



# MEXICO

## Trade Mission to Mexico

March 12 - 16, 2018

### ACCELERATE YOUR EXPORT SALES!

Be a part of the VEDP's Trade Mission to Mexico and enjoy private, one-on-one meetings with prospective customers and partners. These well-planned visits are business meetings arranged on your behalf, with your input, to save you time and maximize your results.

### OPPORTUNITIES FOR VIRGINIA COMPANIES

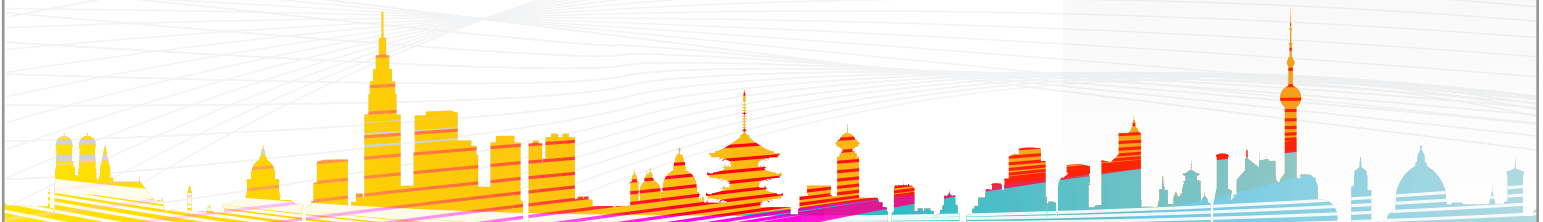
Virginia companies can take advantage of opportunities in the following key sectors in Mexico:

- **Transportation Infrastructure** - Shipping by air, land, sea and air passenger transport have experienced significant growth in Mexico. Opportunities include enhancing capabilities and lowering costs for trucking, ports, and distribution centers; logistics control; and security and safety assurance for passengers, cargo, and facilities. Mexico also has a large private aviation services industry and the second-largest business aircraft fleet in the world.
- **Telecommunications** - Reforms to the telecommunications industry have opened the sector to increased investment and growth. Mexico's access to and diversity of telecommunications infrastructure is expected to improve with more businesses and homes connected to the internet and value-enhanced mobile, telephone and web-based services.



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## OPPORTUNITIES FOR VIRGINIA COMPANIES (CONT.)

- **Energy** - Mexico's energy diversification has led to a greater number of players participating in the oil, gas and electricity sectors. Demand for a broad array of technologies and capabilities is becoming stronger. Oil and gas projects, previously open only to the national oil company PEMEX, opened to the private sector in 2015. For electricity, producers that previously worked through the Federal Electricity Commission or supplied to large consumers on a closed basis are expanding to compete with the dominant, state-owned supplier in supplying to the public.
- **Security and Aerospace** - Mexico cooperates closely with the U.S. on public security. While the country continues to work on improving its police and defense forces, the private sector has taken on much of the responsibility for protecting people and assets, both through private security firms or in-house security divisions. Mexico also has been the world's top destination for aerospace manufacturing investments in each of the last four years.

## TRADE MISSION DETAILS

**Dates:** March 12 - 16, 2018

**Fee:** \$2,500 (fee does not include airfare, lodging or meals.)

**Deadline to Register:** January 12, 2018

## CLIENT TESTIMONIALS

“As a result of the meetings in Mexico, we have been offered three bid opportunities. Without this trip, we would likely have not known about any of these opportunities. We feel this Trade Mission will lead to significant new business within the next 6 to 12 months.”

“This visit has given my company the opportunity to meet our distributors face to face, learn our competitor's position in the Mexican market and make direct contacts with a new potential customer base.”

“On this Trade Mission, we made connections in Mexico that we wouldn't have otherwise. VEDP's in-country consultant was absolutely phenomenal.”

