



4th Annual Inland Port Across North America (IPANA) Conference

Inland Port Across North America Conference (IPANA) is On the Move! Free Trade Alliance and NASCO are inviting you to the 4th Annual IPANA in Laredo, TX from February 25 - 27, 2008. **Early bird discount ends Friday, February 8!** [More..](#)



Mexico Group Meeting - Acuna & Del Rio, Amistad border: Where Border Means Bonding

Please join us on Friday, February 8 for the monthly Mexico Group Breakfast Meeting featuring special guests - Mayor of Del Rio, Efrain Valdez and Mayor of Ciudad Acuna, Evaristo Lenin Perez providing an update on border relations.

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Considerations when selling abroad

by Kyle Burns, President & CEO, Free Trade Alliance

So you have decided that the time is right for your company to venture into the world of international sales. Your reasons for this could be many, including: opportunities for increased revenue, being closer to your customers, increasing your economy of scale, or to fight of foreign competition, among other reasons. Now what? Once you have made the commitment to sell your product internationally, a myriad of checklists and choices await you, as do a large number of resources that want you to succeed.

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Alliance to premier new program - International Business Network

A good number of US companies are currently experiencing lower than expected growth rates and earnings. The smart companies are realizing that international sales can offset the weakness of the home market. Global minded companies are taking advantage that the falling value of the dollar is making American goods less expensive on world markets. As a result, tapping into the rapid growth of international markets is a sure fire way to compensate for sluggish sales at home. [More..](#)



Alliance Cultural Highlights of the Month - Brazil

Brazil for Business..and opportunities in Brazil. *Written by Bruce Flohr*

You are looking at the largest country in South America, with the largest population, and with Sao Paulo having 18 million inhabitants (second only to Mexico City in size). In fact, when flying from southern Brazil to the United States, when you leave the air space of Brazil, you are more than half way to the US. The total geographic area is comparable to the continental United States. Yes, Brazil is BIG in many ways, but in the 13 years that I have been doing business in Brazil, I find it also BIG in opportunities. So where do you start in discovering a

huge nation that is off most radar screens?

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A Community Salute to Our Wounded Soldiers

2nd Annual Fisher House Valentine's Buffet - Come out to support our troops and service members on February 13th!

The Fisher House Foundation is a non-profit organization based in Maryland. The foundation was started by the Fisher Family and has done a number of things to support our military. The Fisher's helped saved the USS Intrepid and are in part responsible for the cutting edge medical facility here at BAMC, the Center For the Intrepid. The Fisher Houses are set up to allow wounded and ill soldiers (active duty and retired) to have a free place to stay with their families while they get their treatments, and in many cases rehabilitate. The families can live for free at the Fisher Houses as long as needed without any worry of financial considerations.

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Business Development

Business China Executive Training Program

As part of the Specialized Global Business Professional Series, Business China Executive Training Program (BCETP) is organized jointly by The International Trade Center, Free Trade Alliance and UTSA College of Business Liu's Family Foundation - March - April 2008. [More..](#)



January Mexico Group

Free Trade Alliance kicked off the first Mexico Group Breakfast of 2008 with a visit and presentation by Hector Camacho of North American Development Bank. He gave an overview of 2007 and a glimpse into 2008 of how the banking industry and markets were going to trend within the US and Mexico relationship and how each will impact the other. [More..](#)



Foreign Investment



Alliance promotes IBDC Program in Mexico City

As part of the IBDC marketing efforts in Mexico, Mr. Noel Olguin, IBDC Program Director, traveled to Mexico City to promote the International Business Development Center (IBDC).

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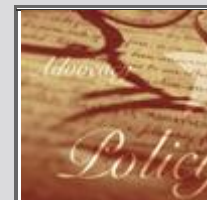
IBDC Company Profile: ORIGO Solutions, Inc.

