

# NOJA POWER<sup>®</sup>



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Committee Secretary  
Senate Foreign Affairs, Defence & Trade References Committee  
PO Box 6100  
Parliament House  
Canberra ACT 2600

9<sup>th</sup> October 2015

## **Standing Committee on Foreign Affairs, Defence & Trade**

Dear Sir / Madam

I am very pleased to see that the Australian Federal Government has developed a Standing Committee to consider Australia's relationship with Mexico.

NOJA Power has been trading with Mexico for more than a decade. We have exported our high voltage circuit breaker for use by CFE the electricity utility responsible for the generation, transmission and distribution of electricity in Mexico.

We have also developed with a local partner finished goods assembly in the City of Irapuato. It is important to note the City of Irapuato has become a Mexican manufacturing powerhouse with several global car manufacturing plants recently established in the City of Irapuato.

We have always found our Mexican customer the local electricity utility CFE and our partners in Mexico to be highly reliable, honest and diligent business partners and we have enjoyed great success as a result.

Mexico has a global reputation in my view incorrectly in terms of drug trafficking and danger and whilst they do certainly exist it is in the minority and Mexico is in general a safe and secure place to do business.

Mexico is really developing into the powerhouse of Central/Latin America and can be considered as an initial market to then grow into servicing either Latin America or the USA.

The Mexican economy is maturing, the Mexican Peso is far less volatile today as a result of the economical maturity and the transpacific partnership will simply further enhance Australian and Mexican opportunities.

We trust the Committee takes this as an endorsement to further enhance relations and business between Australia and Mexico.

Yours faithfully

**NEIL O'SULLIVAN**  
**MANAGING DIRECTOR**

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