan Gas Pipeline, valued at \$380 million (US\$265 million).

"Today's signings demonstrate the diverse opportunities that abound for Canadian and Mexican businesses, particularly for small and medium-sized businesses," said Minister Marchi. "These opportunities complement the strong ties that our two countries have built through freer trade, and lay a solid foundation for further exchanges."

Companies entering new business relationships in Mexico today represent a range of industries and expertise from across Canada. The deals mean new jobs not only for the companies signing, but also for their suppliers and other business partners.

Details of the deals signed in Mexico City today are in the attached backgrounder.

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For information about the Team Canada mission, including photos for publication, please visit our Web site at:

[http://www.infoexport.gc.ca/team\\_canada](http://www.infoexport.gc.ca/team_canada)

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NEW CANADIAN BUSINESS INITIATIVES IN MEXICO

Mexico City, January 13, 1998

**Aastra Technologies Ltd., Toronto, Ontario**

Aastra and Network Engineering Corporation have entered into a joint venture agreement to market and sell consumer telephone equipment in Mexico. The joint venture will be a newly formed Mexican-based company to be named Aastra Telecom de Mexico, S.A. de C.V. ("AastraMex"). AastraMex will focus on developing the Mexican telecommunication products market beginning with Mexico's telephone companies. AastraMex's first year sales revenue is expected to be approximately \$6 million and \$9 million in 1999.

**Alliance Medical Inc., Saint-Laurent, Québec**

Alliance, a manufacturer of highly specialized medical equipment, has signed a contract with Industrial Medica of Mexico City for the distribution of its products in Mexico. Alliance, which employs 70 people, estimates the value of the contract will be \$400,000 over three years. Alliance believes the agreement will help to open up the South American market for its portable and mobile ultrasound devices, which can be used in obstetrics, gynaecology, radiology, urology, cardiology and cardio-vascular surgery. Alliance works with distributors in 55 countries.

**Alta Genetics, Calgary, Alberta**

Alta Genetics has signed a memorandum of understanding with the Chamber of Commerce of Jalisco State, Mexico. The Chamber will promote Alta's livestock genetic products, focusing on those from Alberta, Saskatchewan and British Columbia. Alta Genetics will reciprocate by performing the role of a promotional office for the economic activities of the State of Jalisco in the three western provinces. The office will focus on the reinforcement of competitiveness in the production centres of the state and will promote local development. Alta Genetics is engaged in the production, research and marketing of products and services based on cattle genetics. The company specializes in bull semen, cow embryos, live cattle and reproductive technologies. The company sells its products and services in more than 50 companies, which account for 82 per cent of its revenues.

**Association of Universities and Colleges of Canada (AUCC), Ottawa, Ontario**

The AUCC has signed a letter of intent with Mexico's National Association of Universities and Higher Learning Institutions (Asociación Nacional de Universidades e Instituciones de Educación Superior -- ANUIES) to promote greater cooperation between Canadian and Mexican universities. The two associations will also distribute information to their members regarding requests for linking with institutions in each others' countries on international cooperation projects and exchange publications and other information relevant to achieving this objective. The AUCC is a non-profit, non-governmental organization that represents all universities and degree-granting colleges in Canada.

**B.C. Bearing Engineers Ltd., Burnaby, British Columbia**

B.C. Bearing Engineers Ltd. has signed a memorandum of understanding with FAG Bearing Interamericana whereby B.C. Bearing Engineers Ltd. will become an authorized distributor of FAG Bearing products and services in Mexico. The project is valued at \$500,000, of which \$100,000 would be Canadian content. B.C. Bearing Engineers Limited supplies industrial products and services. The company represents over 100 manufacturers, with a product line that includes bearings, power transmission components, materials handling components and variable frequency drives. B.C. Bearing employs over 300 people worldwide.

**BRI International Ltd., Mississauga, Ontario**

BRI has signed a contract with INLAC of Mexico City to conduct a series of workshops on

ISO 9000, ISO 1400, QS 9000 and health and safety management systems throughout Latin America. BRI's management systems trainers and implementation specialists work with private- and public-sector organizations worldwide to help them become more competitive. The company employs 30 people.

#### **Bayly Communications Inc., Ajax, Ontario**

Bayly Communications has signed a reseller agreement with New Com Telecomunicaciones. New Com will promote Bayly's digital telecommunications products to the telecom market throughout Mexico, and will provide technical support to end-customers. The agreement is expected to generate about \$1 million annually in business revenues. Bayly Communications Inc. manufactures and sells digital access and transmission products to domestic and international markets.

#### **Berg Chilling Systems Inc., Scarborough, Ontario**

Berg Chilling Systems Inc. has signed a contract with Kimex S.A. de C.V. of Mexico City to purchase their third mould dehumidification system, which will enable them to improve their cycle times on their injection moulding machines, by allowing them to run colder mould temperatures without mould sweating. This particular phase of expansion is valued at \$42,000 (US\$29,000). Berg Chilling designs and manufactures cooling solutions for industrial processes. Large centrally integrated cooling systems have been sold and installed in most of the Mercosur countries (Brazil, Argentina, Uruguay, Paraguay) and throughout the world.

Berg Chilling Systems Inc. has also signed an agency agreement with Grupo Corporativo Inmaplast of Mexico City to identify projects in Mexico and work with Berg to develop and procure system purchases from Mexican customers. The first years annual quota is expected to produce \$933,000 (US\$650,000) and will increase as knowledge of Berg's product and relationship develop.

Berg Chilling Systems Inc. has also signed a memorandum of understanding with Cajaplast S.A. de C.V. of Mexico City to facilitate the augmentation and integration of their cooling system for their state-of-the-art plastics processing facility. This particular phase of expansion is valued at \$57,000 (US\$40,000).

