



Oaxaca Times

Oaxaca's Original English Newspaper®

Volume: 10 • Number: 80

February 1997

Free

Spanish Language Courses
Instituto de Comunicación
y Cultura A.C.

Online at:

<http://www.iccoax.com>

E-mail: info@iccoax.com

307 Macedonio Alcalá Street. Phone: 6-34-43



Oaxacan Arts & Crafts

Mind Your Own Business

BUSINESS

Many people balk at the idea of starting their own business in their home country, let alone a foreign one. It is recommended that you negotiate with an attorney and an accountant to determine the cost involved in starting your own business. The average time needed to start a business is from two to five months.

The first step is to obtain permission to enter the country and function as a business person. This can be done by obtaining a FMN VISA, available at Mexican consulates or at entry points. It is good for 30 days, has unlimited renewal (but only by departure and reentry into Mexico), and is free.

A second option is the FM-3 VISA, available to any foreigner through a Mexican consulate, good for one year, has unlimited renewal, and costs approximately \$75 US. The final option is to grant power of attorney to a lawyer (via a notarized letter) who can act as your legal representative and sign all the paperwork

needed to complete the steps that follow.

Special Notes: a tourist card is not acceptable permission to set up a business. It is also necessary to form an independent legal entity of your business (corporation, partnership, etc.). Sole proprietorship is allowed *only* with the FM-2, available after five years of residency.

■ Continued on Page 9

Just Differences

TRAVEL

Every journey represents an opportunity to experience a completely new culture. In stepping off the plane, leaving the boat or crossing the border, we not only carry with us our passports and luggage, but also cultural baggage. Since our natural reaction is to cling to what is known and reject the unknown, our cultural baggage may hinder our judgement of the new way of life that confronts us.

Each tourist if free to play it safe and seek out the familiar customs, traits, languages and comforts they left behind in their mother country, or to choose to embrace the new culture. The first approach often leads to judgment, mistrust, and comparisons of the new culture and its people to the old. At this point the traveler must withdraw from or accept the new culture.

Acceptance offers a chance to gain knowledge and to educate oneself in both the cultural differences and similarities present. It is a difficult chore to set aside our cultural norms and recognize the intricacies of the new culture and how it functions. If we can refrain from passing judgment and, instead, look inside, compare and ask questions on what we do not understand we can open the door of opportunity to interaction, experience, learning, and knowledge.

The reward of all this, of course, is an

■ Continued on Page 10

The Art of Bargaining

CULTURE

Oaxaca is well known for its crafts and most visitors hope to take back a memento or two as a reminder of their stay here. Bargaining offers a fine opportunity to interact with local merchants and villagers in a way not possible in the more structured economies of the North and in Europe.

The most common way to save money is to eliminate the middleman and go directly to the source: the villages surrounding Oaxaca. This method, however, is far from foolproof, as the artisans are aware of the prices charged in the city and your economic (tourist) status. Although the best pieces usually end up in the shops along Oaxaca's Alcalá Street, many bargains can be found at village craft shops.

Most importantly, a day spent wandering the outlying villages offers a view of a life-style different from our own. The sight of women making fresh tortillas over an open fire, artisans working diligently in their home-side shops, and the occasional glimpse of a child peering around the folds of the mother's skirt will live on in your memory.

Here in Mexico, there is no "real" price to any item. This does not mean that you can pay

whatever you want, but rather that prices vary according to your knowledge of and sensitivity to the culture and its people. Sellers read who you are in by your manner of dress (shorts, cameras, dollars, etc.) and bearing, which plainly state your economic and social status. Moreover, they will take into account your knowledge of the language, as it is the quickest way to sum up a person's knowledge and familiarity with the culture. In this respect, even a minimal traveler's vocabulary will be helpful.

As far as actual negotiating is concerned, the first rule of thumb is never to be intimidated by a look of astonishment (or worse) to-

Help Oaxaca's children live a longer, more fruitful life. No donations required! For more information Check Out page 9.

wards your offer. Negotiating is a ritual as well as a way of life for these people — it is not a game. When disagreeing, it is crucial to maintain an attitude of respect. Some of the best

■ Continued on Page 10

INSIDE

Traveler's Guide
to Oaxaca
pages 6 & 7



The Best of
Oacacan Cuisine
page 4



Family Travels
by Jenny Murry
Page 10



Events
Calendar
page 2



Classified
Ads
page 11

The Weaving Tradition...



Learn to weave the traditional Oaxacan way from a Master Weaver from San Bartolo

Two-hour workshops are held through out February (11am-1pm & 4pm-6pm) at:
Instituto de Comunicación y Cultura
A.C. 307 Macadonio Alcalá Street
Call 634-43 for further information.

Continued From Page 1 (Mind Your Own Business)

The second step is to contract an attorney to design and handle the process of incorporation, registration and formation. (Make sure your attorney and your accountant are in tune with each other and your needs. An accountant will need to be hired to serve as a temporary financial officer and "statutory auditor" in order to establish a corporate accounting system that meets Mexican tax law and accounting requirements.

