

Edmonton Chapter Seminar “Doing Business in Mexico”

Nov 24, 2009 - Edmonton Chamber of Commerce , 6th Floor 9990 Jasper Ave, Edmonton, AB

8:30 am	Registration & Continental Breakfast	
9:00 am	Welcome & Opening Remarks	<i>Paulette Niedermier, Co-ordinator Alberta Chapter, IE Canada</i>
9:10 am	Mexico: Your Partner In Business Mr. Cortinas will provide an overview of the different aspects, including the business environment, commercial advantages, institutional framework, and infrastructure and industrial platform of Mexico.	<i>Mr. Miguel Cortinas, Consulate of Mexico, Calgary AB</i>
9:30 am	Strategic Approach to Reach Oil & Gas Opportunities in Mexico Mr. Moreno will provide the audience with strategies as to how to penetrate the Mexican oil and gas markets particularly for SME companies who possess unique and export-ready technologies. He will also introduce some of the services the Government of Alberta offers to Alberta based companies which may assist them to approach the Mexican market.	<i>Benigno Rojas-Moreno, Senior Trade Director, Energy Industries and Services Branch, International and Intergovernmental Relations, Edmonton AB.</i>
10:00 am	Success in Mexico: Trade Finance Solutions In this session, you will learn about letters of credit, bid and performance bonds, as well as the steps necessary to secure working capital if you are establishing a subsidiary in Mexico.	<i>Karen Fosado, Assistant Vice President, Trade and Supply Chain, Prairie Province Region, HSBC Bank Canada</i>
10:20 am	Refreshment Break	
10:30 am	TTS Sense Canada: The Successful Trajectory of a Canadian Company in Mexico In this session Michael Symchuk will share his company's challenges faced, lessons learned, and successes of doing business in Mexico.	<i>Michael Symchuk, President and CEO, TTS Sense, Edmonton</i>
10:50 am	Doing Business in Mexico: Air Cargo Transportation In this session you will hear about cargo trade between Alberta and emerging Mexican markets, opportunities within the air sector and challenges surrounding air cargo. Air cargo security will be reviewed and what Mexico and Canada can do to ensure trade continues to grow.	<i>Glen Vanstone, Director Air Cargo & Business Innovation, Edmonton International Airports, Edmonton, AB</i>
11:15 am	Trade and Customs—The Mexican Advantage During this high level session, in addition to learning about the basic customs import/export process, you'll discover how other Alberta companies are obtaining or maintaining their competitive advantage through the sourcing of manufacturing inputs or goods from Mexico or locating further manufacturing processes in Mexico to take taking advantage of lower labour costs and duty relief or deferral.	<i>Sue McDonald, President, Perseus Trade solutions, St. Albert, AB</i>
12:00 pm	Closing Remarks	<i>Paulette Niedermier, Co-ordinator Alberta Chapter, IE Canada</i>

Thank you to our sponsors:



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Registration Form

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