#### **BioChem Immunosystems Inc., Montreal, Québec**

Biochem Immunosystems Inc., the diagnostic subsidiary of Biochem Pharma Inc., has reached a \$1.15 million contract, \$100,000 of which is Canadian content, with Omega Scientific S.A. de C.V. to distribute BioChem's immunology and haematology products in Mexico. BioChem will provide marketing and scientific, engineering and support service to Omega during the one-year agreement. Biochem Pharma is an international biopharmaceutical company dedicated to the research, development and commercialization of products for the prevention, detection and treatment of human diseases. Its subsidiary, BioChem Immunosystems, manufactures and markets cost-effective diagnostic systems and reagents, in three areas: immunology, endocrinology, and haematology. BioChem's products are distributed and marketed in more than 50 countries worldwide.

#### **CINAR Films Inc., Montréal, Québec**

CINAR has signed a \$2.2 million contract whereby MVS Multivisión will acquire an additional 12 children's series in Spanish, Portuguese and English for broadcast on its DirecTV Latin American satellite service. This is the third contract between CINAR and MVS Multivisión, now totaling more than \$5 million. CINAR Films Inc. is an integrated entertainment company involved in the development, production, post-production and worldwide distribution of non-violent programming and educational products for children and families. CINAR and its subsidiary Carson Delosa Publishing employ 350 people.

### **Canadian Association for Community Living, North York, Ontario**

The CACL has signed a memorandum of understanding with the Confederación Mexicana de Organizaciones en Favor de la Persona con Discapacidad Intelectual (Confe) (Mexican Confederation of Organizations for Persons with Intellectual Disabilities) of Mexico City on technical cooperation. The project will promote the education and employment of people with disabilities and in turn help alleviate poverty for this group. The CACL has more than 40,000 members.

### **Canadian Council for the Americas, Toronto, Ontario**

The Canadian Council for the Americas (CCA) has signed a protocol of cooperation with the Mexican Council for International Business (CEMAI) to expand and strengthen communications between the two organizations and to agree on an action plan for the coming year. The purpose of this agreement is to help bring Canadian and Mexican business people together in order to stimulate greater trade and investment flows between the two countries. The CCA is Canada's principal private sector link between Canada, Latin America and the Caribbean. With more than 600 members in six chapters across Canada, the CCA's primary objective is to encourage Canadian commercial interests in the region. CEMAI is responsible for strengthening Mexican business linkages with various regions and countries throughout the world. The Mexico-Canada Business Committee of CEMAI has prime responsibility for building the private sector's relations with Canada.

### **Canadian Tourism Commission, Ottawa, Ontario**

The CTC has signed a memorandum of understanding with Canadian Airlines International in Mexico City that will establish a marketing program to promote tourism to Canada, primarily to Ontario and Quebec. Canadian Airlines will work with a variety of Mexican tour promoters to sell and operate its program. Sales are estimated at \$300,000.

The CTC has also signed a memorandum of understanding with Japan Airlines (JAL) in Mexico City that will establish a marketing program to promote winter and summer tourism from Mexico City, Guadalajara and Monterrey to Canada, primarily to Alberta and British Columbia. Canadian Airlines will work with a variety of Mexican tour promoters to sell and operate its program. Sales are estimated at \$300,000.

### **Canadian Wheat Board, Winnipeg, Manitoba**

The Canadian Wheat Board has signed a supply agreement with Grupo Industrial Bimbo of Mexico City to supply Western Canadian Spring Wheat over a three-year period. The Canadian Wheat Board is one of the world's largest wheat and barley exporters, with annual sales revenues over \$6 billion. The board markets Prairie-grown wheat and barley to more than 70 countries.

### **Canadore College, North Bay, Ontario**

Canadore College and Nipissing University in North Bay have signed a memorandum of understanding with the Instituto Tecnológico y de Estudios Superiores de Monterrey to establish a program for the exchange of students and staff in the field of business administration. Canadore College and Nipissing University jointly offer a Bachelor of Applied Technology degree in business information systems that corresponds to programs at the Instituto. Canadore College has developed partnerships with business and industry as well as academic institutions throughout Canada and the world.

### **Capilano College, North Vancouver, British Columbia**

Capilano College has signed a memorandum of understanding with Instituto PanAmericano de Alta Dirección de Empresa (IPADE) of the Universidad PanAmericana that will lead to the

exchange of faculty, development of curriculum and training of management trainees from both countries. Young Canadian managers will be placed in paid internship management positions in Mexico. Mexican managers will study in Canada to develop links with Canada and Canada's partners in Asia. Capilano College is a public community college offering English as a Second Language (ESL), university transfer, career/diploma programs, applied degrees (in conjunction with the BC Open University) and post-graduate diplomas in Asia Pacific Management and Environmental Science. Capilano has 600 employees.

#### **Duha Group, Winnipeg, Manitoba**

The Duha Group has signed a memorandum of understanding with Comex S.A. de C.V. of Mexico City to produce an integrated colour system to be used to market paint in Mexico and surrounding countries. Duha, which employs 300 people, designs and manufactures colour merchandising tools. It serves industries such as automotive manufacturing, and specialty industries such as stucco, grout and cosmetics.

#### **Ecolo Odor Control Systems Worldwide, Mississauga, Ontario**

Ecolo has signed a \$350,000 distributorship agreement whereby the AMTEK Group of Mexico City will become a full-service distributor for Ecolo's products and services, including the sale and service of Ecolo's systems to sewage plants, landfill sites, slaughterhouses, hotels, hospitals, restaurants and large residential complexes. Ecolo specialized in environmentally-friendly odour-control systems, and employs 25 to 35 people.

#### **Eicon Technology, Montreal, Quebec**

Eicon Technology, which offers worldwide remote-access solutions including WAN, ISDN and SNA connectivity, has signed a contract with Redes y Sistemas to supply equipment valued at more than \$753,000 (US\$525,000). Redes y Sistemas is a critical new partner for Eicon as the Mexican firm has a firm client base, including some of the largest users of IBM mainframes and wide area networks in the whole of Mexico.

