

relations were really geared to development and broken away from the International Monetary Fund debt repayment über alles that is killing the Third World now. In Europe and Japan there is tremendous excitement about what Mexico's planning, and Mexico looks to them right now as its best allies.

NSIPS: How did the seminar participants respond?

Quijano: As at our other seminars, there were first of all many specific questions from the energy people on our estimate of what the possibilities are for getting the big U.S.-Mexico gas deal back on track, and how the meeting between Carter and López Portillo will affect that. More generally, there were questions and comments again and again along the lines of: what you're saying makes such obvious sense — why the hell isn't the U.S. taking up what Mexico and the Europeans are offering?

This shows very powerfully how vital it is that a real American policy emerge, with the support of business, minorities, and labor, and that's how those questions were answered. The Administration's current policy has nothing to do with America's interest — the City of London's "geopolitics," war, destabilization, but not America's interest. What's needed — and quickly — is for that interest to express itself with real political force.

The Kennedy problem

NSIPS: Earlier you made special note of the Hispanic-American groups present. How did they respond?

Quijano: Their presence was very, very significant. Here was a seminar titled "Doing Business," and yet we drew representatives from the whole spectrum of these groups. It's an indication of the excitement that this issue and what the EIR is saying about it has generated in the Chicano community.

It's my view that much of the Chicano leadership, which in toto, is very small compared to the Hispanic community as a whole — and I'm excluding people like Cesar Chavez who have so discredited themselves that no one regards them as part of that leadership — finds itself in a problematic situation that can be summed up in one word: Kennedy. A large segment of the Chicano community is still very favorable to Kennedy and to Kennedy-style politics. And this continues to be true even while Kennedy calls for slave-labor-based "appropriate technology" for the Third World, particularly Mexico, destruction of health care, and using Mexico's oil not for development, but as a weapon against OPEC.

My estimate is that the EIR and these seminars are giving these Chicano leaders an idea of how to eradicate this Kennedy problem once and for all, by organizing Hispanic-Americans around a positive program that will show up Kennedy for the swine he is. And Chicano leaders are also aware that the Mexican government, while it may be forced to deal with Kennedy on a government-to-government basis, regards him as a great threat, if not even a greater one, than Brzezinski and the rest of the Carter Administration crew.

Gutierrez: the goal is rapid development

Following are excerpts from the speech by the Mexican trade counsellor in Washington, Alfredo Gutierrez Kirchner, to the EIR conference in Washington last week, on doing business with Mexico. Mr. Gutierrez, a specialist in economics and trade and development, has worked with the Interamerican Development Bank and the Mexican Treasury before joining the nation's Foreign Service.

A new theme of public interest appears to be finding its way through the arcane priorities of the media in this country... It is the issue of major oil and natural gas discoveries in Mexico.

Suddenly at right and left of the political spectrum: in government, academy, business and the press a keen awareness has developed regarding my country.

... Even the National Security Council commissioned one of the top foreign policy reports, the so-called Presidential Review Memorandum number 41 on bilateral relations with Mexico.

... There is however a confrontation of opinions within the U.S. on the question of the timing for this market to be tapped. Apparently, the private sector is eager to strike mutually advantageous deals with Pemex, the Mexican State Oil Corporation, but unfortunately the Secretary of Energy has consistently opposed signed agreements on natural gas.

... But Mexico is also building expectations on account of its oil wealth. Exports are growing very rapidly and consequently the taxes on oil are the most dynamic revenue in the public finances.

