

News Briefs

January 2008



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

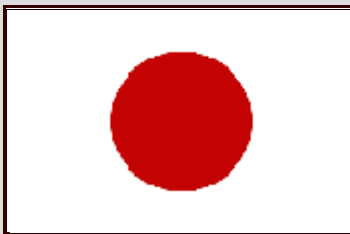
Inland Port Across North America Conference (IPANA) is On the Move! Free Trade Alliance and NASCO are inviting you to the 4th Annual IPANA in Laredo, TX from February 25 - 27, 2008. **Register now for the early bird discount!** [More..](#)



Should I take my business global?

by Kyle Burns, President & CEO, Free Trade Alliance

As San Antonio continues to grow its global presence through trade, many businesses have to consider, some for the first time, whether or not to take their business global. Depending on your business this could mean buying or selling abroad, or both. In this first article in a series, which will examine the many challenges and opportunities in conducting international business, I will address some of the common reasons for venturing abroad and considerations you should examine to determine how they fit into your overall strategic plan. [More..](#)



Alliance Cultural Highlights of the Month - Japan

If you are doing business with Japan and do not understand proper etiquette and protocol, you may be jeopardizing your chances of success. Even in modern and westernized cities like Tokyo, Japan still remains a country in which the code of social conduct is important and formal. Knowing and acting in proper behavior may be your first step to success in conducting business in the land of the rising sun. [More..](#)



Alliance Honors Supporters at Annual Membership Mixer

Free Trade Alliance hosted its Annual Membership Mixer as a way to say thank you to all of its members and the Board of Directors on December 10, 2007. Mr. Arthur Emerson, Chairman of the Executive Board and Mr. Kyle Burns, President and CEO of the Alliance welcomed over 100 guests to this annual holiday event at the Plaza Club. [More..](#)

Business Development

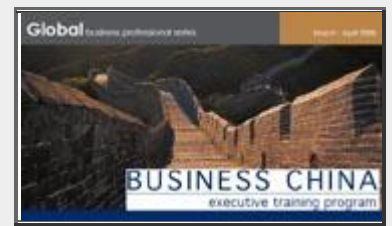
Mexico Group Meeting: "North American Development Bank: Future Trends"

Join us on January 11 for the monthly Mexico Group breakfast meeting to hear Mr. Hector Camacho, Deputy Managing Director at North American Development Bank speak on the future trends of the lending and banking industry. [More..](#)



Business China Executive Training Program

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 College of Business Liu's Family Foundation - March - April 2008. [More..](#)



Foreign Investment



2008 IBDC Marketing Trips to Mexico

Free Trade *Alliance* San Antonio has tentatively scheduled four IBDC marketing trips to Mexico. The purpose of these trips is to promote the IBDC Program and meet with current and prospect companies. [More..](#)



IBDC Company Takes on New Project - GolfAhoy.com

JPT Enlace Internacional, a participant in the IBDC Program since January, 2007 takes on new project by becoming an authorized travel agent for golf and luxury spa cruise vacations for GolfAhoy.com. [More..](#)

Policy & Advocacy

Cross-Border Trucking Update

Administration's move angers foes in Congress
By David Washburn, UNION-TRIBUNE STAFF WRITER

The Bush administration will continue to operate a controversial, cross-border trucking program despite language in the \$555 billion appropriations bill signed by President Bush yesterday aimed at eliminating the program's funding.

[More..](#)



Membership



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

**Sales Opportunities in Mexico's Manufacturing Heartland, 1 pm ET/ Jan. 7 Webinar - 1/7/2008**

Mexico imports \$120 billion from the US annually, and 54% of it is bought by Mexico's manufacturing sector. Monterrey alone is home to more than 13,000 manufacturers. This webinar provided by the U.S. Commercial Service is for US industrial equipment and machine tool suppliers. [More..](#)

**Mexico Group Meeting: "North American Development Bank: Future Trends" - 1/11/2008**

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**Import Basics Seminar - 1/17/2008**

The International Trade Center invites you to attend an Import Basics Seminar on Thursday, January 17th from 9 am to 11:30 am. [More..](#)

**Export Basics Seminar - 1/18/2008**

The International Trade Center invites you to attend an Export Basics Seminar on Friday, January 18th from 9 am to 11:30 am. [More..](#)

**"Texas Connecting With Africa" Lunch Symposium host by the Africa Texas Chamber of Commerce - 2/7/2008 [More..](#)****Mexico Group Meeting - 2/8/2008 [More..](#)****4th Annual Inland Port Across North America (IPANA) Conference - Feb. 2008 - 2/25/2008**

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. **Register now for the early bird discount!** [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..](#)

**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 College of Business Liu's Family Foundation - March - April 2008. **NEW!** [More..](#)



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