

# Mission Report

Alberta's participation in

# Team Canada '98

MEXICO BRAZIL ARGENTINA CHILE



January 10 to 23, 1998

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# Premier Klein congratulates Alberta businesses

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In January 1998, Alberta businesses showcased their expertise in four exciting and growing markets in Latin America. I am delighted to report that the 1998 Team Canada mission to Mexico, Brazil, Argentina and Chile was an unqualified success for Alberta.

Representatives from 52 businesses, organizations and educational institutions provided a first-class demonstration of the Alberta Advantage in action. I was proud to travel with such a diverse and accomplished group of Albertans. Our team was the largest Alberta delegation ever to participate on a Team Canada mission and the third largest among this year's provincial delegations.

Mexico, Brazil, Argentina and Chile represent important markets for Alberta goods and services. Our province is making strides in Latin America and this trend seems likely to continue for some time. The province's combined exports to these four Team Canada countries were almost \$480 million in 1996. Mexico was seventh and Brazil ninth on our top ten list of export destinations.

Economic changes in these countries, including restructuring, deregulation and privatization of state-owned companies has government leaders showing a serious interest in places such as Alberta. Our energy sector expertise provides us with an advantage in dealing with those countries developing and expanding their energy resources. For example, in 1996, Alberta hosted the first-ever visit by a Mexican president as well as a visit by Argentina's Minister of the Economy. In 1997, the President of Chile accepted an honorary degree from the University of Calgary. Alberta has also received several Ambassadorial visits from these countries in recent years.

Alberta will continue to derive important benefits from this Team Canada mission. Nearly two dozen agreements were signed by 18 organizations. These agreements span a broad range of sectors including oil and gas, information technology, medical services, education and training. The scope and nature of the signings shows Alberta business and institutional leaders truly have the ability to find new opportunities no matter where they exist. Their hard work, determination and willingness to take risks translates into future jobs and new prosperity for Albertans.

I believe Team Canada missions are good for business. The impressive array of industry and political leaders coming together to showcase Canada in foreign markets creates a considerable momentum. When we

combine this with specially tailored Alberta business functions in these markets we provide our business and educational leaders a unique opportunity to show their counterparts in other countries what Alberta has to offer. On this latest mission, these unique Alberta events were well received, well attended and earned us an excellent profile in each country.

In addition to the formal government-to-government meetings, I was pleased to participate in a number of special events. In Mexico City, I met with Jalisco State Governor Cárdenas to sign a Memorandum of Understanding, an agreement that paves the way for increased economic cooperation and expanded trade and investment between Alberta and Jalisco. I also took part in the official opening of the new office of TransCanada PipeLines Limited. While in Sao Paulo, Canada's International Trade Minister Sergio Marchi and I attended the official opening of the new office of Harris Canada Farinon Division, and in Buenos Aires, I joined officials from Serval Corporation as they celebrated the opening of their new offices. In Santiago, Prime Minister Chrétien and I were on hand when Nova Gas International announced its new \$400 million (\$US) natural gas pipeline project.

I am proud of the accomplishments of our Alberta businesses, large and small. While it is government's job to promote economic growth and to create opportunities wherever possible, it is business that takes the risks and creates new jobs, at home and abroad. During the Team Canada mission, the Government of Alberta staged seminars for our business people, providing them with the information essential to doing business in each of the target countries. These seminars were welcomed and will no doubt be repeated on future missions.

I am also delighted so many of our educational institutions were part of this mission. Alberta's reputation for excellence in education is becoming known around the world thanks, in part, to their participation in Team Canada missions. It is exciting to think educators from Alberta schools, colleges and universities are playing a role internationally in educating and training the decision-makers of tomorrow.

Alberta could not have asked for a better group of ambassadors on this trip. They made a favourable and lasting impression everywhere they went. Well done!

– Premier Ralph Klein

# What Alberta participants said about the mission

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“ I was proud to be a member of the Alberta Team, and I was very pleased by the way our province was portrayed to our Latin hosts. This part of the world has some tremendous potential for Alberta-based firms, and I am confident that this trip will go a long way in establishing the strong business ties we were all looking for.”

**B. A. (Bill) Stamile**  
**Investment Advisor**  
**McDermid St. Lawrence Securities, Calgary**

“ I would like to thank Premier Ralph Klein for giving me individual time to listen to comments and information which is assisting to shape Alberta’s international presence within Argentina. Our corporation has made both business and cultural inroads between Alberta and Argentina that not only represent business exchanges but also cultural understanding, to unite two internationally focused cultures into one directive that will benefit both Albertans and Argentines alike.”

**Gordon W. Lentz**  
**President**  
**RRI Canada, Calgary**

“ I made about six to eight good contacts from Argentina on the Mission! This in itself was more than I expected to accomplish. As for the Team Alberta events -- there was a good turn-out, the video was great, and it provided an excellent opportunity for networking.”

**Bryce Hume**  
**Operations Manager**  
**Firemaster Oilfield Services, Red Deer**

“ The Team Alberta events were very valuable in linking with the local communities and well organized. Great job -- keep up the good work.”

**Paul J. Byrne**  
**President**  
**Grant MacEwan Community College, Edmonton**

“ The Trade Mission provided me with many excellent networking opportunities. I really appreciated the presence of the Premier at the seminar on Alberta education opportunities organized in Mexico City. The Team Alberta events were useful and presented a coordinated Alberta approach to meeting with key individuals in the target countries.

