



## News Briefs

May 2008



### **9th Annual Congressional Free Trade Forum: May 30, 2008**

Join us as we discuss from the impact of the modern global economy on the US to NAFTA renegotiations. Topics will include global economy, trade promotion authority, free trade agreements, NAFTA renegotiation, border fence, workforce competitiveness/immigration. [More..](#)



### **Alliance Launches TradeLeads Program**

As more businesses seek to expand their business outside of the United States, we have received an increase in requests to assist in locating viable trade leads. In response, the Alliance is pleased to announce that we are launching a TradeLeads program designed to work closely with you to locate and qualify buyers and sellers of goods and services. The process starts with a consultation so that we define the scope and fit of your project. Through this process we work to understand your needs and determine if we are the best resource for your particular project. [More..](#)



### **Alliance Business Professional Spotlight - Lorena O. Guillen**

A bi-monthly column featuring distinguishing business professionals in the international business community. May's issue features Lorena O. Guillen of GrassRoot Imports, Inc.

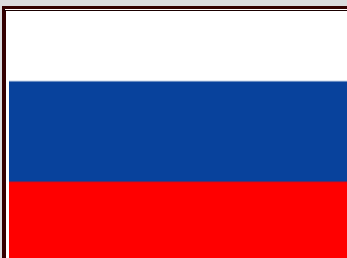
Lorena O. Guillen, who works as the right hand of GrassRoots owner Peter Markwardts, joined the company as the sole employee in 1998. Born and raised in San Luis Potosi, Mexico, Lorena began her career managing GrassRoot's original small San Antonio furniture store housed in a little 1,000 sq ft cottage in Alamo Heights after her educational career in London and Chicago. The idea of Armoires and Accent started in 1993 when the Mr. Markwardt, a San

Antonio native, recognized a niche market and traveled around the world to hand pick unique and antique furniture and accessories and shipped them back to sell at his San Antonio store. [More..](#)



### **Job Opening! International Policy and Advocacy Coordinator Position Available**

Free Trade Alliance San Antonio is seeking qualified candidates for the position of Coordinator, International Policy and Advocacy [More..](#)



### **Alliance Cultural Highlights of the Month - Russia**

As the largest country in the world, Russia has a rich culture and identity have been shaped by its distinguished history and vast geography. After decades of communism, Russia continues to evolve politically and economically. While Russia's economy had been heavily dependent on its vast raw materials, oil and gas, Russia's growing consumer economy and the improvement in the country's financial position in recent years have been drawing many businesses and investors' attention. In order to conduct business successfully in Russia, there are some important issues to keep in mind before entering into a business transaction with the country. [More..](#)

Beijing 2008



### **Beijing Olympics may affect US imports**

According to a recent transportation and trucking news source, the Chinese government issued a mandate to close factories in and around Beijing and Shanghai in order to reduce pollution for the 2008 Summer Olympics in China. The closures which will be enforced during mid-July to mid-September are among several measures China is taking to clean up its pollution in order to positively showcase the country as all eyes will be on China. [More..](#)

## **Business Development**

### **April's Mexico Group**

Rob Barnett, Mario Melgar & Joe Newton from Cacheaux, Cavazos & Newton presented a full-length report on Mexico and the trends and challenges of the U.S. / Mexico business relationship. A very engaged audience of forty attended the monthly breakfast that was co-chaired by Roberto Espinosa of Northwestern Mutual Financial Network and Aracely Garcia-Granados of MATT.org. [More..](#)



### **FIESTA WARM UP - Alliance Mixer in April**

Over 100 members and friends of the Alliance gathered at Armoires & Accents on Sunset Avenue in welcoming the Chinese Chamber of Commerce into the San Antonio community. President & CEO of the Alliance, Kyle Burns, officially welcomed Ms. Yan Yan and her team from the Chinese Chamber with a few remarks at this quarterly event of the Free Trade Alliance. [More..](#)



### **April's IBN Luncheon**

The IBN held its second lunch program on April 16<sup>th</sup> and attracted 35 attendees. With such a diverse turnout, the IBN continues to serve as a regular forum for international professionals to meet, discuss and share information on current international business issues. [More..](#)



