

# MISSOURI

DEPARTMENT OF ECONOMIC DEVELOPMENT

Join **Missouri Department of Economic Development**  
and **Kansas City International Affairs & Trade Office** on a

## Trade Mission and Trade Show

to Guadalajara and Monterrey, Mexico

**March 7-15, 2007**

A great opportunity for your company to build export potential, through one-on-one meetings with prospective business partners.

**Who Should Participate?** Aircraft and Parts  
Airport and Ground Support Equipment  
Automotive Parts & Equipment  
Computers, Software and Peripherals  
Electronics and Electronics Sector  
Medical Equipment  
Electrical Power Systems  
Logistics/Transportation  
Pollution Control Equipment and Services  
Renewable Energy Equipment  
Safety and Security Equipment  
Machine Tooling Services  
Plastics and Injection Molding

Guadalajara is well-known as “the Mexican Silicon Valley,” with such high-technology companies as General Electric, IBM, Intel, Hitachi, Hewlett Packard. The production of food processing, furniture manufacturing, plastics manufacturing, auto parts manufacturing and jewelry manufacturing is another important economic development activity for the city.

Monterrey is a modern industrial and business center and is earning the ranking as the third best city to do business in Latin America. As a result of its strong steel industry, it is often called “the Pittsburgh of Mexico”. In addition, the city has prominent positions in sectors such as cement, glass, auto parts, and beer.

### Exports Sustain Thousands of Missouri Businesses

A total of 4,746 companies exported goods from Missouri locations in 2004. Of those, 3,909 (82 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees. Small and medium-sized firms generated over one-fifth (23 percent) of Missouri's total exports of merchandise in 2004.

Source: *Exporter Data Base, International Trade Administration and Bureau of the Census.*

### Exports Support Jobs for Missouri's Workers

Export-supported jobs account for an estimated 5.5 percent of Missouri's total private-sector employment, or one of every 18 jobs. One-sixth (16.2 percent) of all manufacturing workers in Missouri depend on exports for their jobs. (2001 data are the latest available.)

Note: Export-related jobs estimates include only jobs supported by exports of manufactured goods; jobs generated by exports of services and jobs sustained by direct exports of products from other non-manufacturing sectors (e.g., mining and agriculture) are excluded. Consequently, the numbers understate the total employment impact of exports on the U.S. economy.

Source: *State Export-Related Employment Project, International Trade Administration and Bureau of the Census.*

### What is the infrastructure Missouri has for supporting Missouri's growing export industry?

- Five major railroads serve Kansas City making it the largest rail hub in the nation in terms of volume. With 90 miles of track in the metro area, all under centralized traffic control, the Kansas City Terminal Railway Co. coordinates the efficient movement and interchange of rail traffic for the more than 300 trains arriving or departing Kansas City each day.

- Kansas City has:
  - The largest rail center, by tonnage (Four class I railroads – KCS, BNSF, UP & Norfolk Southern)
  - The third largest trucking center in the nation
  - (KC has 3 interstate highways – I-35, I-70, I-29 and soon to be a fourth with Highway 71 becoming I-49)
  - Largest navigable waterway (Missouri/Mississippi River system)
  - Most air cargo in a six state region
  - Most foreign trade zone space in the U.S
  - Most underground warehouse space in the U.S

Join the ...



And the  
The Kansas City MexiPlex

## Mexico Trade Mission

Dates: March 13-15, 2007

Cintermex, Monterrey, Mexico

Please complete and fax to: Mark Wine at (573) 526-1567 by January 19, 2007.

By mail to: P.O. Box 118, 301 West High Street, Room 720, Jefferson City, MO 65102

### Participant Registration

Company Name \_\_\_\_\_

Primary Delegate \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

E-mail Address \_\_\_\_\_ Website \_\_\_\_\_

Office Phone \_\_\_\_\_ Mobile Phone \_\_\_\_\_

- |   |   |
|---|---|
| <input type="checkbox"/> Trade Mission to Guadalajara & Monterrey<br>\$895.00 | <input type="checkbox"/> Trade Mission in single city<br>\$595.00             |
| <input type="checkbox"/> Trade Show Exhibitor in Monterrey<br>\$1395.00       | <input type="checkbox"/> Each additional person from same company<br>\$195.00 |

Please make checks payable to: [International Promotional Trade Revolving Fund](#)

Other Delegation Members (please list): \_\_\_\_\_ Titles(s): \_\_\_\_\_

### Partner Information

What type of a business relationship is your company seeking to establish on this mission?

Agent  General Importer  Direct Sales to End User  Distributor

JV/Strategic Alliance  Technical Exchange  Manufacturer's Representative

Other (please specify) \_\_\_\_\_

Do you currently export to Mexico?  Yes  No

Describe in detail the specific products or services you wish to promote: \_\_\_\_\_

Describe in detail the types of firms with whom you would like to meet: \_\_\_\_\_

Do you need a translator? (Applies only to Trade Package Participants)  Yes  No

Do you currently have representation in Mexico?  Yes  No

Please list specific companies, if any, you would like to meet: \_\_\_\_\_