

A TRADE WEBINAR SERIES: GETTING YOUR PRODUCTS THROUGH MEXICAN CUSTOMS

Sponsored by the UTPA Small Business Development Center

The UTPA SBDC *Trade* co-hosts a **FREE** Webinar Series with the U.S. Commercial Service (DOC) to increase your international sales! The series will cover the many challenges U.S. companies face when exporting their products to Mexico. U.S. exporters make numerous customs errors when shipping to Mexico, including mistakes in classification, valuation, NAFTA Certificate of Origin, documentation, packaging and labeling, and product marks impacting the company's bottom line!

Five Most Common Mistakes to Avoid for New Exporters to Mexico

Part 1 of 4

Date: Thursday, April 30, 2009

Time: 1:00 pm– 3:00 pm

Outline: Listen to firsthand experience from a Mexican customs broker and customs specialist about the most common mistakes to avoid. Save your company time and money by knowing what pitfalls to avoid and where to go for assistance.

Speaker (s): Lic. Rafael Pena, Customs Broker/ International Commerce Specialist, Director General of Grupo Ei; Laura Gimenez, U.S. Commercial Service Commercial Officer and Manuel Velazquez, Commercial Assistant, U.S. Consulate, Monterrey Mexico

Sending Samples to Mexico: Trade Shows and Temporary Imports

Part 3 of 4

Date: Thursday, June 25th, 2009

Time: 1:00 pm– 3:00 pm

Outline: Discuss temporary imports for manufacturing and for trade shows. Topics include such topics as: ATA Carnets, Temporary Admission Permits, & CBSA's International Events and Convention Services Program.

*Speaker (s) International Courier Company
Expert: TBD*

Essential Documentation for Exporting to Mexico

Part 2 of 4

Date: Thursday, May 28, 2009

Time: 1:00 pm– 3:00 pm

Outline: Take advantage of tariff-free exports by learning how to qualify your product as NAFTA-eligible, and learn about documentation requirements how to complete the NAFTA Certificate of Origin.

Speaker(s) Lic. Rafael Pena, Customs Broker/ International Commerce Specialist, Director General of Grupo Ei; U.S. Department of Commerce Export Documentation Specialist: TBD

Benefits of Leveraging Inbound Warehouses and Trading Companies (Comercializadoras) When Selling to Mexico

Part 4 of 4

Date: Thursday, July 30th, 2009

Time: 1:00 pm– 3:00 pm

Outline: Learn about the benefits of inbound warehouses and trading companies/ Comercializadoras in order to leverage your supply chain management and facilitate your exports to Mexico.

Speaker(s): Lic Leopoldo Prendes, Inbound Warehouse Specialist and Manager of ACCEL; Lic Adriana Arreola International Commerce Specialist, Director of Simplex (Trading Company)

FREE sessions by SBDC *Trade* for all new or existing clients.

Webinars are set live at UTPA Annex, Suite 160, 2412 South Closser, Edinburg TX.

RSVP (956)292-7535



Funded in part through a cooperative agreement with the U.S. Small Business Administration. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance. Assistance for the hearing impaired can be attained by calling the TDD at (956) 384-5071.