**Dr. Emery Dossall  
Superintendent  
Edmonton Public Schools, Edmonton**

“We expected to have many opportunities to make new contacts during the Team Canada mission, and we were not disappointed. All the Team Alberta breakfasts were just excellent! In my opinion they were the most productive of the events planned. I found it easy to meet local contacts, talk with them over breakfast, and set up further appointments. I have had several opportunities after the mission to speak to local groups, I have spoken highly of our government’s support of the Alberta delegation and of our Premier’s accomplishments during the mission.”

**Richard Kraemer  
President  
Concordia University College of Alberta, Edmonton**

“ The Alberta Government was extremely helpful in providing pre-mission assistance. We could always rely on Team Alberta to answer our questions. The Alberta Roundtable was a good way to kick off the mission in Mexico, and it clearly demonstrated the accessibility of Premier Ralph Klein.”

**Real Foley  
Manager, Marketing  
Fording Inc., Calgary**

“ I have had the opportunity to do about 25 or 30 newspaper, television and radio interviews concerning this mission. I never fail to point out the importance of having our politicians work with business and education to further our mutual goals. I also never hesitate to point out that we are the only country in the world that engages in this kind of mission, and that our politicians should be commended for their willingness to do so, and for their hard work along the way. I have also noted in many interviews how impressed I am with Premier Klein’s considerable skills and abilities on the international stage, and how those attributes and efforts benefit all Albertans.”

**Dr. Robert Turner  
President  
Olds College, Olds**

“ I really appreciated the participation of the Premier and the Government of Alberta in the Team Canada Mission to Mexico, Brazil, Argentina and Chile. The trip had a significant impact on our international partners in the nations we visited. The positive results for Alberta and for Canada will be significant.”

**Gerald D. Chipeur**  
**Chairman**  
**North American Medical Inc., Calgary**

“ The Team Alberta breakfast in Mexico City was very well attended and I had an excellent opportunity to meet with the country’s senior government officials in the energy sector.”

**Hugh Sangster**  
**President**  
**IPL International, Calgary**

“ The participation of Premier Klein and his officials in the opening of our offices was effective and greatly appreciated. It confirmed Alberta’s leadership in energy in the minds of the Latin American countries.”

**Jake Epp**  
**President**  
**TransCanada Pipelines Ltd., Calgary**

“ The Premier, Presidents and senior people from the universities, colleges and school boards all working as a team and speaking about the advantages of studying in Alberta sent a powerful message to our southern audiences. And it is paying off! Medicine Hat Community College has already received 40 applications from Mexico City alone, and Brazil has approached ACIE to organize a tour for a group of Brazilian university presidents wanting to see first hand what Alberta has to offer in the area of information technology and distance education. In February, as a direct consequence of the mission, Alberta was invited to bid on a Chilean government-funded project to train public school teachers. None of this would have been possible without the support of the Province. The assistance our government officials provided in terms of briefings and organizing Alberta events was the envy of the whole Team Canada.”

**Valdemar Larsen**  
**Executive Director**  
**Alberta Centre for International Education**

“ Overall, the assistance of the Alberta government in coordinating provincial participation in the Team Canada mission was excellent. The Team Alberta events were appreciated as they offered a good opportunity for the University to host our local contacts. We also welcomed the opportunity to introduce our contacts to Premier Klein and other Alberta business participants.”

**Dr. Roderick Fraser**  
**President**  
**University of Alberta, Edmonton**

# Mexico

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## **Our relationship**

As Alberta's seventh largest trading partner, Mexico is increasingly looking to Alberta for energy sector expertise and agricultural products. Alberta's exports to Mexico rose by 472 per cent between 1991 and 1996.

Alberta exports 17.6 per cent of Canada's total merchandise exports to Mexico. In 1996, merchandise exports totalled \$204.3 million. Significant exports included canola seeds, wheat, milk powder, sulphur and coal.

There are opportunities for expanding trade with Mexico in oil and gas equipment services, agri-foods, high technology/telecommunications, tourism, education and training, business consulting services and environmental services. Currently, most of Alberta's investment in Mexico is in the energy sector – particularly pipelines.

The number of Mexican students studying in Alberta is growing. The University of Calgary, which has the only Mexican Studies program in Canada, participates in a trilateral staff and student exchange program with two Mexican institutions. Olds College, The Southern Alberta Institute of Technology, the University of Alberta and Mount Royal College are all working actively with Mexican partners.

As a member of the North American Free Trade Agreement, Mexico is an increasingly important trading partner for Alberta. It is also emerging as a gateway to other countries in Latin America. Mexican President Ernesto Zedillo and Energy Secretary Jesus Reyes Heróles visited Alberta in 1996 and Reyes returned in 1997 for the APEC energy ministers' meeting in Edmonton.

## **Mission activities in Mexico**

The first Team Alberta Breakfast was a great success. Some 180 of the province's business delegation and their Mexican counterparts heard Premier Klein address the many areas of mutual interest that exist between Mexico and Alberta. Following the breakfast, Premier Klein and Governor Alberto Cárdenas of the state of Jalisco signed a Memorandum of Understanding that will see closer ties involving both government and private sectors.

The Premier attended an Alberta Education Seminar organized by the Alberta Centre for International Education. The Premier delivered welcoming remarks during which he commended Team Alberta's educational contingent for organizing the event. The Premier attended

the official opening of the Canada Education Centre in Mexico City and participated in the ribbon cutting and official opening of the new Mexico City office of TransCanada PipeLines Limited. The company will assist in building the Mayakan Project, Mexico's first private sector pipeline project.

