



NEWS RELEASE

PRESS OFFICE

Release Date: March 3, 1999

Release Number: 99-13

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Internet Address: www.sba.gov/news/

SBA ADMINISTRATOR ALVAREZ TO LEAD SMALL BUSINESS TRADE GROUP TO MEXICO

Growing economy sees U.S. exports triple to this 'Gateway' nation

WASHINGTON – U.S. Small Business Administration (SBA) Administrator Aida Alvarez is preparing to lead next week nearly 30 small business representatives to Mexico, whose growing economy has positioned that nation as the second largest market for U.S. manufactured products. These small firms represent industries with excellent export potential, including furniture, medical supply and computer manufacturing. Many of these U.S. small businesses are new to exporting.

The trade mission, formally designated as the U.S.-Mexico Small Business Connection: Trade & Investment Mission, is being cosponsored by SBA, Nacional Financiera (NAFIN) and Secretaria de Comercio y Fomento Industrial (SECOFI) in cooperation with the U.S. Department of Commerce and the U.S. Trade Center in Mexico City. This trade mission, organized by the SBA, provides small business owners with an opportunity to explore their options by allowing them to work first-hand with Mexican businesses as well as government and financing agencies.

“Mexico serves as an excellent gateway for first-time U.S. exporters who may be considering expansion to the Latin American or Caribbean markets,” said Administrator Alvarez. “The value of Mexico as a vital economic partner is reflected in the rapid growth in trade. Since 1987, U.S. exports to Mexico have tripled and in 1997 trade between our two countries accounted for nearly \$160 billion. It’s a door of opportunity that’s wide open.”

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Administrator Alvarez and the participants will arrive in Mexico City on March 7 and immediately begin a series of high-level meetings with Mexican and U.S. government officials, industry experts and business executives. Four days later, the group will participate in similar exchanges in Guadalajara, before returning to the U.S. on March 12.

Organizers describe the trade mission as full of enormous opportunities for U.S. companies. Working closely with the U.S. Embassy and the U.S. Department of Commerce, the SBA has pre-screened and pre-arranged many of the appointments. In addition, they have carefully identified the sectors considered the “best prospects” for exports to Mexico. They include wood furniture, construction materials, computers and peripherals, plastics and medical supplies, as well as processes linked to the fabrication of metal products, water treatment and the disposal of industrial waste.

Mexico’s domestic production is highly dependent on imported components, raw materials and capital goods, and more than 75 percent of these come from the United States. This trade mission is structured to strengthen commercial and investment ties and expand dialogue between the two nations. It will also bring together entrepreneurs of both nations to develop trade, investment and other bilateral partnerships.

According to recent statistics, firms that export experience 20 percent faster employment growth and are nine percent less likely to go out of business than non-exporting firms. Small firms employ more than half the workers involved in exporting and account for 30 percent of the dollar value of exported products.

A list of participating businesses is attached.

For more information on this trade mission, call 1-800-U-ASK-SBA or visit SBA’s web site at <http://www.sba.gov/oit/trademissions/mexico>.

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Participating Businesses
in
U.S. – Mexico Small Business Connection:
1999 Small Business Trade and Investment Mission
March 7 – 12, 1999

Acrow Corporation
396 Washington Avenue
Carlstadt, NJ 07072
Carlos A. Meza
201-933-0450

Delta Computer Solutions
275 Fifth Street
San Francisco, CA 94103
Steve Ike, Bassam Abdallah
415-495-4005

H&W Plastics
2750 Griffith Drive
Bowling Green, KY 42101
Robin Hunt
502-781-2717

Ideal Tools
5615 South Claremont Avenue
Chicago, IL 60636
Eric Sund
773-476-1080

Roger and Sons Construction, Inc.
4715 Euclid Street
East Chicago, IN 46312
Rogelio Zepeda,
Cristina Zepeda, Robert P. Nylen
219-397-8819

Jordan Diversified Services
1095 Walters Street
Columbus, OH 43201
Ray Jordan
614-294-7552

Projectech
P.O. Box 547
Bowling Green, KY 42104
Janet Henderson
502-842-0103

Ion Engineering, Inc.
8400 Blanco Road, Suite 101
San Antonio, TX 78216
Luis C. Portillo
210-349-0772

Tripp Lite
1111 W. 35th Street
Chicago, IL 60609
Homero Ayala
773-869-1203

Compu-Base, Inc.
4394 Southview Lane
Doylestown, PA 18901
Jose Nunez
215-722-5440

Virtual Technology Initiatives, Inc.
6934 Mayfair Terrace
Laurel, MD 20725-1318
Michael Tillery
703-852-0566

Gallet & Associates
320 Beacon Parkway West
Birmingham, AL 35209
Ron Mathis
205-443-5235

F.E.M. Engineering, Inc.
5757 W. Century Blvd., Suite 512
Los Angeles, CA 90045
Dr. Ali Nezhad
310-649-4991

ComPro Systems
7798 Jessup Road (Rt. 175)
Jessup, MD 20794-9476
Om P. Bansal
410-799-9600/301-596-1770

ECI Computers, Inc.
70 East 3750 South
Salt Lake City, UT 84115
Benito Rodriguez
801-265-8500

Axes Technologies, Inc
14333 Proton Road
Dallas, TX 75244-3512
Raul Garcia
972-991-2900

McAfee Tool & Die, Inc.
1717 Boettler Road
Uniontown, OH 44685
Gary McAfee
330-896-9555

RAMAR Corporation
3430 E. Flamingo Road, Suite 348
Las Vegas, NV 89121
Raul Martinez, Miguel A. Vega
702 458-6000

Medical Sales International Corp.
3220 N Street, Suite 107
Washington, D.C. 20007
Edward Giles
202-337-1776

Biocare Labs, Inc.
5401 West 65th Street
Bedford Park, IL 60638
Ali N. Syed, Curtis Davis
708 496-8657

Renaissance Information Systems, Inc.
6905 Rockledge Drive, Suite 600
Bethesda, MD 20817
Carlos G. Rivera
301-896-9792

Chausse Mfg./Ortiz F LLC
4001 Spur Hill Drive
Bloomfield Hills, MI 48304
Marta Kelly, Armando Ortiz, Regis Bowers
248-723-1622

Action Capital
230 Peachtree Street, N.W., Suite 810
Atlanta, GA 30303
Betty Vaughn
404-524-7767

Touch Response Services
2855 Telegraph Avenue, #302
Berkeley, CA 94705
Pauline Moreno, Debra Lobel
510-845-0829

Southwest Machine
11865 Forestgate Drive
Dallas, TX 75243
Fred Cardona
214-972-4373

Danair, Inc.
1150 East Acequia Street
Visalia, CA 93278-3898
Mark Hayward
209-734-1961

Earthforms International, Inc.
18582 Beach Blvd., Suite # 212
Huntington Beach, CA 92648
Luis Calderon, Lucila Calderon
714-964-4664

Stanbio Laboratory, Inc.
2930 East Houston Street
San Antonio, TX 78202
William R. Pippin, Alberto E. Blanco
210-222-2108