Be sure to verify the area in which you wish to invest to ensure it is not a restricted area under the Foreign Investment Law (FIL). If your company's activities do not fall into the restricted category, you can proceed with registration. Otherwise authorization from the National Commission on Foreign Investment (CNIE) is needed.

To continue registration, it is necessary to request permission to form a business from the Secretary of Foreign Affairs (SRE). Once permission has been granted (within 30 working days), your attorney will draw up the *Acta Constitutiva* (bylaws). You will then designate a Board of Directors or a Sole Administrator (when a corporation) and grant powers of attorney to those within the company. The *Acta Constitutiva* is then formalized by a *Notario Público* (this is NOT a notary public, but a lawyer with a special license).

Then, you need to register with the *Secretaría de Hacienda y Crédito Público* (SHCP). Your attorney or accountant should do this as part of their fee. After *Hacienda* you need to register with the National Register of Foreign Investment (RNIE) by presenting the *Acta* and *RFC* (Hacienda's permission) to the Secretary of Commerce and Industrial Development (SECOFI).

Then you are free to register with the Public Register of Commerce and Property. With their permission you can contract for utilities (a time consuming process in Mexico), select your personnel and prepare labor contracts, change all foreign employee FMN Visas to FM-3 Visas, and register with the following government agencies and organizations: Mexican Social Security Institute (IMSS), Employee Public Housing Institute (INFONAVIT), Retirement Fund Insurance (SAR), Secretary of Health (SS), State and Municipal Treasury Departments, municipal authorities, Official Mexican Chamber of Commerce, Federal and State Environmental Agencies.

—adapted from "How to Start a Business", *The Guide to Mexico* of Business, American Chamber of Commerce, Mexico, 1994-95.

Aid Oaxaca's Children

Oaxaca is a wonderful place to visit. Unfortunately, there is much poverty and many destitute children living, working, and dying here. In January of 1996, a project to build a children's Hospital in Santa María, Coyotepec, began. Sadly, construction has been slowed due to lack of funds.

Figures show as many as 50% of indigenous children born every year, die of gastrointestinal problems and malnutrition. This is a problem that can be solved and the hospital is a major step in the process.

We at the Instituto de Comunicación y Cultura A.C. want to do something to help, and you can too. For each student who signs up for Spanish Language Classes, we will donate \$5.00 (US) to the program to help build the children's hospital.

If you are not interested in Spanish Language Classes, but would like to make a donation, please contact:

Patronato del Hospital del Niño Oaxaqueño
Domicilio Matamoros #400
Oaxaca, Oax. C.P. 68000
Tel: 919-51 or 468-08

The \$5.00 will be donated from our tuition rate schedules —no fine print, gimmicks or exceptions... just great language classes and a genuine effort to help those in need. Thank you for helping.

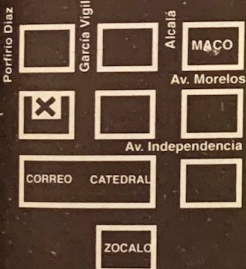
WE'RE ON THE INTERNET

<http://www.iccoax.com/times/>

Download the internet edition of the Oaxaca Times available the 5th day of every month. For more information call 6-34-43 or visit the Instituto de Comunicación y Cultura A.C. home page!

Phone/Fax/Internet

Public internet & e-mail



TERRA NOSTRA

multimedia y sistemas s.a. de c.v.
Morelos # 600 altos, centro
c.p. 68000 Oaxaca Oax, México
tel/fax: (951) 6-82-92
e-mail: terran @ antequera.com

Internet in Oaxaca

<http://www.spersa.com>
For more information call 4-81-00 or visit our offices located at 721 Colon Street.



Internet
the world in your hands

Long Distance Service

Send and receive faxes (951) 42959

Get special discounts !

Call U.S.A. collect using AT&T, SPRINT or MCI. Public internet service. E-mail and web browser Open everyday from 7 a.m. to 10 p.m.

122 Trujano Street corner of 20 de Noviembre (*MAKE ☐ ONIA)

National Phone Calls
-10%
After first 10 minutes

National Phone Calls
-50%
Mon-Sat from 8 p.m. to 8 a.m. All day on Sunday

International Phone Calls
-33%
Mon-Fri from 7 a.m. to 7 p.m. Sunday until 4:59. Does not apply for Alaska and Hawaii.

International Phone Calls
-10%
After first 8 minutes

20 de noviembre
Trujano

Zocalo

AMERICAN EXPRESS

Master Card

Credit cards are accepted only if your bill is over 60 pesos.

On the Road Again

Oaxaca

FAMILY

Consular Services

US: 4-30-54
 Canada: 3-37-77
 Germany & UK: 3-08-65
 Italy: 6-50-58, 5-31-15
 Spain: 5-35-25, 8-00-31
 France: 6-35-20, 6-35-22

Continued From Page 1 (Art of Bargaining)
 negotiations proceed in a slow-paced and serious manner. Remember, patience is a virtue; try being silent for a while as if your thoughts were occupied weighing the importance of the item. Flexibility works to your advantage, so try not to become attached to a particular piece. Finally, do not become distracted by what you are "supposed" to pay for the item, a few dollars either way will not matter once you are home.