In addition to the Team Canada meetings with top Mexican government officials, including President Zedillo, Premier Klein pursued Alberta-specific initiatives with the following business and government leaders:

Alberto Cárdenas Jimenez  
Governor, Jalisco, Mexico

Re: Alberta-Jalisco Memorandum of Understanding, Mexican economic and energy issues

Dr. Luis Tellez Kuenzler  
Secretary of Energy, United Mexican States

Re: Mexican energy issues (electricity deregulation, climate change and petrochemical)

Her Excellency Sandra Fuentes-Berain  
Mexico Ambassador to Canada

Re: Alberta Advantage and Alberta business expertise

Dr. Hector Olea Hernandez  
President, Energy Regulatory Commission  
Re: Trade and investment opportunities

## **Alberta's messages in Mexico**

- Alberta supports free trade and was a leader in Canada in the negotiations that brought Mexico as a partner into NAFTA.
- Alberta believes that trade needs to be two way, and we are pleased to note the significant volume of Mexican exports to Canada, and Alberta.
- Alberta's strong economy and stable political climate means that it will remain a secure and reliable supplier of the resource-based products it now provides to Mexico, such as canola seeds, wheat, milk powder, sulphur, coal.
- There is considerable room to expand Mexico – Alberta trade and investment, particularly into higher value-added goods and services.
- Alberta is committed to building on its successful relationship with Mexico.

# Brazil

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## **The relationship**

Brazil is South America's largest economy and Alberta's ninth largest trading partner. As trade liberalization continues in this country, Alberta companies are well positioned to capitalize on opportunities that may arise.

Alberta's exports to Brazil jumped 87 per cent, from 1991 to 1996, rising to a total of \$183 million. Alberta exports 14.3 per cent of Canada's total merchandise exports to Brazil. Currently, Alberta's major export is wheat, however, there are growing markets in Brazil for sulphur, malt, coal and barley.

In 1994, Brazil implemented *Plano Real*, an economic renewal plan that has stabilized its economy and opened up the Brazilian market to foreign investment. Many economic reforms occurred under this plan including the privatization of Brazil's primary resource sector operations and areas such as telecommunications, electric power and transportation.

Currently, Alberta investment interest in Brazil is focused in energy and telecommunications. However, new investment and trade opportunities exist in the natural resources sector and in areas such as resource management services, education and training, telecommunications and technology, animal genetics and environmental services.

In 1996, Alberta's Energy Minister Pat Black led an Alberta energy mission to Brazil. In March 1997, two senior officials of the Brazilian Energy Ministry visited Alberta to work with Alberta Energy and the Alberta Energy and Utilities Board (AEUB). In June 1997, Governor Britto of the Brazilian State of Rio Grande Do Sul visited Alberta to promote trade and investment, with a view to establishing strategic partnerships between Canadian and Brazilian companies.

## **Mission activities in Brazil**

While in Brazil, Premier Klein officially opened the new offices of Harris Canada Farinon Division.

The Premier also attended a Brazilian Churrascaria, an informal western-style barbecue for Canadian business representatives, Brazilian government officials and business leaders. Canada's western provinces and northern territories co-hosted the event, which was attended by more than 300 people.

Premier Klein took part in the Team Canada events, which included a business luncheon, an in-line roller hockey demonstration and meetings with top government officials including President Fernando Henrique Cardoso and São Paulo State Governor Mario Covas.

In addition to the Team Canada functions, Premier Klein held discussions with the following business and government leaders:

John Ranaldi  
HSBC Bamerindus  
Re: Current economic climate in Brazil

Eduardo Guimaraes  
Soletur  
Re: Ways to increase visitations by Brazilian tourists to Alberta

J.M.M. Amaral-Gurgel  
Re: Investment by Brazilians in Alberta cattle ranching industry

In Brazil, the Team Canada mission gave Alberta companies an important opportunity to network with the Brazilian business community and establish relationships that may lead to greater trade in future.

## **Alberta's messages in Brazil**

- Alberta applauds the achievements Brazil has made as part of its recent economic renewal plan.
- Alberta wishes to obtain greater access to Brazil's energy sector, which has embarked on an ambitious plan to open up its industry to foreign investors.
- Alberta's energy companies are eager to explore investment opportunities in Brazil's natural resources sector, particularly in the areas of oil and gas exploration, production and pipelining.
- Alberta will continue to monitor and pursue trade opportunities for the agri-food sector in Brazil, especially as new trade agreements focusing on removing tariffs and quotas are developed in the Americas. Our goal is improved access to the Brazilian market for Alberta grain producers.

# Argentina

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## **The relationship**

Argentina is a growing market for Alberta businesses, services and products. From 1991 to 1996, Alberta's exports to Argentina grew by 67 per cent to \$16.9 million.

Alberta accounts for 11.2 per cent of Canada's total merchandise exports to Argentina. Alberta products exported to Argentina include machinery and equipment, sulphur, plastics or materials and telephone and electrical parts. Moreover, while no official statistics exist for service exports, Alberta trade officials believe that exports of consulting services to Argentina exceed the value of commodity exports.

