

MEXICO

PENNSYLVANIA'S TRADE REPRESENTATIVE



Efren Flores, Director

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DIRECTOR'S BIO

Efren started working as a contractor for Pennsylvania's Office of International Business Development in 1998. Since then, he had helped more than 570 Pennsylvania companies to establish business relations with Mexican companies. He has also actively participated in 14 trade missions to Mexico. Efren is specialized in the following industrial sectors: automotive, environmental, heavy machinery, telecommunications, security, medical, plastics and chemicals.

Efren's professional experience includes having worked part-time as a representative of the World Trade Organization for the Ministry of Economy, and full-time as a consultant on customs and free trade agreements for Arthur Andersen Consulting Mexico City.

OFFICE SCOPE OF SERVICES:

- Locating and pre-qualifying distributors, importers, representatives, customers and partners for Pennsylvania companies
- Providing Pennsylvania companies with a customized market research for strategically entering the Mexican market
- Identifying development projects in Mexico in which Pennsylvanian companies can participate
- Providing advice on current issues in Mexico, local business practices and solutions
- Arranging meetings with public sector and government and strategic companies
- Locating and pre-qualifying the best tradeshow and fairs to market Pennsylvania's products
- Representing Pennsylvania companies at business opportunity seminars
- Support on logistics for group and individual visits and trade missions of Pennsylvania companies to Mexico

RESEARCH TOOLS & FACILITIES:

- Specialized directories from professional associations, chambers of commerce and databases on the most industrialized states in Mexico, including federal and state commercial census data
- A close relationship with 24 Mexican state economic development entities to generate business opportunities
- Lists of exhibitors of the main trade shows in Mexico
- Essential information from U.S. Commercial Service Mexico City
- Access to harmonized code lists and market information from the Ministry of Economy
- Broadband internet access, internet videoconference, conference room, VoIP Communications

To obtain export assistance from our Authorized Trade Representative, contact:

Jana New, International Program Manager
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Office of International Business Development
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