Eicon Technology has also signed a memorandum of understanding with Bancomer S.A. to expand their ongoing relationship to include the analysis and recommendation of SNA connectivity during Bancomer's network transformation. Bancomer is a high user of IBM SNA networks and Eicon is a recognized internationally for the efficient deployment of SNA network connectivity. The agreement is valued at \$500,000 (US\$350,000). Eicon has recently won the pilot phase of a bank branch automation project which presently covers 100 branches and will eventually cover 400 branches.

Eicon Technology has also signed a memorandum of understanding with Telmex signalling their intent to work in cooperation to better understand the needs of users of ISDN services in Mexico. Eicon is recognized internationally for the deployment of ISDN. As Mexico's ISDN market emerges over the following months and years, Eicon's experience in ISDN deployment will be a valuable asset to Telmex. In return, Telmex will recommend the purchase of Eicon's ISDN products where applicable. The agreement is valued at \$143,000 (US\$100,000).

Eicon Technology has also signed a memorandum of understanding with IMSS (Instituto Mexicano del Seguro Social) signalling their intent to work in co-operation to better understand the needs of IMSS' employees as they undergo a major network transformation. Eicon is recognized internationally for connecting users to IBM-based SNA networks. Eicon will assist IMSS in assessing their current networking environment, and recommend a complete SNA connectivity strategy. In return, IMSS pledges to recommend the purchase of Eicon's products where applicable. The agreement is valued at \$358,000 (US\$250,000).

#### **Esna Technologies Inc., Richmond Hill, Ontario**

Esna Tech has signed a letter of intent with Grupo Teledinamica of Mexico City to sell Esna Tech's line of computer telephony and voice processing products in Mexico City and through Teledinamica's network of distributors across Mexico. Teledinamica is a leading supplier of customer premise equipment. Esna Tech specializes in providing computer telephony and voice processing solutions. Esna Tech employs 16 people.

Esna Tech has also signed a distribution agreement with TDE del Norte, headquartered in Ciudad Juarez, Chih., to sell Esna Tech's line of computer telephony and voice processing products through TDE's distribution network. The project is valued at \$850,000 per year. TDE manufactures computer accessories and telephony products, reselling customer premise equipment through its regional offices in northern Mexico.

### **Export Development Corporation of Canada (EDC), Ottawa, Ontario**

The EDC has signed a revolving line of credit valued at \$175 million with Banco Nacional de México (Banamex), Mexico's largest commercial bank. The financing will allow Banamex and the EDC to respond to the needs of Canadian and Mexican companies that are expanding trade between the two countries.

The EDC has also signed a letter of intent establishing a \$70 million line of credit with Petroleos Mexicanos (Pemex), Mexico's state-owned oil company. The financing is expected to assist Canadian exporters to secure opportunities related to Pemex's plans to upgrade its facilities and develop new fields in the next two years.

The EDC has also signed a \$7 million line of credit with Siderúrgica Lazaro Cardenas, Las Truchas, S.A. de C.V. (Sicartsa), the main operating subsidiary of Grupo Villacero of Monterrey, Nuevo León. The financing is expected to assist Canadian exporters to pursue opportunities with Sicartsa, a major steel producer in Mexico.

The EDC has signed a protocol valued at \$7 million with Banco Inbursa S.A. (Inbursa), a Mexican bank targeting the key corporate sector entities. The facility will provide medium-term financing to help Canadian exporters secure sales of goods and services to Mexican companies that use Inbursa as their lead bank.

The EDC has signed a protocol valued at \$7 million with Banco Bilbao Vizcaya de México, S.A. (BBV México), which is owned by BBV, Spain's second largest banking group. The facility will provide medium-term financing to assist Canadian exporters in the sale of capital goods and services to Mexican companies who have BBV as their lead bank.

The EDC has signed a protocol valued at \$14 million with Banco Mercantil del Norte (Banorte) of Monterrey, one of Mexico's leading regional banks. The facility will provide medium-term financing to assist Canadian exporters in the sale of capital goods and services to Mexican companies who have Banorte as their lead bank.

The EDC has signed a protocol valued at \$28 million with Banco Nacional de Crédito Rural (Banrural), Mexico's state-owned rural development bank. The protocol will provide medium and long-term financing to assist Canadian exporters of breeding cattle and related goods and services to sell their products to Mexican producers and cooperatives who are renewing their dairy herds.

EDC has signed a new line of credit valued at \$175 million with Banco Nacional de Comercio Exterior (Bancomext), a state development bank. The financing is expected to assist Canadian exporters to develop business opportunities with public and private buyers who are upgrading their production facilities.

The EDC has signed a facility valued at \$33 million with Nacional Financiera S.N.C. (Nafin), a state development bank dedicated to small-and-medium-sized Mexican enterprises. The facility

will assist Mexican companies in buying Canadian breeding cattle and related goods and services.

EDC has signed a protocol valued at \$14 million with Banco Internacional, S.A. (Bital), a commercial bank targeting medium-sized Mexican companies. The financing is expected to assist Canadian exporters to secure sales of goods and services to Mexican companies that use Bital as their lead bank.

The EDC has signed a letter of intent with the Comisión Federal de Electricidad (CFE), Mexico's electrical utility, to establish a \$70 million line of credit. The financing is expected to assist Canadian exporters to secure opportunities in new capital projects CFE will undertake to upgrade and modernize its infrastructure.

### **Fording Coal, Calgary, Alberta**

Fording has signed two contracts with Siderurgica Lazaro Cardenas Las Truchas, S.A. de C.V. for the sale of 150,000 tonnes of hard coking coal and 115,000 tonnes of injection coal. The total value of the contracts is \$17 million, and can be renewed annually. Fording, which employs 1,800 people, is Canada's largest exporter of coal, producing over 20 million tonnes in 1996 with total company revenues of \$915 million.