ORIGO Solutions, Inc. is an IT company with leadership on enterprise solutions and software development. ORIGO develops, designs, implements and manages customized technology solutions fast and accurate, using innovation to achieve competitive advantage and pragmatism to meet short-term goals of your business. Their IT services are practical in their application and accurate in their short and long term effectiveness. [More..](#)

Policy & Advocacy

Free trade agreement with Peru gets approval from Senate

On December 7, 2007, the United States and Peru reached a consensus on a free-trade agreement. Exports by U.S. firms to all the Andean nations totaled \$8.3 billion in 2004. This bilateral and regional trade will help promote stability and growth abroad. Plans on bringing other Andean countries including Colombia and Ecuador are underway. [More..](#)



Membership



New Member Profile: PlainsCapital Bank

Since 1988, PlainsCapital Corporation has experienced phenomenal growth in the highly competitive financial services industry. Today, with primary locations in Austin, Dallas, Fort Worth, Lubbock and San Antonio, PlainsCapital builds solid, long-term relationships with its customers throughout Texas to help them achieve financial success. PlainsCapital's diverse service offering, backed by the strength of PlainsCapital Bank with over \$3 billion in assets,

positions the holding company as one of the largest independent financial services companies in Texas.

[More..](#)



Welcome to Our International Network!

The *Alliance* would like to formally welcome our new members and also thank those individuals and companies that have renewed their membership for another year. We look forward to serving you in 2008!

[More..](#)



Alliance Member Connections: Exclusive Publicity for Members

As always, Free Trade *Alliance* is consistently looking for ways to maximize membership benefits. As such, the *Alliance* is proud to announce a new service available to Corporate members and above. Members can now use the **Alliance Member Connections** e-broadcasts to promote international-related news, information, events and programs.

[More..](#)

Events



Texas Connecting With Africa - Lunch Symposium host by the Africa Texas Chamber of Commerce - 2/7/2008 [More..](#)



Mexico Group Meeting - Acuna & Del Rio, Amistad border: Where Border Means Bonding - 2/8/2008

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4th Annual IPANA Conference - Feb. 2008 - 2/25/2008

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Business Spain 2008: Discover trade and investment opportunities with Europe's Rising Star - 2/28/2008

Organized by The City of San Antonio - International Affairs Department and the Friends of the Canary Islands Office [More..](#)



Luncheon with Guest Speaker H.E. Ambassador M.A. Fdez. de Mazarambroz, "Spain in the European Union: A Success Story" - 2/29/2008

Hosted by Friends of the Canary Islands in association with the World Affairs Council of San Antonio [More..](#)



Panel Discussion - Renewable Energy: What the Future Holds - 2/29/2008

Hosted by Friends of the Canary Islands in conjunction with the UTSA - Mexico Center [More..](#)



VII Syposium - Guest speakers from the Canary Islands, Spain, Texas and Mexico on a variety of topics of interest - 3/1/2008

Hosted by Friends of the Canary Islands in collaboration with UTSA [More..](#)



Expo Manufactura in Monterrey, Mexico - 3/6/2008

EXPO MANUFACTURA, March 6-8, 2008, in Monterrey provides access to Mexico's largest audience of manufacturing buyers. Exhibiting as part of the USA Pavilion at EXPO MANUFACTURA coupled with the Gold Key Partner Search Service is a proven way to access this lucrative and growing market. [More..](#)



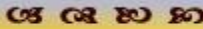
2008 Texas Trade & Recruitment Mission to South America - Rio de Janeiro, Brazil and Bueno Aires, Argentina - 3/8/2008

The Office of the Governor, Economic Development and Tourism Division invites you to join them as they market Texas to Brazilian and Argentine business leaders on a "Business Recruitment & Trade Mission" from March 8 - 15, 2008. [More..](#)



Business China Executive Training Program - 3/25/2008

As part of the Specialized Global Business Professional Series, Business China Executive Training Program is organized jointly by The International Trade Center, Free Trade Alliance and UTSA COB Liu's Family Foundation - March - April 2008. **NEW!** [More..](#)



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San Antonio



The Chamber
Your Regional Business Partner



SAN ANTONIO ECONOMIC
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