

Trade Mission to Mexico

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Mexico City, Guadalajara and Monterrey | March 23-27, 2009

ABOUT THE MISSION

Pennsylvania's Center for Trade Development is partnering with the **Pennsylvania Hardwoods Development Council and Duquesne University's Small Business Development Center (SBDC)** for this valuable opportunity. Your business objectives for this mission are our primary concern. All scheduling of business appointments during the week are individualized so that you have the opportunity to meet those potential partners who are best suited to your company. You can join us for all or part of the mission. Call for more information.

You will receive:

- > Pre-arranged one-on-one business appointments with interested distributors, agents, etc.
- > Detailed information about each company provided in advance
- > Average of up to 3-5 meetings per day
- > Hotel reservations within the Commonwealth's block booking
- > Better understanding of the Mexican business culture
- > Services of the Commonwealth's representatives in Mexico
- > Follow-up assistance after the mission

REGISTRATION

- > **All participation agreements must be completed and returned with full payment (\$250.00) by February 17, 2009.**
- > Companies are responsible for all travel and business related expenses.
- > First 12 qualified companies will be accepted.

TRADE MISSION ITINERARY

- March 23-24** Business appointments in Mexico City; Travel to Guadalajara
- March 25-26** Business appointments in Guadalajara; Travel to Monterrey
- March 27** Business appointments in Monterrey
- March 28** Final appointments, then leave for PA

WHY THIS MARKET?

Since the implementation of NAFTA in 1994, exports from the United States to Mexico have tripled to more than \$136.5 billion in 2007. Mexico remains Pennsylvania's 2nd largest trade partner, with exports exceeding \$2.2 billion in 2007, an increase of 11.4% over 2006.

In the hardwood industry, Pennsylvania exported nearly \$1 billion in hardwood lumber, logs, furniture and paper products in 2007, 4% of which were exports to Mexico. Mexico is Pennsylvania's second largest buyer of paper, with \$29.6 million in sales. In 2007, Pennsylvania led the nation in hardwood lumber exports, \$6.3 million of sales which went to Mexico.

Other top exports to Mexico from the US include:

- > Electrical Apparatus
- > Vehicle Component Parts
- > Plastics
- > Computer Accessories
- > Semiconductors
- > Petroleum Products
- > Telecommunications Equipment
- > Industrial Supplies
- > Industrial Machinery



CONTACT

For additional information, contact:

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 Center for Trade Development
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 E-mail: cmummau@state.pa.us
newPA.com/trade

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PARTICIPATION AGREEMENT

Attention: Christa Mummau | Fax: 717.772.5106

A \$250.00 check must accompany this form.

Registration deadline is February 17, 2009.

Please make your check payable to the: "Commonwealth of PA" and forward with a copy of this agreement to:

Pennsylvania Department of Community and Economic Development
Office of International Business Development / Attn: Christa Mummau
400 North Street, 4th Floor
Commonwealth Keystone Building
Harrisburg, Pennsylvania 17120-0225

COMPANY NAME:		
ADDRESS:		
CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	
COMPANY CONTACT:	TITLE:	
E-MAIL:	WEBSITE:	

As a duly authorized representative of the above-named company, I have read, understand and agree to the following terms with regard to being a participating company in the Mission to Mexico:

- > No foreign produced items may be included, except items from foreign countries that have been processed or value-added in Pennsylvania.
- > The participating company must have an office and staff or manufacturing facility in Pennsylvania.
- > In the event the participating company withdraws from the Mission to Mexico, the participating company will be subject to forfeiture of the entire participation fee.
- > All participating companies must provide information on the results attained through participation in the Mission to Mexico to the Pennsylvania Department of Community and Economic Development. "Results" are current and future sales and dealings transacted as an outcome of participating in the Mission to Mexico.
- > Participating companies assume all risks of participation in the Mission to Mexico.

Authorized Representative (print)

Signature

Title

Date