### **Harris Canada Inc., Dollard-Des-Ormeaux, Quebec**

Harris Canada has signed a contract with Alestra of Monterrey. The project is valued at

\$5 million. To connect large business customers to their network, Alestra is installing microwave radio links, and has ordered 108 terminals of Harris MicroStar and GlobeStar radios manufactured in Canada. Alestra, an AT&T company, is a leading long distance company in Mexico that competes with Telmex and Avantel for the national long distance traffic. Harris Canada specializes in the design, manufacture, installation and support of wireless telecommunication networks for global markets. The company employs more than 750 people, and generates 90 percent of its sales through exports.

Harris Canada has also signed a contract with IUSACELL of Mexico City for the purchase of 196 terminals of Harris MicroStar radios. The project is valued at \$6 million. IUSACELL, a major cellular network operator in Mexico, is upgrading their network from AMPS to CDMA. They must replace all their microwave links with newer digital radios of higher capacity. Harris Canada specializes in the design, manufacture, installation and support of wireless telecommunication networks for global markets. The company employs more than 750 people, and generates 90 percent of its sales through exports.

### **Hepburn Engineering Inc., North York, Ontario**

Hepburn Engineering has signed a contract with Compania Fresnillo S.A. de C.V., a subsidiary of Industrias Penoles S.A. de C.V., the world's largest producer of silver, for the mechanical and electrical revamp of a mine hoist. The contract is valued at approximately \$1.3 million. Hepburn's mining group supplies mine hoists and digital controls and automation, including ore weighing systems for all types of hoisting applications, including shaft sinking, single or double-drum hoists, service hoists and friction hoists.

Hepburn Engineering has also signed a contract with Industria Manera Mexico S.A. (IMMSA) of Mexico City, a subsidiary of Grupo Mexico, to purchase a mine-hoist automated ore-pocket weighing system.

### **Herman Enterprises, Calgary, Alberta**

Herman Enterprises has signed a letter of intent establishing a joint venture with Turbana S.A. de C.V. to supply log cabins to two vacation areas -- Mazamitla, a weekend getaway in the

mountains and Isla Navidad, a five-star destination on the Pacific Coast. Herman Enterprises is a management consulting company, focusing on urban infrastructure developments, and employs 20 people.

**IDACSA (Importadora y Distribuidora de Alimentos Congelados SA de CV), Toronto, Ontario** IDACSA has signed a contract with ISSSTE of Mexico City to supply 175 grocery stores throughout Mexico over the next four years. The value of the project is \$11.7 million. ISSSTE is a national grocery store chain owned by the Mexican government. IDACSA was established to export quality Canadian manufactured frozen food products to Mexican supermarkets and institutions.

IDACSA has also signed a contract with International Logistics Network (ILN) of Mexico City to supply 150 Mexico City chain grocery stores, and an additional 200 grocery stores throughout Mexico, with Canadian manufactured frozen foods. The project is valued at \$18.72 million. ILN is a national distribution company providing frozen delivery service to retail stores throughout Mexico.

IDACSA has also signed a contract with OXXO (FEMSA) of Mexico City to supply the 110 Mexico City OXXOs with Canadian manufactured frozen food. The project is valued at \$5 million. Future plans call for expansion throughout Mexico where OXXO operates more than 1,200 locations. OXXO Stores are 24-hour convenience grocery stores operating in business districts and local neighbourhoods throughout Mexico.

#### **IFI, Anjou, Quebec**

IFI has signed a letter of intent with Femsa Empaque of Monterrey that should lead to a licence agreement for the production of refrigerated display cases for the Mexican market. The project is valued at \$4.3 million (\$US 3 million). IFI's products are used in supermarkets, convenience stores, butcher shops, bakeries and restaurants.

#### **John Meunier Inc., Montreal, Quebec**

John Meunier Inc. has signed a contract with Protexa of Monterrey to supply specialized equipment for the sewage treatment plant for the city of Hermosillo. The project is valued at \$412,000. John Meunier Inc. has over 100 employees, and develops technologies and equipment for water treatment.

#### **Lallemand Inc., Montreal, Quebec**

Lallemand has signed a letter of intent with Grupo Industrial BIMBO S.A. of Mexico City for the installation of a liquid yeast system in BIMBO's Mexicali plant. The project, valued at \$500,000, may be financed by the Export Development Corporation of Canada, and should lead to additional agreements with a number of BIMBO plants. Lallemand hopes to develop sales of up to \$2 million a year with the BIMBO group over the next five years. Lallemand produces baker's yeasts and special strains of yeasts and bacteria for wine-making, beer-making, distilleries, and animal and human nutrition.

#### **Logo Computer Systems Inc., Montreal, Québec**

Logo Computer Systems Inc., a leader in constructivist educational technology, has entered into a formal collaboration with the Global Thinkers Organization, based in Mexico City, effective February 1, 1998. The objective of the joint venture is to prepare citizens to face the challenges of life in a knowledge-based society. Logo Computer Systems has 20 employees in Montreal, one in Brazil, and one in the United States.

#### **Maloney Industries Inc., Calgary, Alberta**



Maloney Industries Inc. has signed a joint venture agreement with Rio San Juan Construcciones S.A. de C.V. in Mexico City to provide state of the art technology and modularized production equipment and processing plants to the oil and gas sector in Mexico. The first project to be included under this agreement is the optimization and modernization of the Jujo Central Oil and Gas Processing Battery in Tabasco for Pemex. The notice of the award has been issued to Rio for this project valued at approximately \$71 million (\$US 50 million), of which a minimum of \$14 million (\$US 10 million) of technology and equipment would be Canadian content. Jujo is the first of several batteries to be modernized by Pemex under the Olmeca program, budgeted at approximately \$US 800 million. Maloney and Rio, one of Mexico's most important private contractors working for Pemex, have also agreed to cooperate on other Pemex projects, such as the Atasta gas treating plant and the Cantarell offshore development program. Maloney offers engineering, design, fabrication, installation supervision, commissioning, start-up and operations training services to onshore and offshore oil and gas development projects throughout the world, and currently employs more than 250 people directly.