There is strong trade and investment potential in Argentina in energy, consulting services for resource management, building products, education and training. The Argentine market is interested in Alberta expertise in areas such as energy technologies/services, environmental technologies, telecommunications, livestock genetics/agricultural research, food processing and packaging.

Alberta is a significant investor in Argentina's energy sector. More than \$450 million has been invested since 1991 when Argentina opened its energy sector to foreign investment. In 1996, Alberta's Energy Minister, Pat Black, led a mission of Alberta companies to Argentina, focusing on regulatory practices in energy. Six Argentine companies attended the 1996 National Petroleum Show in Calgary to investigate possible joint ventures, as well as to learn more about developing and operating oil and gas fields, and to purchase Alberta equipment, services and technology.

In 1994, Alberta and the Argentine province of Neuquén signed a Memorandum of Understanding on economic cooperation, which has led to increased business activity between the regions.

## **Mission activities in Argentina**

The premier delivered a keynote address during an Alberta business meeting for the province's business delegation and their Argentine guests. In his address he emphasized how Alberta firms are working hard to cultivate further, fruitful partnerships with the people of Argentina. Following the meeting, Premier Klein cut the ribbon at a ceremony to officially open Serval Corporation of Calgary's new offices in Buenos Aires.

In addition to the Team Canada meetings with top Argentine government officials, including President Menem, Premier Klein pursued Alberta-specific initiatives with the following business and government leaders:

Felipe Sapag

Governor of the Province of Neuquen

Re: The Alberta-Neuquen Memorandum of Understanding and specific areas including energy, petrochemical development and irrigation systems for Neuquen's agricultural sector.

Nestor Pedro Braillard Pocard

Governor of the Province of Corrientes

Re: Increased cooperation in areas such as forestry, forest fire prevention, irrigation, agriculture and railways.

### **Alberta messages in Argentina**

- Alberta wants to build upon its economic relationship with Argentina. Although Argentina is Alberta's 42<sup>nd</sup> largest trading partner, it holds great potential.
- Alberta energy companies have an established track record in many areas including gas transmission and pipelines, which could benefit Argentine's energy sector.
- Alberta is a leader in developing advanced forestry industry technology and services, which could have applications in Argentina.
- Alberta's post-secondary institutions offer world-class training and education programs designed specifically for industries such as oil and gas, forestry, agriculture and cold-weather construction technology, all of which are complementary between Alberta and Argentina.

# Chile

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## **The relationship**

Chile has one of the fastest-growing economies in Latin America with GDP (Gross Domestic Product) growth averaging seven per cent during the past decade. In 1996, Alberta's merchandise exports to Chile totalled \$68 million, representing more than 10 per cent of Canada's total merchandise exports to that country. Chile's merchandise exports to Alberta were \$45.5 million in 1996.

Alberta and Chile are developing a strong trade relationship. Alberta's exports to Chile increased more than 300 per cent between 1991 and 1996. Alberta products exported to Chile include wheat, sulphur, electrical machine parts, durum wheat, coal and prefabricated buildings.

The Canada-Chile Free Trade Agreement, implemented in July 1997, provided immediate duty-free access for 75 per cent of Canadian exports. The agreement also eliminated a Chilean import duty on industrial and resource-based goods and removed tariffs on Canadian agricultural products.

Chile's strong growth is likely to continue and with it will come opportunities for Alberta companies in mining, energy and pipelines, education and training, building products, telecommunications, transportation and resource/infrastructure consulting services.

Canada is the largest foreign investor in Chile's mining industry while Alberta investment in Chile is focused in pipeline construction and operations, as well as the construction of housing for the mining industry.

In 1997, Chilean President Eduardo Frei and Argentine President Carlos Menem participated in the inauguration of the \$325 million (\$US) Gas Andes gas pipeline megaproject in Santiago, Chile. This pipeline is 56 per cent owned by Nova Corp. of Calgary.

Alberta has numerous educational linkages with Chile. The University of Alberta and Austral University signed a formal cooperation agreement, effective 1997-2002, to carry out joint research. The University of Alberta also has a five-year exchange agreement with the Universidad de Chile. The Northern Alberta Institute of Technology has recently signed two Memoranda of Understanding, one with the Universidad de Playa Ancha and the Municipality of Quillota, and one with the Universidad de Tarapaca, to assist in developing technical institutes and expand on continuing education programming.

Olds College has been involved in a graduate student exchange with Corporacion Educacional, Sociedad Nacional de Agricultura since 1995. Thirty-two Chileans have studied at Olds College to date.

In 1997, Chile's President Eduardo Frei received an honorary degree from the University of Calgary, and Alejandro Jadresic, Chile's Minister of Energy, attended the APEC energy meetings in Edmonton.

### **Mission activities in Chile**

During the final leg of the mission, Premier Klein and the Team Canada delegation met with President Frei and other industry and political leaders.

The Premier also hosted a Team Alberta breakfast meeting for the province's business delegation and their Chilean counterparts.

Premier Klein and Prime Minister Chretien were on hand as NOVA Gas International of Calgary announced its new \$400 million (\$US) natural gas pipeline project. The Premier called NOVA an Alberta success story saying that the company's Chilean project showed that Albertans have the vision and the world-class products and expertise that make a difference in the global marketplace.

### **Alberta's messages in Chile**

- The new free trade agreement between Chile and Canada provides the perfect opportunity for Albertans and Chileans to build on our two-way trading relationship.
- Alberta pipeline expertise is recognized around the world and Alberta companies are interested in putting this knowledge to work in Chile through joint venture and partnerships with Chilean companies.
- Alberta's post-secondary institutions have world-class education and training programs and are seeking to establish long-term, mutually beneficial relationships with Chilean partners.

