

[Redacted]

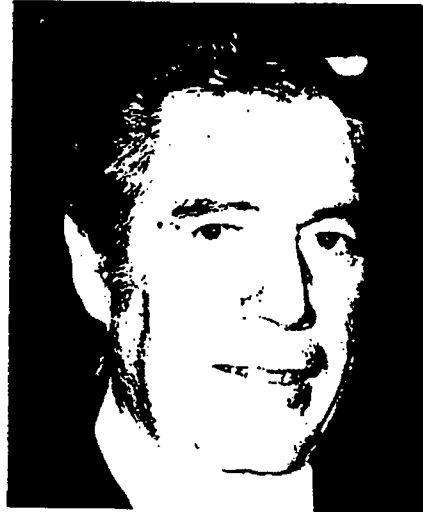
63802 (b)(3)

Carlos HANK Gonzalez

MEXICO

Secretary of Agriculture and Hydraulic Resources (since January 1990)

Addressed as: Mr. Secretary



Wealthy businessman and political power broker Carlos Hank has a reputation as a strong, aggressive leader. President Carlos Salinas has tasked him with modernizing and restructuring Mexico's depressed agricultural sector as the country heads toward a free trade agreement with the United States and Canada. Salinas probably believes that Hank's considerable influence in the ruling Institutional Revolutionary Party (PRI) and his wide-ranging business connections will provide the leverage needed for him to implement agricultural reforms. Hank is not a Salinas insider, however, and is closely associated with the PRI's old guard.

[Redacted]

(b)(1)
(b)(3)

Hank faces an uphill battle in reforming the agricultural sector, which is so inefficient that Mexico has become an importer of basic foodstuffs. [Redacted] Hank's most pressing problem is revamping Mexico's land tenure system, which includes privately owned property and commune-style farms known as *ejidos*. Because of the *ejidos*' inefficiency, Salinas probably favors their privatization, but they have a historical and cultural significance that would make that course of action politically risky. As a compromise, Hank is promoting reforms that are designed to encourage entrepreneurship and greater private-sector participation in *ejido* production and management.

(b)(3)

(b)(3)

Hank was born on 28 August 1927. After graduating from the Normal School of Toluca in Mexico State, he taught primary and secondary education for several years. He later went into business and acquired several enterprises, including trucking and heavy equipment manufacturing plants and real estate. He served as mayor of Toluca (1955-57) and as federal deputy from Mexico State (1958-61), as well as assistant manager of sales (1961-64) and director (1964-65) of CONASUPO, the government agency that controls the price and distribution of basic commodities. He was Governor of Mexico State (1969-75) before being named mayor of Mexico City in 1976. He returned to the private sector in 1982, where he worked until his appointment as Secretary of Tourism in December 1988. He held that post until assuming his current duties.

(b)(3)

(b)(1)
(b)(3)

Hank speaks some English.

[Redacted] Married to the former Maria Guadeloupe Rohn, he has six children.

(b)(3)

LDA M 91-13770
13 August 1991

[Redacted]

(b)(3)