#### **Manitoba (Province of), Winnipeg, Manitoba**

The Province has signed a memorandum of understanding with the State of Jalisco. The agreement is an addendum to an existing cooperation agreement between the State of Jalisco and the Province of Manitoba to strengthen cooperative links in priority areas such as education curriculum and agribusiness training, rural development, trade development, and exchanges in the areas of culture, education, tourism and environmental protection.

#### **Mar-Mex Canada of Toronto, Ontario**

Mar-Mex, a leading exporter of building technologies and construction expertise, has signed a contract establishing a joint venture agreement with Constructora Edificadora e Inmobiliaria Verlum S.A. The project is valued at approximately \$34 million. The agreement is to build 1,600 low-cost houses for mortgage holders with INFONAVIT, Mexico's major housing agency.

#### **Massload Technologies, Saskatoon, Saskatchewan**

Massload has signed a contract with Identificación Pesaje y Control S.A. De C.V. of Mexico for the supply of electronic loadcells worth \$200,000. The companies believe that the value could double after one year, and are also discussing future joint venture manufacturing projects. Massload and its 30 employees manufacture a full line of electronic weighing equipment for industrial and agricultural applications. The company estimates that 60 to 70 per cent of all truck scales in Canada use Massload loadcells.

#### **Mould-Tek Industries Inc., Scarborough, Ontario**

Mould-Tek Industries has signed a memorandum of understanding with Plasticos Rex of Mexico City to facilitate the augmentation and integration of their material handling system for their state-of-the-art plastics processing facility. The project is valued at approximately \$1.03 million (\$US 720,000). Mould-Tek Industries Inc. designs and manufactures material handling equipment for the plastics industry. Centrally integrated material handling systems have been sold and installed in most of the Mercosur countries (Brazil, Argentina, Uruguay, Paraguay) and throughout the world.

Mould-Tek has also signed a contract with AMP de Mexico S.A. de C.V. of Mexico City to facilitate the augmentation and integration of their material handling system for their state-of-the-art plastics processing facility. The project is valued at \$15,344 (US\$ 10,695).

Mould-Tek Industries has also signed a memorandum of understanding with Gillette de Mexico S.A. de C.V. of Mexico City to facilitate the augmentation and integration of their material handling system for their state-of-the-art plastics processing facility. The project is valued at \$43,000 (\$US 30,000).

### **Mount Royal College, Calgary, Alberta**

Mount Royal College has signed a contract establishing a joint venture with the Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM) establishing Mount Royal College as the Canadian site for the ITESM international high school program. This program brings more than 200 students every year to Calgary to study on a full-time basis, and builds on the already extensive links between Mount Royal College and ITESM. Mount Royal employs about 1,600 people.

Mount Royal College has also signed a contract for a joint venture with the Universidad Nacional Autónoma de México (UNAM) in Mexico City that will implement phase II of a program to improve the teaching of mathematics, science, psychology and philosophy. In 1998, 25 teachers will spend six weeks in Alberta and British Columbia on the program, delivered by Mount Royal, in partnership with the Southern Institute of Technology, the Alberta Vocational College, the Calgary Board of Education and the Calgary Catholic Board of Education.

Mount Royal College has also signed a memorandum of understanding with Universidad Veracruzana of Veracruz to work together to establish an exchange of professors, students and programs of mutual interest to both institutions. The program will increase international understanding and provide students with skills for the new economy.

### **Multiplants Inc., Grand Falls, New Brunswick**

Multiplants Inc. has signed a letter of intent with Sabritas S.A. de C.V. of Mexico City to supply Canadian seed potatoes to be distributed to Mexican potato growers. After harvest, the potatoes would be sold to Sabritas for chipping and processing for chips. The project is valued at \$2.6 million (US\$1.815 million).

### **Newfoundland and Labrador (Government of)**

Government of Newfoundland and Labrador signed a memorandum of understanding with CANACINTRA, the association of industry in Mexico that represents more than 30,000 member companies from the manufacturing, oil and gas and services sectors. The agreement will promote industrial cooperation, technology transfer and investment among local industry sectors in both geographical locations, with the purpose of strengthening the commercial relations of their respective economies.

### **Nexus Environmental International, Montreal, Quebec**

Nexus has signed a joint venture agreement with Grupo Perfotec of Mexico City to offer environmental and energy technology services in Mexico. The joint venture's first project will involve the management of PCBs in Mexico. Nexus' projects in Latin America rely heavily on Canadian technology transfer and business structures that ensure the project's long-term benefit to both private and public interests. Nexus and Perfotec have been awarded Mexico's only permit to decontaminate PCB transformers and capacitors. Nexus specializes in value-added environmental and energy technologies, and employs 20 people in Canada and abroad.

### **North American Medical Emergency Services Inc., Calgary, Alberta**

North American Medical Emergency Services Inc. has signed a contract with FONATUR of Mexico City, the Mexican Foundation for Tourism, in which FONATUR agreed to sell to North American a parcel of land in the Los Cabos area of southern Baja. The property will become the site for a hospital under development by the company and a joint venture partner, Latapi Clausell and Associates of Mexico City. North American Medical Emergency Services, Inc. was founded to provide top-quality care for visitors and residents in the Los Cabos region, Baja, Mexico. The Corporation designs, builds and operates innovative health care information and communications services. The company employs 13 people.

North American Medical Emergency Services Inc. has also signed a memorandum of understanding with a Mexican joint venture partner, Latapi Clausell and Associates of Mexico City, to establish a hospital in San Jose del Cabo in the Southern Baja region of Mexico.