# Alberta business representatives

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Alberta Centre for International  
Education  
Mr. Valdemar Larsen

Alberta Energy Company Ltd.  
Mr. Bob Towler

Alta Genetics Inc.  
Mr. Douglas Blair

BioWare Corp.  
Mr. Gregory P. Zeschuk

BioWare Corp.  
Mr. Raymond Muzyka

Camfield Drilling  
Mr. Garfield Bland

Can Petro International Ltd./Petrel  
Robertson Ltd.  
Mr. Michael E. Doyle

Canadian Advanced Technology  
Association  
Mr. Calvin Fairbanks

Canadian Offshore Financial Services  
Mr. Randy Boissonnault

Canadian Pacific Railways  
Mr. Peter Bellachy

Canadian Pacific Railways  
Mr. Lynwood Paulette

Computalog Ltd.  
Mr. Douglas F. Robinson

Concordia University/College of  
Alberta  
Mr. Richard W. Kraemer

Mount Royal College  
Mr. Thomas Wood

National Aboriginal Economic  
Development Board  
Chief Roy Whitney

North American Medical Emergency  
Services, Inc.  
Mr. Gerald Chipeur

Northstar Drilling Systems Inc.  
Mr. Ian Chesher

Nova Gas International Inc.  
Mr. Gabriel Leon

Nova Gas International Inc.  
Mr. Gordon Berard

Ray Kinasewich Consulting Services  
Inc.  
Mr. Ray Kinasewich

Rectificaciones Rivadavia  
Internacional Inc.  
Mr. Gordon Lentz

Serval Corp.  
Mr. Jay Lyons

Olds College  
Dr. Robert Turner

Petro-Trade  
Mr. James Tabor

SNC Lavalin Inc.  
Mr. P.S. (Krish) Krishnamoorthy

Sport Seats International Inc.  
Mr. Don McGillivray

D.A. Electric Ltd.  
Mr. D.E. (Del) Allen

Suncor Energy Inc.  
Mr. Stephen Kaufman

Edmonton Public Schools/Centre for  
Education  
Dr. Emery Dossdall

Suncor Inc. Oil Sands Group  
Mr. Barry Stewart

Firemaster Oilfield Services  
Mr. Bryce Hume

Timber Tech Truss Systems Ltd.  
Mr. Derrill Murphy

Fording Inc.  
Mr. Jim Gardiner

TransCanada International Business  
Development Ltd.  
Mr. Jake Epp

Foremost Industries Inc.  
Mr. J.H. (Jack) Nodwell

University of Alberta  
Dr. Rod Fraser

Grant MacEwan Community College  
Dr. Paul Byrne

University of Calgary  
Dr. Terrence H. White

Herman Enterprises  
Mr. Gerald Herman

University of Lethbridge  
Dr. Seamus O'Shea

Hygaard Fine Foods Ltd.  
Mr. David Hygaard

Weigl Educational Publishers  
Ms. Linda Weigl

IPL International Inc.  
Mr. Hugh Sangster

Wesbridge Construction Ltd.  
Mr. Lyal K. Sakamoto

Lethbridge Community College  
Mr. Walter Evdokimoff

Westdev Corp.  
Ms. Sandra Leblanc

Loram Corporation  
Mr. Ronald Mannix

XL Foods Ltd.  
Mr. James A. Pattillo

Maloney Industries Inc.  
Mr. Donald Krusky

ZCL Composites Inc.  
Mr. Venence Cote

Martec Liquid Products Ltd.  
Mr. Allan Dahl

McDermid St. Lawrence Securities  
Ltd.  
Mr. B.A. (Bill) Stamile

Medicine Hat College  
Dr. Ralph Weeks

# Agreements signed during the mission

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Note: This information was compiled from previous government news releases and was released with the knowledge and authorization of the companies named.

## **Mexico**

### **Alberta-Jalisco Memorandum of Understanding**

Ralph Klein, Premier of Alberta and Alberto Cárdenas Jimenez, Governor of the Mexican State of Jalisco, signed a Memorandum of Understanding. The agreement, which builds upon Alberta's long-standing agricultural ties with Jalisco, will increase economic cooperation and expand trade and investment between Alberta and Jalisco.

### **Alta Genetics Inc.**

#### **Agreement with the Chamber Of Commerce of Jalisco State**

Alta Genetics of Calgary signed an agreement with the Chamber of Commerce of Jalisco state. The Chamber will act as the first point of contact for trade between Canada and the state of Jalisco for the production and marketing of livestock genetics products and services. Alta Genetics is in the business of livestock genetic improvement and has sales in more than 50 countries worldwide.

### **Fording Coal Limited**

#### **Contracts with Siderugica Lazazaro Cardenas las Truchas, S.A. de C.V.**

Fording Coal Limited of Calgary signed two contracts with Siderugica Lazazaro Cardenas las Truchas, S.A. de C.V. to supply high quality metallurgical coal and injection coal. Fording is Canada's largest producer of export coal and began supplying metallurgical coal to Mexico in 1994. The company has made a significant investment in Mexico, building the world's largest wollastonite mine and processing plant in the Mexican state of Sonora. Production began at the end of October 1997.