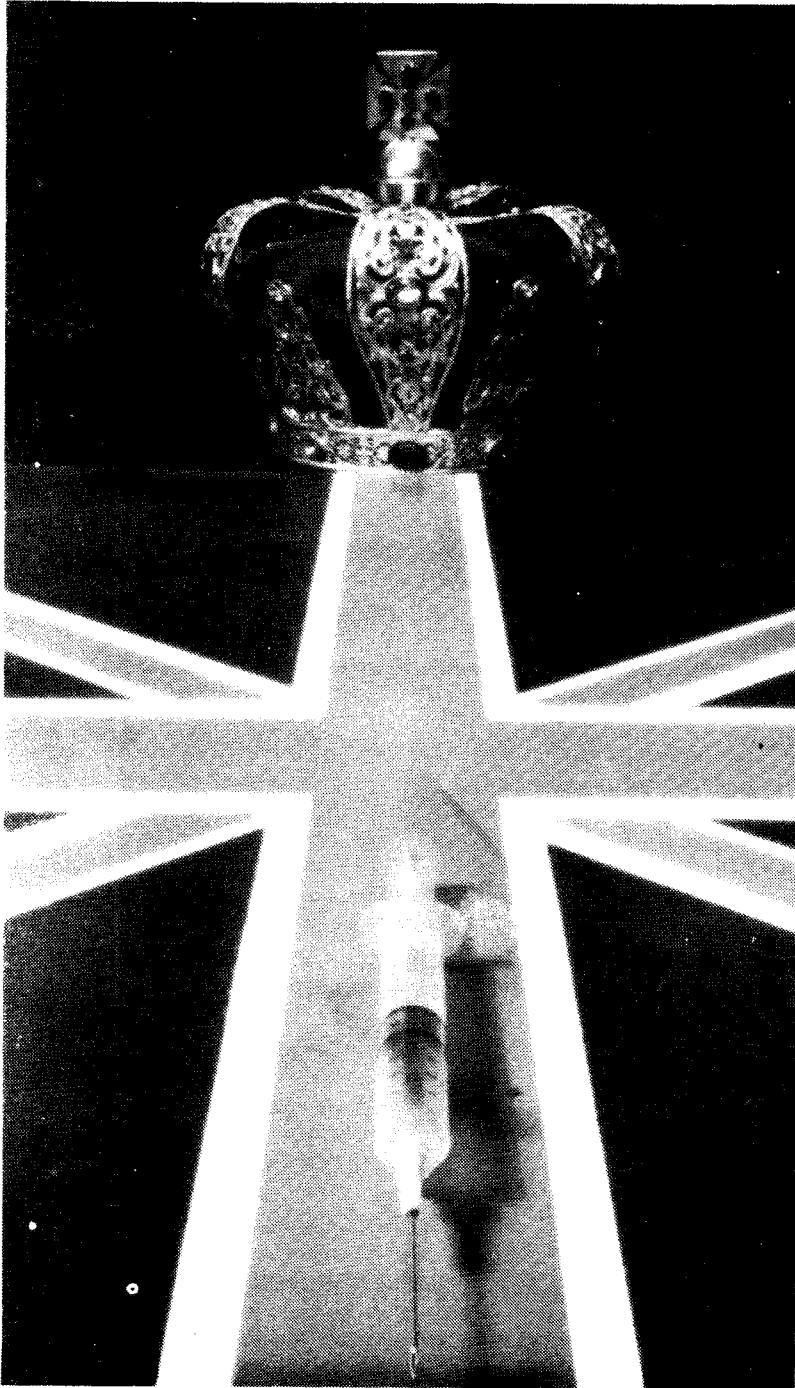
... The problem of exporting larger quantities of oil for Mexico is to transform the additional revenue in real economic and social development.

... In dealing with Mexico on oil matters, it is important for the U.S. to review the lessons of history. My country is no newcomer into the oil industry. Since the turn of the century and more specifically in the early twenties, Mexico was one of the most important oil producers.

But the main issue regarding oil in Mexico will continue to be the internal historical feeling that it is the national patrimony. That we have suffered before on its account and that we should defend this opportunity to develop or else leave the oil in the ground for a future generation to take advantage of it.

... Nevertheless we will be working towards the goal of rapid development using every tool available. A Special Fund for Employment is being set up with the revenues of oil exports, it will be called "Employment Fund" and its resources will be channeled only to investment projects.

... There is no question however, that Mexico is prepared to fulfill its obligations in a global community that needs so much cooperation, but at the same time we will demand a more balanced and equitable international economic order. Specifically we will continuously stress the importance of exchanging scarce natural resources, not only for fair prices but for a total possibility of fully developing as a country.



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