North American Medical Emergency Medical Services Inc. has also signed a memorandum of understanding with Centro de Desarrollo Estrategico para la Seguridad Social A.C. (CEDESS) of Mexico City to jointly undertake research on health care needs in Mexico. Specifically, the two partners will engage in research focussed on renal dialysis requirements. One of the objectives of the joint venture is to identify programs that could be implemented in the Mexican health care system and lead to further Canada-Mexico cooperation in this field.

#### **Northstar Trade Finance Inc., Richmond, British Columbia**

Northstar Trade Finance has signed a contract with Eniaces Radiofonicos S.A. of Mexico City that establishes a loan of \$1 million to finance the sale of radio paging equipment from the Canadian company, Glenayre Electronics of Burnaby, B.C. Northstar Trade Finance Inc. was created to support Canadian exporters by offering financing to credit-worthy foreign buyers of eligible Canadian goods and services. Northstar brings together the export strengths of the federal government through the Export Development Corp. (EDC) and Western Economic Diversification, the provincial governments of British Columbia and Ontario, and the private sector through Dalhousie Financial Corporation, the Royal Bank of Canada and the Bank of Montreal. Northstar fills a recognized gap in the financial market by financing export sales transactions of between \$100,000 and \$5 million with repayment terms of one to five years. Northstar employs 15 people. Glenayre Electronics Ltd., the Canadian manufacturing and development arm of Glenayre Technologies Inc., supplies paging infrastructure. Its B.C. location employs more than 850 people.

Northstar Trade Finance has also signed a loan agreement with Nutrigo S.A. de C.V. of Mexico City that establishes a loan of \$700,000 to support the sale of high-speed thermo-molders from G.N. Plastics of Chester, Nova Scotia.

Northstar Trade Finance has also signed a contract with Kimex S.A. de C.V. of Mexico City that establishes a loan of \$1.5 million for the purchase of a plastic injection molding system from Husky Injection Molding Ltd. of Bolton, Ontario.

Northstar Trade Finance has signed a contract with Importaciones Electronicas Ribesa S.A. de C.V. of Mexico City that establishes a loan of \$2.81 million for the purchase of wireless paging systems from Glenayre Electronics Ltd. of Burnaby, British Columbia.

#### **Olds College, Olds, Alberta**

Olds College has signed a letter of intent with SEP-DGETA, a branch of Mexico's Ministry of Public Education specializing in agricultural-technical education that has 230 schools throughout Mexico. The letter of intent focuses on developing methods in competency-based approaches to the development of technical education and industry linkage models. The program would involve an exchange of method specialists, instructors and administrators for the purpose of exchanging experiences, adapting methods and performing trials and pilot applications. Olds College employs about 300 people.

#### **Ontario Ministry of Economic Development, Trade and Tourism, Toronto, Ontario**

The Ontario Ministry of Economic Development, Trade and Tourism (MEDIT) has signed a memorandum of understanding with Banco Nacional de Comercio Exterior (Bancomext) to pursue co-operative activities in priority sectors in order to promote business and commercial relations between Ontario and Mexico. This agreement covers mutual co-operation, exchange of information, business promotion, staff education and training. Attention will be given to the

following sectors: food industry, mining, construction, environmental protection, industrial machinery, and computer systems, hardware and software.

#### **Pamzo Enterprises, Norris Arm, Newfoundland and Labrador**

Pamzo Enterprises, a manufacturer and distributor of household cleaning products, has signed a letter of intent with Industrias JLC S.A. of Iztapalapa, Mexico, to confirm the purchase from Pamzo of Lesspak concentrated dry-type detergents packaged in water soluble packets and/or bulk packaging. The company expects its sales in the first year to be more than \$250,000.

#### **Pan American Games Host Society Inc., Winnipeg, Manitoba**

The Pan American Games Host Society has signed a contract with Organizacion de la Television Ibero Americano (OTI) of Mexico City to ensure that the Pan American Games will be broadcast throughout Latin America each day for all 16 days of the event. The agreement means that the games will reach a potential audience of more than 300 million people in Latin America. The games will run from July 23 through August 8, 1999.

#### **PCI Geomatics Group Inc., Richmond Hill, Ontario**

PCI has signed a joint venture agreement with Niveles S.A. de C.V. of Mexico City establishing a joint venture company, PCI Geomatica, to provide geographic mapping and education services to Mexico, Central American and the Caribbean. Niveles S.A. manufactures precision optical instruments and distributes a variety of advanced technology products. PCI provides software for the geomatics market, specifically the remote sensing, digital photogrammetry, spatial analysis, and digital cartography sectors. PCI has more than 7,000 licences installed in 100 countries, and employs 140 people.

#### **Positron, Inc., Montreal, Quebec**

Positron has signed a contract with CIECER of Mexico City whereby CEICER will become the exclusive distributor in Mexico for the sale and support of Positron's emergency response systems. Projected sales revenue of \$10 million is expected from the partnership within the next four years. Positron specializes in the design and manufacture of 911 emergency products and software, including specialized telephone and radio dispatchers, emergency systems for public safety, and fibre-optic equipment. The company is the provider of the 911 emergency center software and equipment in more than 2,600 cities in North America.

#### **Richard Ivey School of Business at the University of Western Ontario, London, Ontario**

The School has signed a letter of intent establishing a joint venture that would offer an intensive executive education course called Strategic Evolution and Revolution in the Americas. Its partners in the project, designed to teach senior executives effective strategies for entering or expanding business in the Latin American market, are the Instituto Panamericano de Alta Direccion de Empresa (IPADE) in Mexico City and the Darden Graduate School of Business Administration at the University of Virginia in the United States. The course will be offered in two, five-day modules in Mexico City and Mississauga in June.