### **Herman Enterprises**

#### **Letter of Intent establishing a joint venture agreement with Turbana S.A. de C.V.**

Herman Enterprises of Calgary signed a letter of intent establishing a joint venture agreement with Turbana S.A. de C.V. to supply log cabins at Mazamitla and to Isla Navidad, a five-star luxury resort on the Mexican Pacific Riviera. The company also signed a letter of intent with Pemex to sell technology, developed by Para-Tech of Calgary, to eliminate paraffin and other deposits that hamper oil recovery. Herman

Enterprises is a management consulting company that focuses on urban infrastructure developments, specifically innovative wastewater treatment plants.

### **Maloney Industries Inc.**

#### **Joint venture agreement with a Mexican construction partner**

Maloney Industries Inc., of Calgary signed a joint venture agreement with a Mexican construction partner to supply two dehydration units for drilling platforms. Maloney Industries operates one of Canada's largest manufacturing facilities servicing the needs of the oil and gas processing industry worldwide.

### **Mount Royal College**

#### **Agreements with the Instituto Tecnológico y de Estudios Superiores de Monterrey, the Universidad Nacional Autónoma de México and Universidad Veracruzana**

Mount Royal College of Calgary signed the following three agreements with Mexican educational institutions:

1. The Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM) will exchange faculty and students to promote internationalization at both institutions. Mount Royal is the Canadian site for the ITESM International High School Program that will bring more than 200 students annually to the Calgary campus for full-time study.
2. The Universidad Nacional Autónoma de México (UNAM) and Mount Royal will cooperate in delivering the second phase of a program to improve mathematics and science teaching and learning through technology. During this year, 25 teachers will spend six weeks in Alberta and British Columbia on a program delivered by a consortium led by Mount Royal and involving the Southern Alberta Institute of Technology, Alberta Vocational College, the Calgary Board of Education and the Calgary Catholic Board of Education.
3. Mount Royal's third agreement is with the Universidad Veracruzana. The two institutions will work together to establish an exchange of professors, students and programs. These exchanges will increase international understanding and provide students with skills for the new economy.

### **North American Medical Emergency Services Inc.**

#### **Memorandums of Understanding for joint ventures with Latapi Clauselly Associates and Centro de Desarrollo Estratégico para la Seguridad Social A.C.**

North American Medical Emergency Services Inc., of Calgary signed an MOU with its Mexican joint venture partnership, Latapi Clauselly Associates to establish a hospital in San José del Cabo, in the Southern Baja region of Mexico. North American also signed an agreement with Fonatur, the Mexican Tourism Foundation, to cover land for the hospital.

The company 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, specifically renal dialysis research. North American Medical Emergency Services Inc. provides expertise and capital to strengthen existing medical capacity in target locations.

### **Olds College**

#### **Letter of Intent with SEP-DGETA**

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.

### **TransCanada PipeLines Ltd.**

#### **Partnership agreement with US-based InterGen and Mexico's GUTSA Construcciones**

TransCanada PipeLines Ltd. signed an agreement as lead partner in the Mayakan Project, Mexico's first private sector pipeline project. TransCanada leads the partnership of InterGen, a U.S.-based power and asset development and management company and GUTSA Construcciones, one of Mexico's leading construction groups. The joint project company, Energía Mayakan S. de R.L. de C.V., will complete the 700 kilometre, 370 million cubic foot per day pipeline in 1999.

### **University of Lethbridge**

#### **Memorandum of Agreement with the Universidad Panamericana of Mexico City and Guadalajara, and with the Universidad de Bonaterra of Aguascalientes**

The University of Lethbridge, Faculty of Management, signed a Memorandum of Agreement (MOA) with the Universidad Panamericana of Mexico City and Guadalajara and with the Universidad de Bonaterra of Aguascalientes. The MOA sets out the terms of an exchange program for undergraduate students and faculty from each of the institutions.

## **Brazil**

### **University of Alberta**

#### **Memorandum of Understanding with the University of Uberaba.**

The University of Alberta signed a Memorandum of Understanding (MOU) to establish a formal linkage with the University of Uberaba. Faculties of engineering at both universities will co-operate on research and development in renewable resources engineering. The MOU marks the beginning of a broader series of exchanges between the two institutions.

## **Argentina**

### **AGRA Earth and Environmental Limited**

#### **Memorandum of Understanding with AMBIENTAL S.A.**

AGRA Earth and Environmental Limited, of Calgary (a wholly-owned subsidiary of AGRA Inc.) signed a Memorandum of Understanding (MOU) with AMBIENTAL S.A. of Buenos Aires for the joint pursuit and delivery of environmental service projects in Argentina. AGRA and its Argentine partner have worked together previously, providing environmental services for customers in the Argentine auto manufacturing and energy sectors.

### **Canadian Advanced Technology Association**

#### **Joint venture contract with CICOMRA and CABASE**

The Canadian Advanced Technology Association (CATA) of Calgary signed a contract for a joint venture with CICOMRA and CABASE to develop and manage a virtual business corridor to encourage business deals between Canadian and Argentine high technology firms.

### **Rectificaciones Rivadavia Internacional (RRI)**

#### **Joint venture agreements with C.E. Franklin Limited and Satee Marketing of Canada Inc.**

Rectificaciones Rivadavia Internacional (RRI) of Comodoro Rivadavia, Argentina and Calgary is entering into two joint ventures. One is with C.E. Franklin Limited of Calgary and the other is with Satee Marketing of Canada Inc. (Tripak) of Wetaskiwin to provide technology transfer, joint venture services, oil field supplies, parts and equipment to Southern Argentina's industrial, petroleum and marine sectors. RRI is one of Argentina's fastest growing companies in its field.