Few people who take the time to go the villages in search of crafts regret the experience they gained. The satisfaction of having bargained and bought the item in a small village from the artisan the made it out weights all else, and often brings with it a tale or two.

—Author Unknown



Continued From Page 1 (Just Differences)
 exciting learning experience that will live on in our memories long after the trip is over. Through listening, trying to understand, asking questions, and just taking things as they are at times—neither accepting nor rejecting them—we can interact with the people of that country, and exchange views, ideas, and experiences.

If we allow ourselves to discard the judgements and predispositions inherited from our parent cultures, we can open up and be reborn as children, inspired by all that is around us and open to new understanding and experiences.

—adapted from a Jason Kersten article. July, 1990.



Genuine tourists from Canada, the seven of us drove down from Victoria, British Columbia in a 20 year-old VW van. I must admit it has been great exercise pushing our minibus through the National Parks in the US; fabulous getting to know the mechanics who installed new shocks in Zapotecas; and frightening to hear the steel bar crack as we drove over one too many *topes* (speed bumps).

My advice to those traveling through Mexico is to take Spanish classes at the *de Comunicación y Cultura* if you can. Spanish classes offer a great opportunity to learn more about the culture, as well as the language. Don't get caught up in however. Practice your language skills with the people who live here. I was lucky and exchanged lessons with my neighbor, Veronica. Also, listen to Spanish music and listen to and observing people in the *mercados* (markets) and the *Zócalo* (the plaza) is another fun way to pass the evening. As a family, we love going to parks with the youngest play with the local kids and we get an opportunity to listen and play with the teenagers and adults.

Perhaps an easier way to get involved is to take a class in weaving, cooking, work, hiking, or what have you. The point is to open the possibility of making new friends. My mom, for example, took cooking classes. She not only learned how to make *chayotes* but also how to cook it. She even learned how to process *chapolines* (grasshoppers). Even my sister, Naomi, learned how to cook; both *mole* and a traditional Oaxacan *chayote*.

Visiting places and seeing the things that make up the cities and people of Oaxaca a great way to understand more about the Mexican culture and is a source of adventure. To prepare ourselves, my family went to *Mano Mágica* on Alcalá Street, watched weavers hand-weave rugs. We saw how much time and effort goes into one rug and, as a result, appreciated our trip to Teotitlan even more.

My favorite adventure has been our trip to *Hierve el Agua*. It all began with a key into the mountains. After hiking across the valley, we met two guys riding their keys on their way to harvest corn. They were nice and gave my little brother and I a donkey ride all the way to the fields. We invited them to be our guides and Robi accepted. He guided us to the saddle in the mountains where we ate and rested. Dad and I continued on to the top of Nueve Puntas, a mountain about some 8,000 feet up. I will never forget my Nueve Puntas experience...the mountain, the fields and the people. (Besides, Robierto was quite cute!)


Make use of private health services—my family sure has. (I am convinced family traveling in close quarters can be hazardous to your health.) Our first health-related stop was in San Luis Potosí. One of my sisters—who asked to remain anonymous—threw a small, leather money pouch that hit me in the eye and caused bleeding in the iris. Realizing what had happened, she exclaimed, "It was supposed to hit her!" I pointed to the smallest of the bunch. After a few failed attempts, we found a hospital. The eye drops the doctor supplied helped to lessen my vision loss and the discomfort of my sister's heart.

As for hygiene, drink only purified water and wash all fruits and vegetables in soap water, rinse them and soak them in Microdyne solution. (Microdyne drops can be found in supermarkets and pharmacies.) Most importantly, however, eat what you feel comfortable eating. My family survived for the first two weeks on quesadillas!

So remember, relax, learn, have fun, and enjoy.

—by Jenny Murry

Hotels/Resorts



Proveedora Escolar

Oaxaca's biggest bookstore with
 Books for all occasions
 1001 Independencia Ave.
 Phone: 6-04-89 Fax 4-56-55

MASSAGE THERAPY ACUPUNCTURE

Gloria Verastéguí, L.A.C., R.M.T

- MENTAL, PHYSICAL RELAXATION •
- SCIÁTICA • HEADACHES • ARTRITIS
- BACK, NECK & SHOULDER PAIN •
- MUSCULAR STRESS • & MORE •

Trained in the US and Rep. of China

Matamoros #302-2 Appts: 4-31-14

Posada "Michelle"

- Fan •
- Television •
- Clean Bathrooms •
- Incredible Rates!!!!!!!!!!!!!! •
- Air Conditioned Accommodations •
- Eco-field trips on the Copalita River •



Huatulco

Tours

Kayak: \$150 pesos
 Canoe: \$140 pesos
 Departure: 10:00 am
 Return: 3:00 pm
 Includes Transportation

Just a step away from the bus station.

Join our ecological expeditions and explore a whole different world on our traditional boat tours on the Copalita River.

Reservations: call/fax 91 (958) 70538
 Gardenia lote #8 Mz. 34 Altos Sector "H"
 La Crucecita, Bahías de Huatulco, Oax. C.P.70988