#### **Roche Ltd. Consulting Group, Sainte-Foy, Québec**

Roche Ltd. has signed a memorandum of understanding with the Government of the State of San Luis Potosí to undertake the preparation of the hydraulic master plan for the urban and surrounding areas of the city of San Luis Potosí. Roche will help define the hydraulic strategic plan and priorities in co-operation with the state government, will contribute to the design and financing of projects and will be involved in other aspects of natural resources development. Roche specializes in water and natural resource development and in environmental engineering.

#### **Royal Canadian Mint, Ottawa, Ontario**

The Royal Canadian Mint has signed a contract with Banco Inverlat of Guadalajara for the sale of Maple Leaf gold coins. The project is valued at \$25 million. The Royal Canadian Mint is the national mint of Canada and is a Crown Corporation of the Government of Canada. It mints domestic and foreign circulation coins, commemorative collector coins, and the Gold Maple Leaf coins. It also a premier refiner of gold.

#### **SNC-Lavalin International Inc., Montreal, Quebec**

SNC-Lavalin, in a joint venture with Grupo Marhnos called Grupo ProAgua S.A., has signed a contract with the Comisión Estatal de Agua Potable y Alcantarillado de San Luis Potosí (S.L.P.) for the design, construction and operation (for 15 years) of two waste water plants and associated irrigation systems in the municipality of S.L.P. The project's total value is \$94.75 million, of which \$5.1 million would be Canadian content. The work includes the construction of 20 kilometres of collectors and piping and two pumping stations. SNC-Lavalin is Canada's largest engineering firm, and employs more than 6,500 people. The company is working on projects in more than 70 countries.

SNC-Lavalin, in a joint venture with Grupo Marhnos called Grupo ProAgua S.A., has signed a contract with the Instituto Estatal del Agua de Oaxaca for the design, construction and operation (for 20 years) of the waste water treatment plant in the City of Oaxaca and surrounding municipalities. The total project is valued at \$54.4 million, of which \$4.9 million would be Canadian content.

#### **Saskatchewan Indian Federated College, Regina, Saskatchewan**

Saskatchewan Indian Federated College (SIFC), which specializes in indigenous, university-level education and research, has signed memorandum of understanding with Universidad Autonoma de Chiapas (UNACH) to establish and implement a joint program in international indigenous studies on the Mexican partner's Chiapas campuses. The project will strengthen the capacity of UNACH to recruit Indigenous students and to provide relevant curriculum to communities. It will also strengthen SIFC's international centre and its Department of Indian Studies. The project will be implemented in four years at a value of \$810,000. The project is partially funded by the Canadian International Development Agency.

#### **Serres Thériault Ltd., Grand Falls, New Brunswick**

Serres-Thériault Ltd. has signed a letter of intent with Punta Colonet San Thelmo SPR de RL to supply all materials, equipment, technology and skills to develop 10 hectares of hydroponic vegetable greenhouses in Ensanada, Baja California. The project is valued at \$5.7 million (US\$4 million).

Serres-Thériault Ltd. has signed a letter of intent with Dr. Hector M. Leon Gallagos of Angel Demerutis and Sons Grupo Evia to supply all materials, equipment, technology and skills to develop 50 hectares of hydroponic vegetable greenhouses near Culiacan, Sinaloa. The project is valued at \$28.7 million (US \$20 million).

Serres-Thériault Ltd. has signed a letter of intent with Dr. Hector M. Leon Gallagos to supply all materials, equipment, technology and skills to develop 5 hectares of hydroponic vegetable greenhouses at Ensenada. The project is valued at \$4.3 million (US \$3 million).

Serres-Thériault Ltd. has signed a letter of intent with José Fox Quezida of Cerritos to supply all materials, equipment, technology and skills to develop 5 hectares of hydroponic vegetable greenhouses at Leon Guanajuato. The project is valued at \$4.3 million (US \$3 million).

#### **Southmedic Inc., Barrie, Ontario**

Southmedic has signed a distributorship agreement with Instrumentarium S.A. de C.V. of Mexico City for the distribution of Southmedic's Vapofil and Anti-Spil Anesthesia Vaporizer filler tubes. Southmedic designs, manufactures and distributes medical components, exports to 41 countries, and employs 50 people.

#### **St. Clair College of Applied Arts and Technology, Windsor, Ontario**

The college has signed a letter of intent with the Instituto Campechano in Campeche to begin student and faculty exchanges and the joint development of curriculum. Areas of interest include international business and trade, communications, tourism, social work, English and Spanish language courses and trade in agricultural products. St. Clair College Links with technology-based industries have helped St. Clair College incorporate the latest technologies into its programs, and works closely with the business community. The college employs 560 people.

#### **Stentor, Ottawa, Ontario**

Stentor, the alliance of Canada's 11 major telephone companies, has signed a memorandum of understanding with Mexico's largest telecommunications company, Telefonos de Mexico (Telmex) for international telecommunications services between Canada and Mexico starting in October 1998. The agreement is part of the company's larger plans to enter the international telecommunications market when it opens to competition in October 1998.

#### **TCC Communications Corp., Victoria, British Columbia**

TCC has signed a distribution agreement with Access of Monterrey to distribute TCC's TELEtranslator product line in Mexico. Access is an established television distributor with offices throughout Mexico. TCC employs 15 people. The agreement calls for the distribution of 10,000 units with a value of about \$6 million. The TELEtranslator automatically produces Spanish subtitles for all popular TV programs and video movies from North America. The TELEtranslator PLUS, designed for schools and institutions, automatically subtitles TV programs in any combination of languages at any reading level. All of TCC's products help people learn to read more quickly or to learn new languages in context by integrating advanced technology into friendly, easy-to-use products. TCC employs 15 people. Its advanced language engineering technology is developed in cooperation with the Natural Language Laboratory at Simon Fraser University and with the support of the Science Council of British Columbia and the National Research Council of Canada.

