
Mission: Doing Business in Mexico

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Published: 11/30/2009 - 05:19

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“The Trade Mission meeting I recently attended in Mexico City had to be the most educational and informative meeting I have ever attended.” said Charlotte Farmer, City Council member from San Angelo, TX. “My 25 years in banking, 16 years of Private Property Management and 6 years in City Government have been loaded with its share of meetings and education, however none have compared with this power speaker and information packed conference. Great job to all those who made this happen.”

The trade mission, hosted by the Chamber of the Americas (COTA) and Ports-to-Plains Alliance, held in Mexico City on November 10-12 was an intense, focused time to learn about Mexico and its economic and business relationships and opportunities.

The experience, network and hard work of Gil Cisneros, COTA President and member of the Ports-to-Plains Board of Directors, was able to bring together a unique and powerful mix of economic development professionals, large and small businesses and government officials. Where else can you go for three days and meet and learn from Microsoft Mexico; two federal Mexico Senators; the Director of Auto Transport, Secretaria de Comunicaciones y Transportes; Promexico; economic developers from Coahuila, Mexico City, Jalisco, Veracruz, and Nuevo Leon; U.S. Embassy in Mexico featuring both Commercial and Economic Sections; and professionals in the legal, accounting and cultural aspects of doing business in Mexico.

The Alliance was well represented by participants and presentations by Elizabeth Grindstaff, Assistant City Manager from San Angelo, TX on the “Current & Future Improvements to the Texas Pacifico Rail Lines” and by Joe Kiely, Ports-to-Plains Vice President of Operations on the “Opportunities Presented by the Ports-to-Plains Alliance Corridor”.

Take a second look at these opportunities. They open up a new world of opportunities and a greater network for your community.

“The mission was a great opportunity to see first hand the outstanding opportunities for our companies in our regions to do business with Mexico. We have been flooded with bad news stories from Mexico, but it was good to visit and see first hand what is truly happening on the ground and learn more about the great potential of increased trade for our communities. Gil and the Chamber of the Americas do a great job of showing that exporting and trade is not that complicated. It’s just a matter of building relationships and finding opportunities.”

Michael Reeves, President, Ports-to-Plains Alliance