## **Chile**

### **Canadian Advanced Technology Association**

#### **Joint venture contract with CINDE**

The Canadian Advanced Technology Association (CATA) signed a contract for a joint venture with CINDE of Chile to develop and manage a virtual business corridor. TechnoGate, CATA's electronic business system, is based in Calgary. The joint venture aims to encourage business deals and strategic partnerships between Canadian and Chilean high technology firms.

### **Canadian Airlines International Ltd.**

#### **Commercial alliance agreement with LAN Chile, S.A.**

Canadian Airlines International Ltd. of Calgary has signed a commercial alliance agreement with LAN Chile, S.A., effective in mid March 1998. The agreement will see the two airlines coordinate their schedules to offer services from Canada to Santiago.

**Martec Liquid Products Ltd.****Joint venture partnership agreement**

Martec Liquid Products Ltd. of Magrath signed an agreement to introduce their product Fuel Clean to the Chilean market. The product is designed to reduce emissions and improve fuel efficiency in both diesel and gasoline engines. Martec will operate as Martec J.P. Auto Centre Ltd. with their Chilean joint venture partner from their newly-opened office in Santiago.

**Nova Gas International of Canada****Letter of Intent with El Paso Energy of the US, ENAP and GASCO of Chile and YPF of Argentina**

Gasoducto del Pacifico (a consortium of Nova Gas International of Canada, El Paso Energy of the US, ENAP and GASCO of Chile and YPF of Argentina) have signed an intent to proceed with a pipeline project to transport, market and distribute natural gas from Argentina to the Chilean city of Concepcion.

**Olds College****Agreement with CFT Paine of the Fundacion Educacional, Sociedad Nacional de Agricultura**

Olds College of Olds, Alberta and CFT Paine of the Fundacion Educacional, Sociedad Nacional de Agricultura signed an agreement covering exchange students for technical training and workplace practicums.

**Sport Seats International Inc.****Distribution agreement**

Sport Seats International Inc. of Calgary signed a distributor agreement with a Santiago company for the exclusive distribution of their products, lightweight, portable seats/walking sticks, to the Chilean market.

**University of Alberta****Memorandum of Understanding with the Universidad de Chile**

The University of Alberta signed a Memorandum of Understanding (MOU) with the Universidad de Chile, Santiago. The MOU will establish a formal link to encourage a broader range of exchanges. The two universities already have a history of co-operation, especially between the faculties of business and departments of economics. Recently, the two universities co-organized a Chilean conference on natural resource taxation policy with academic and industry contacts.

# Premier Klein's detailed itinerary

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The itinerary was designed to ensure that Alberta had an opportunity to profile its strengths in each of the mission countries

## **Sunday, January 11, 1998 (Ottawa to Mexico City)**

1:00 p.m. Depart Ottawa for Mexico City  
5:15 p.m. Arrive Mexico City  
6:30 - 8:00 p.m. Team Alberta business roundtable and reception

## **Monday, January 12, 1998 (Mexico City)**

8:45 a.m. Team Canada briefing session with Canadian Ambassador, His Excellency Stanley Gooch  
10:00 a.m. Official Welcoming Ceremony  
11:00 a.m. Team Canada meeting with President Zedillo  
12:10 p.m. Canada-Mexico bilateral agreements signing ceremony  
12:20 p.m. Team Canada joint press conference  
1:00 p.m. Team Canada meeting with the Mayor of Mexico City  
4:00 - 4:15 p.m. Official wreath-laying ceremony  
4:20 - 5:20 p.m. Team Canada opening of the Canada Education Center  
5:30 - 6:00 p.m. Premier Klein meeting with Governor Cárdenas of Jalisco  
8:30 p.m. State dinner hosted by President Zedillo

## **Tuesday, January 13, 1998 (Mexico City)**

8:00 - 9:00 a.m. Team Canada Forum  
9:00 - 11:00 a.m. Team Alberta breakfast meeting with Alberta business delegation and Mexican contacts and invited guests. Hosted by Premier Klein.  
Premier Klein signs Memorandum of Understanding between Alberta and State of Jalisco  
11:00 a.m. Premier Klein addresses delegates at Educational Forum  
11:30 a.m. Premier Klein officially opens Trans Canada Pipeline's offices in Mexico  
2:00 p.m. Team Canada business luncheon  
4:30 - 5:30 p.m. Team Canada business contract signing ceremony  
7:30 p.m. Team Canada business delegation reception

**Wednesday, January 14, 1998 (Mexico City to Brasilia)**

7:00 a.m. Depart Mexico City for Brasilia, Brazil  
7:30 p.m. Arrive Brasilia

**Thursday, January 15, 1998 (Brasilia to Sao Paulo)**

9:00 a.m. Team Canada briefing session with Canadian Ambassador,  
Her Excellency Nancy Stiles  
10:00 a.m. Official Welcoming Ceremony  
10:15 a.m. Team Canada meeting with President Cardoso  
11:00 a.m. Canada-Brazil bilateral agreements signing ceremony  
1:00 p.m. Team Canada luncheon hosted by President Cardoso  
3:30 p.m. Depart Brasilia for Sao Paulo, Brazil  
5:05 p.m. Arrival in Sao Paulo  
8:00 p.m. State dinner hosted by Sao Paulo State Governor Covas

