



The
**International
 Trade Association**
 of Greater Chicago

PROGRAM ANNOUNCEMENT

4610 North Kenton Avenue, Chicago, Illinois 60630-4020 U.S.A.

Tel: 773/725-1106

info@itagc.org

Fax: 773/725-2294

THE INTERNATIONAL TRADE ASSOCIATION OF GREATER CHICAGO

with



250 Lawyers | 16 Offices | 5 Countries



México
 Consulting Associates

Invite you to a luncheon program:

MEXICO NOW: NEW OPPORTUNITIES & CHALLENGES

Presentations by:

Rene Cobos Dommerque
 VP, Sales, Mexico & LatAm
 Livingston International

Ralph Biedermann
 Managing Director
 México Consulting Associates

Margarita Escalante
 Attorney
 Miller Canfield

Mexico is experiencing a major manufacturing renaissance that will represent a significant opportunity for Illinois manufacturers. Today the country is the largest exporter of cars and light trucks to the U.S., surpassing Japan in 2013 and on track to surpass Canada this year.

Between 2012 and May of this year, 11 new automotive assembly plants have been announced in Mexico compared to only 5 assembly plants in the U.S. and plant closings in Canada. In addition to the automotive industry, the appliance, off road equipment, aerospace and medical device industries are all driving a demand to localize more than \$50 billion of parts in Mexico.

Mexico is a superior manufacturing and assembly location for many U.S. manufacturers. It provides lower-cost, operationally viable factory solutions close to home, especially for higher-value engineered products and equipment with sensitive logistics considerations. Our speakers will provide insights from their unique perspectives on opportunities in the manufacturing sector as well as the legal and logistics considerations on operations in Mexico.

Wednesday, September 16, 2015

CARLUCCI ROSEMONT

6111 North River Road, Rosemont, IL

11:45 a.m. – Registration

12:00 p.m. – Luncheon Program

2:00 p.m. – Adjourn

ITA/GC Members and their guests - \$50 each; Non-members - \$75 each

Please Make Your Reservations Early: Contact the ITA/GC by **4:00 p.m., Monday, September 14**

Tel: 773/725-1106

rsvp@itagc.org

Fax: 773/725-2294

American Express, Discover, MasterCard and Visa are welcome.

A reservation is an obligation to pay: reservations not canceled 48 hours prior to the meeting will be billed.



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Please register me/us for the Sept. 18 luncheon program: **Mexico Now: New Opportunities...**

Name: _____ Title: _____

Company: _____

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Payment Method: Personal Check Corporate Check American Express Discover MasterCard Visa

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Please make checks payable to: **The International Trade Association of Greater Chicago**

Mail to: ITA/GC, 4610 North Kenton Avenue, Chicago, IL 60630-4020

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MEXICO NOW: ***NEW OPPORTUNITIES & CHALLENGES***

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SPEAKER BIOS



Dr. Ralph Biedermann is Managing Director of México Consulting Associates, an international market development firm. He has over 40 years' experience in the industrial, consumer, defense and aerospace fields. México Consulting Associates works with U.S. and Canadian companies to develop and implement manufacturing, marketing and distribution strategies for Mexico, Central America, the Caribbean Basin and China. Dr. Biedermann works on an on-going basis with major industrial parks, construction companies, contract manufacturers, shelter operators and professional service providers in Mexico. Previously, Dr. Biedermann was President of Brunswick International, Ltd., and Director of Corporate Relations for the Brunswick Corporation. Prior to that, he worked for Northrop, General Electric and Grumman Aerospace. He has served as Chairman of the Washington-based Committee for Production Sharing and Vice Chairman of the U.S. Government's Industry Sector Advisory Committee for Consumer Goods. He is a member of the American Chamber of Commerce of China, and a Board member and former President of the Mid America Chapter of the U.S.-Mexico Chamber of Commerce.



Rene Cobos is an International Trade Executive and Supply Chain professional working for Livingston International since 2006, he is now leading the commercial effort for Mexico and Latin America and has more than 20 years of experience in multicultural environments working in those countries. Prior to Livingston, he has worked in a variety of executive positions, in companies such as GE, KPMG, Abbott, PwC, JPMorgan and participated in multiple initiatives in the areas of International Trade, Customs Compliance, Special Trade Programs, Supply Chain, Inventory Control, Planning, Procurement and Technology. Also he has ample expertise in International Trade Regulations, Project Management, reengineering, startups, Facilities, Business integration and is Six Sigma proficient. He has managed profitability, growth, service, and operational improvement initiatives at companies across multiple industries including automotive, consumer products, pharmaceutical, industrial, chemical, construction, manufacturing, services, logistics services providers and telecommunications.



Margarita Escalante practices in Miller Canfield's Corporate Group and International Practice. She is licensed to practice in both Illinois and Mexico where she assists clients in corporate matters and commercial transactions, including contracts, mergers and acquisitions, financing, joint ventures and corporate issues. Ms. Escalante counsels clients in doing business in the United States and Mexico, including structuring and establishing their operations in these markets, covering aspects involving tax, labor, real estate and corporate matters. A native Mexican, Margarita is the first person to graduate from a joint law degree program of Instituto Tecnológico de Estudios Superiores de Monterrey (Mexico) and the University of Detroit Mercy School of Law, obtaining law degrees from both institutions simultaneously. Prior to joining Miller Canfield, Margarita worked at a Monterrey, Mexico-based law firm where she was involved in domestic and international transactions for well-known Mexican companies.