## **Foreign Investment**



### **IBDC Training Seminars**

With great success we conducted the first half of our 2007 Spring IBDC training workshops. The seminars took place at the IBDC Conference Room, located at 485 Quentin Roosevelt Rd., Suite 607, San Antonio, Texas 78226, on April 17 & 18, 2008. More than eight presentations were given during the two-day series. [More..](#)



### **Alliance promotes IBDC Program in Monterrey, Mexico**

The Free Trade Alliance San Antonio traveled to Monterrey, Mexico to promote the International Business Development Center (IBDC). [More..](#)



## **IBDC Company Launches New Product**

Rostros de Mexico, LLC's a company participant in the IBDC Program, has recently launched new products to be sold in the US market. [More..](#)

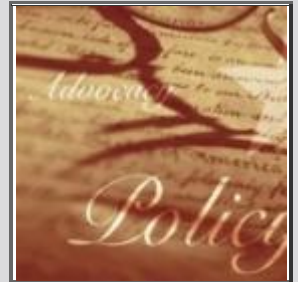
## **Policy & Advocacy**

### **US Chamber of Commerce to Push for Colombia FTA**

Chamber Plans Massive Push for Colombia FTA  
Uschamber.com Magazine - April 9, 2008

The U.S. Chamber of Commerce has launched a multi-million dollar grassroots and advocacy campaign to gain congressional approval of a trade promotion agreement with Colombia. The Chamber-led Latin American Trade Coalition and the Chamber's trade education arm, TradeRoots, will lend support to the nationwide campaign, which will focus on getting out the story on the benefits of trade, and in particular, the Colombia agreement...(read full story)

[More..](#)



## **Membership**



**New Member Profile: 9-1-1 Air Charter** Since 1999, *9-1-1 Air Charter* has been committed to providing thousands of Best-In-Class charter experiences to Customers around the globe. This concept of "Best in Class" is lived out daily in our conversations and how we operate. Monthly we celebrate the legendary stories where we creatively and consistently exceed our Customer's expectations with Beyond Door-to-Door• Eservice. [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..](#)

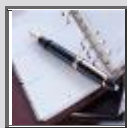
## **Events**



**RFID at work - 5/29/2008** The San Antonio Manufacturers Association Presents RFID AT WORK: Enabling Process Visibility & Productivity Improvement [More..](#)



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**The NASCO Conference 2008 - 6/4/2008** Join NASCO at the conference for the latest information and dialogue about trade and transportation issues throughout North America at the Nasco Conference 2008 - Moving North America Forward on June 4 - 6 in Guanajuato, Mexico. [More..](#)



**Business Summit 2008 - 6/6/2008** Hosted by the Hispanic Chamber of Commerce, "¡Adelante con su Negocio!" is a community forum with experienced business leaders, educators and supplier diversity personnel addressing issues about strengthening your business to generate a greater leverage of success, increase credit and borrowing ability, developing relationships to secure contracts with public and private organizations, and receiving technology training. This Hispanic Chamber initiative informs attendees on the rules of business, identifies the players and gives them the knowledge to plan their next move. [More..](#)



**Mexico Group Meeting featuring Al Tomita - Asociación de Empresarios Mexicanos - 6/13/2008** [More..](#)



**International Business Network (IBN) - 6/18/2008**

The Alliance invites you to participate in a new program series, the [IBN](#) . The [IBN](#) is a group of business professionals who come together for lunch to learn, listen, discuss and share their international experience. The group serves as a valuable resource for individuals seeking international assistance and/or opportunities.

[More..](#)



**30th Annual S.A. to D.C. Trip - 6/22/2008** This June 22-25th the Alliance is leading an international trade issues team as part of the 30<sup>th</sup> Annual SA to DC trip coordinated by the Greater Chamber and the San Antonio Hispanic Chamber of Commerce. For the past three years, an average of 100 business and civic leaders have traveled to DC to meet with federal legislators, military leaders and administration officials to thank them for their service, discuss important business issues and express the needs of the San Antonio community. [More..](#)



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