

Executive Meeting Visit to Mexico

With the aim to strengthen relations with oil-producing countries, Mr. Masataka Sase, Executive Director of JCCP, visited Mexico from October 25 to 30, 2010, and personally exchanged views and information with the management of PEMEX, a state-owned petroleum company and an important JCCP counterpart in Mexico, and with the Japanese Embassy in Mexico and the Mexico Office of the Japan External Trade Organization (JETRO).

1. Purpose of the Visit

Mr. Sase's recent visit to Mexico was the first visit to be made by an Executive Director of JCCP in five years, the last being in 2005. Meetings were arranged with top management members of PEMEX, because PEMEX is an important JCCP counterpart in Mexico. Since its establishment, JCCP has accepted more than 500 participants from PEMEX to its regular courses, although the number temporarily declined last year due to the H1N1 influenza epidemic. Moreover, as Japan has particularly deep ties with Mexico aside from the Middle East countries, JCCP wishes to continue strengthening its relationship with the country. For these reasons, Mr. Sase visited Mexico, accompanied by S. Miyawaki, Deputy General Manager, Training Department, and M. Onai, Operations Department.

2. Meeting with Mr. Miguel Tame Dominguez, Director General of PEMEX

On October 26, Mr. Sase met with Mr. Miguel Tame Dominguez, Director General of PEMEX. Mr. Antonio Alvarez Moreno, Subdirector, Proteccion Ambiental, was also present at the meeting.

Mr. Sase firstly expressed his appreciation to PEMEX for its cooperation in maintaining good relations with JCCP over many years. He noted that JCCP will be celebrating its 30th anniversary next year, and that during this time, JCCP has received more than 500 participants from PEMEX and sent more than 100 experts to Mexico.

In response, Mr. Dominguez thanked JCCP for its

many years of support and cooperation. He said that the Salamanca Safety Training Center, which was built with assistance from the Japanese government and JCCP, and the lectures on Japanese technology and safety measures given by Japanese experts under the JCCP Expert Services Program, have been extremely beneficial to PEMEX. He also said that the two organizations should further develop their cooperative relationship based on past accomplishments achieved through personnel and technical exchanges. Mr. Sase agreed, and the two leaders reconfirmed the importance of mutual cooperation in the future.

Additionally, Mr. Sase took the opportunity of the meeting to inform Mr. Dominguez that JCCP is seeking a speaker from PEMEX to give a presentation at the annual JCCP International Symposium, and requested PEMEX's cooperation. He also sounded out Mr. Dominguez's interest in coming to Japan and holding exchanges with relevant parties in the oil industry in Japan under the JCCP VIP Invitation Program, inasmuch as he is a strong supporter of Japan.

3. Meeting with Training and Human Resource Development Managers at PEMEX

After meeting with Mr. Dominguez, Mr. Sase met with members of PEMEX's training and human resource development departments. Attending the meeting were:



*Mr. Miguel Tame Dominguez, Director General of PEMEX
(second from left)*



At PEMEX

Mr. Oscar H. Alva Rodas, Director of HR Process Improvement; Mr. Enrique Rodriguez, Director of Human Resources; Mr. Francisco J. Zurita Erana, Director of Human Resource Development; counterpart personnel of JCCP training; and JCCP graduates.

Mr. Rodriguez welcomed the JCCP delegation and introduced each of the members on the PEMEX side. Mr. Sase did the same for the JCCP side, and JCCP members gave a brief introduction of JCCP activities. We also explained that the fee scheme for accommodation and other expenses for JCCP regular courses will be changing beginning in January 2011, and gave a rundown of the requirements for participation in regular courses. Mr. Rodas then gave an overview of recent activities that have been initiated by PEMEX's personnel department.

PEMEX will be commencing the construction of a new refinery in 2011, and needs to secure sufficient human resources in the near future. However, with many employees slated to reach retirement age around that time, PEMEX not only needs to secure human resources, but it must also take measures to enhance

employee quality, and has therefore formulated future policies for its training system. Mr. Sase has taken a look at these training policies, and expressed his wish to cooperate in any way possible. However, the first and foremost important task is to engage in mutual exchange of information between the two organizations.

4. Courtesy Call on JETRO Mexico

After visiting PEMEX, Mr. Sase paid a courtesy call on the JETRO Mexico, located in Mexico City. Mr. Takahiro Okazaki, General Director, and Mr. Takao Nakahata, Director, Promotion of Economic Exchange, provided valuable information about economic relations between Japan and Mexico, and about recent approaches to PEMEX made by Japanese companies. They explained that Japanese companies are facing a serious challenge against other foreign companies who are steadily increasing the momentum of their activities in Mexico.

Messrs. Okazaki and Nakahata also spoke about Mexico's macro economy in reference to the oil industry. They said that the Cantarell oilfield has long been regarded as Mexico's prize oil field, but its production has been declining of late to the point that the country is now focusing concentrated efforts on the development of new oil fields. At present, large expectations are placed on the Chicontepec oilfield and the offshore oil field discovered off the southwestern coast of the country. Additionally, as mentioned earlier, PEMEX is building a new refinery and modernizing its existing refineries, and is steadily moving forward with plans for the construction of secondary processing units and heavy oil cracking units, in particular, at all of its refineries. By acquiring detailed information on such current situations



Mr. Oscar H. Alva Rodas (second from front); Mr. Enrique Rodriguez (far back); Mr. Francisco J. Zurita Erana (front)



Mr. Takahiro Okazaki (right front), and Mr. Takao Nakahata (right back), at JETRO Mexico

in Mexico, the JCCP delegation gained a sense of the direction that JCCP training programs should take in the future in response to PEMEX's anticipated needs.

5. Courtesy Call on the Japanese Embassy in Mexico

On October 27, Mr. Sase paid a courtesy call on the Japanese Embassy in Mexico, and met with H.E. Mr. Masaaki Ono, Ambassador, and Mr. Kikuo Take, Secretary.

Mr. Sase firstly thanked the embassy for its continued support of JCCP's activities in Mexico, and explained that JCCP has enjoyed friendly relations with PEMEX since its establishment and has received more than 500 participants to date to its regular courses. Ambassador Ono said he is pleased that JCCP and PEMEX have cultivated a long cooperative relationship, and expressed his wish that the relationship would be maintained in the future by valuing the role of JCCP graduates.

The Ambassador also noted that PEMEX has been slow to open its crude oil and other underground resources to foreign capital due to constitutional restraints, but said Japan, as a whole, should exercise wisdom in seeking what it can do and provide the necessary technical cooperation.

6. Summary

2010 was a commemorative year for Mexico. It marked the 200th anniversary of its independence, the 100th anniversary of the Mexican Revolution, and the 400th year of Japan-Mexico relations. Main streets



*H.E. Mr. Masaaki Ono, Ambassador to Mexico
(second from right)*

everywhere were filled with festive decorations in celebration of these anniversaries.

As Mexico is the central country in the Latin American region where important oil-producing countries are situated, Mr. Sase's visit to Mexico to hold meetings and exchanges of views with the top management of PEMEX was extremely meaningful to JCCP. Mr. Sase reaffirmed the need to further strengthen JCCP's ties with PEMEX through continuous exchanges of technology and information so that JCCP activities will benefit PEMEX and its major undertaking of constructing a new refinery and modernizing all of its existing refineries.

We would like to extend our deepest appreciation to all who received and supported the JCCP delegation during our visit to Mexico. Thank you very much.

<by Mieko Onai, Operations Dept.>