#### **Tech Sea Corporation Ltd., Miramichi, New Brunswick**

Tech Sea has signed a \$500,000 contract, plus a \$1 million memorandum of understanding for an additional \$1 million with Ocean Gardens Products Ltd. of Mexico City to supply a specialized system designed to hold live spiny lobster, crab and other shellfish before they are exported. The 10-ton system uses modular holding tanks and a unique filtration and refrigeration system. It is designed to hold up to five different species in a controlled Tech Sea manufactures holding and transport systems for live seafood. Tech Sea employs 35 people.

#### **TransCanada International Business Development Ltd., Calgary, Alberta**

TransCanada and its partners InterGen, an affiliate of Bechtel Enterprises of San Francisco, California and Gutsa Construciones of Mexico City (Mayakan partners) have signed agreements with Pemex and Comision Federal de Electricidad (CFE) for the Energia Mayakan Gas Pipeline project. The pipeline will transport natural gas from the Pemex facilities at Ciudad Pemex and will deliver natural gas to several power plants in the states of Campeche and Yucatan in Mexico's Yucatan Peninsula. Today's signing with Pemex authorizes the interconnect between the Pemex system and the new pipeline. The signing between CFE and Mayakan is a letter of conveyance confirming the successful financial close on the project allowing construction to begin. The contract for the pipeline was awarded by Mexico's Comision Reguladora Energia (the equivalent

of Canada's National Energy Board) in March 1997. The project is valued at \$380 million (US\$265 million), of which 62.5 per cent or \$237.5 million is Canadian content. Construction is slated to begin in the first quarter of 1998. TransCanada employs 2800 people, and uses its skills in all facets of energy management, including oil and natural gas pipelines, gas processing, marketing and trading and chemical processing, to assist emerging countries to develop their energy resources.

#### **Université de Sherbrooke, Sherbrooke, Québec**

The Université de Sherbrooke and the Universidad de Guanajuato have signed a memorandum of understanding that establishes a cooperation agreement for teaching programs in environmental science and engineering, joint research projects, student exchanges in research training programs, scientific demonstrations and scientific and technical information exchange that draws upon the expertise of both universities. The Université de Sherbrooke employs 3,400 people.

#### **University of Lethbridge, Lethbridge, Alberta**

The University of Lethbridge faculty of management has signed a contract with Universidad Panamericana of Mexico City and Guadalajara and Universidad de Bonaterra of Agascalientes to establish an exchange program. The program will advance shared goals in teaching, learning and research relevant to the operation of market economies. The University of Lethbridge offers a variety of programs focussing on international students at both the undergraduate and graduate levels.

#### **University of Manitoba, Winnipeg**

The University of Manitoba (UM) has signed an agreement with the Autonomous University of Guadalajara (UAG) to develop academic exchanges that will enhance research and academic programs. Implementation will be initiated first in the area of agribusiness with the faculty of Natural Sciences and Agriculture, UAG, and the Faculty of Agriculture and Food Sciences, UM. UM currently has an academic staff of 1,335 and 20,709 undergraduate and undergraduate students.

#### **University of Regina, Regina, Saskatchewan**

The University of Regina has also signed a memorandum of understanding with Universidad Autonoma de Campeche to provide for the exchange of students and faculty members. Under the terms of the agreement, undergraduate and graduate students from each university will travel to the other's for study, and faculty members will work to develop areas for joint research and scholarship. The two universities are members of a tripartite partnership working in the area of ecotourism.

The University of Regina has also signed an agreement with *Universidad Panamericana* of Mexico City extending by five years an existing memorandum of understanding which provides for the exchange of students and faculty in all disciplines. Primary areas to date have been in business studies and in the study of English as a second language and Spanish as a second language.

#### **University of Western Ontario, London, Ontario**

The University has signed a memorandum of understanding with the Universidad Nacional Autónoma de México and the Universidad Autónoma to protect and preserve endangered mangrove wetlands on Mexico's west coast. The institutions will collaborate on research and exchange students and academic staff. Western receives over \$80 million in research funding annually, and currently has almost 200 international research agreements.

### **Vancouver Maple Leaf Language College, Vancouver, British Columbia**

The college has signed a contract with Experimento de Convivencia Internacional of Mexico City to provide English language training at its Vancouver location to students from Mexico. The students will also be immersed in Canadian culture through a home-stay program with Canadian families and with extensive extra-curricular activities. The students will be recruited and prepared for study in Canada by Experimento de Convivencia Internacional. The contract is valued at \$59,920. Vancouver Maple Leaf Language College offers year-round English as a Second Language (ESL) training and the following special programs: English plus Business; Secretarial Skills; and Hospitality Management. The college employs 30 people.

### **Westcoast Energy International Inc., Vancouver, British Columbia**

Westcoast Energy has signed a memorandum of understanding with Grupo ICA of Mexico City to jointly explore pipeline and power project opportunities in Mexico's natural gas sector. The initiative, coming three months after the two companies successfully partnered in the \$1.4 billion bid for the Cantarell nitrogen plant for Pemex, is of an open range. ICA is the largest construction company in Mexico, and is involved in a wide range of engineering-related projects. Westcoast Energy's interests include natural gas processing, transmission and distribution, providing energy products to 1.4 million people in Canada and the United States. The company employs 1,000 people.

### **Wulftek International Inc., Ayer's Cliff, Quebec**

Wulftek has signed a memorandum of understanding with Tecnicos Y Asesoría Industrial S.A. de C.V. of San Luis Potosí to pursue negotiations on a joint venture company, Wulftec Internacional Latinoamericana in San Luis Potosí that would assemble wrapping machines for the local market. The two companies will begin their project with a comprehensive feasibility study. The project is valued at \$1.5 million. Wulftek designs and manufactures environmentally friendly stretch-wrap machinery. Wulftek exports to countries around the world, and won a 1997 Canada Export Award. The company employs 100 people.

**Note:** Information contained in this document has been compiled based on press releases and other submissions provided by the companies listed. The Government of Canada takes no responsibility for the accuracy of this information.