**Friday, January 16, 1998 (Sao Paulo)**

12:00 p.m. Team Canada business reception  
12:45 p.m. Team Canada business luncheon  
2:30 p.m. Team Canada business contract signing ceremony  
5:00 p.m. Premier Klein officially opens office of Harris Canada Farinon  
Division  
8:30 p.m. Churrascaria (Brazilian-style barbeque) for Canadian  
businesses, local government officials and business leaders.  
Hosted by the Western Premiers and Territorial Leaders

**Saturday, January 17, 1998 (Sao Paulo to Buenos Aires)**

9:00 a.m. Team Canada meeting with Canadian Consulate staff  
10:00 a.m. Team Canada cultural event (children's in-line hockey  
tournament)  
1:00 p.m. Depart Sao Paulo for Buenos Aires, Argentina  
2:45 p.m. Arrive Buenos Aires  
5:00 p.m. Team Canada reception for mission sponsors

**Sunday, January 18, 1998 (Buenos Aires)**

Private Program

**Monday, January 19, 1998 (Buenos Aires)**

8:15 a.m. Team Canada briefing session with Canadian Ambassador,  
His Excellency Robert G. Clark  
9:30 a.m. Team Canada wreath-laying ceremony  
10:00 a.m. Official Welcoming Ceremony  
10:15 a.m. Team Canada meeting with President Menem  
11:30 a.m. Canada-Argentina bilateral signing ceremony  
3:30 - 4:30 p.m. Premier Klein officially opens Serval Corporation's office in  
Buenos Aires

5:00 p.m. Team Canada meeting with Argentine Governors  
7:00 p.m. Team Canada business delegation reception  
9:30 p.m. State dinner hosted by President Menem

**Tuesday, January 20, 1998 (Buenos Aires to Santiago)**

8:00 - 9:00 a.m. Team Canada Forum  
9:30 - 11:00 a.m. Team Alberta breakfast meeting with Alberta business delegation and Argentine officials and business leaders  
1:00 p.m. Team Canada business luncheon  
3:15 - 4:15 p.m. Team Canada business contract signing ceremony  
6:30 p.m. Team Canada meeting with Canadian Embassy staff  
7:30 p.m. Depart Buenos Aires for Santiago, Chile  
9:30 p.m. Arrive Santiago

**Wednesday, January 21, 1998 (Santiago)**

8:30 a.m. Team Canada briefing session with Canadian Ambassador, His Excellency Marc Lortie  
10:00 a.m. Team Canada wreath-laying ceremony  
10:25 a.m. Official welcoming by President Frei  
10:45 a.m. Team Canada bilateral meeting with President Frei  
11:45 a.m. Canada-Chile bilateral agreements signing ceremony  
3:00 p.m. Team Canada meeting with Chilean Young Entrepreneurs  
4:00 - 7:00 p.m. Premier Klein delivers speech at event announcing Nova Gas International's Gas Pacifico project  
8:30 p.m. State dinner hosted by President Frei

**Thursday, January 22, 1998 (Santiago)**

9:30 - 11:00 a.m. Team Alberta western-style breakfast meeting for Alberta business delegation, Chilean contacts and invited guests. Hosted by Premier Klein  
12:30 p.m. Team Canada meeting with Canadian Municipal Delegation  
1:30 p.m. Team Canada business luncheon  
4:00 p.m. Team Canada business contract signing ceremony  
6:00 p.m. Team Canada meeting with Canadian Embassy staff  
7:30 p.m. Team Canada closing ceremony

**Friday, January 23, 1998 (Santiago to Ottawa)**

9:00 a.m. Depart Santiago for Ottawa  
5:50 p.m. Arrive in Ottawa

**Saturday, January 24, 1998 (Ottawa to Calgary)**

11:00 a.m. Depart Ottawa  
11:58 a.m. Arrive in Toronto  
1:15 p.m. Depart Toronto  
3:15 p.m. Arrive at Calgary

# Expenses\* for Alberta's official delegation and business functions

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Most travel and accommodation expenses for Alberta's official delegation were borne by the Federal Government. Following are the additional expenses incurred by the Alberta government for the business functions hosted by the Premier and incidental costs for the official delegation.

Alberta business functions**	\$12,217
Mexico	
• Team Alberta business roundtable	
• Team Alberta breakfast with Alberta companies and their Mexican counterparts	
• Team Alberta export seminar	
Brazil	
• Churrascaria (Brazilian western-style barbeque) hosted jointly with other western Canadian provinces and territories	
Argentina	
• Team Alberta breakfast with Alberta companies and their Argentine counterparts	
Chile	
• Team Alberta breakfast with Alberta companies and their Chilean counterparts	
Interpretation and translation services	\$2,174
Protocol gifts	\$3,155
Official delegation incidental items (telephones, faxes, meals, etc.)	\$3,600
<b>TOTAL</b>	<b>\$21,146</b>

Alberta's Official delegation consisted of Premier Ralph Klein; Mrs Colleen Klein; Mrs. Nargis Zaver, Office of the Premier; Ron Hicks, Deputy Minister of Intergovernmental and Aboriginal Affairs; Jim Dau, Director of the Premier's Communications Office.

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\* These figures are estimates pending final billings

\*\* Total cost of Alberta business functions less the amount paid by Alberta companies