

International Clean Transportation Corridor

LATIN AMERICAN TECHNOLOGY INITIATIVE (LAT)

Final Technical Report

Alternative Fuels Trade Mission to Monterrey, Nuevo Leon, Mexico

April 12 - 14, 2000

Work performed under DE-PS01-99EE10649
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Submitted by
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Office of Intellectual Property Law
DOE Chicago Operations Office
Aug 9 2002
Date

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The Alternative Fuels Trade Mission to Monterrey, Nuevo Leon, Mexico represents the culmination of the Latin America Technology Transfer Grant work and as such, incorporates the full array of program elements.

This report explains why Monterrey was chosen for the site of the Alternative Fuels Trade Mission, identifies some of the opportunities and challenges for U.S. businesses in Monterrey, identifies useful resources for U.S. companies doing business in Mexico and details the process, execution and results leading of the Trade Mission.

The principal focus of the Latin America Technology Transfer grant program was to:

- 1) Identify and develop a data base of contacts at the federal, state and local levels in both Mexico and the U.S. that would be involved in, related to, or benefit from increased use of alternative fuels in Monterrey, Nuevo Leon. These contacts included local and federal government agencies, local organizations and U.S. businesses in the alternative fuel field and a sample of Monterrey fleets that would be likely to benefit from the use of alternative fuels;
- 2) Provide outreach about the technical aspects and benefits of alternative fuels to the agencies and businesses identified in step one; and
- 3) Create and conduct a trade mission of U.S. businesses to Monterrey which would:
 - a. provide U.S. companies in the alternative fuels industry with an understanding of the Monterrey market; introduce U.S. alternative fuel suppliers and manufacturers to targeted heavy- and medium-duty fleets, trade associations, and government entities in Monterrey;
 - b. introduce these U.S. companies to tools and resources to aid them in promoting their technologies in Monterrey and other parts of Mexico; and
 - c. educate Monterrey fleets, trade associations and government agencies about the economic and environmental benefits of alternative fuels.

Background

The city of Monterrey possesses a variety of unique characteristics that makes it an ideal candidate for outreach and education of the benefits and uses of alternative fuel technologies.

Location

Monterrey is not only the capital of Nuevo Leon, but is also our southern neighbor's third largest city, (pop. 4 million). The city is centrally located at the crossroads of superhighways 85 and 40 and is only 150 miles south of the U.S./Mexico border in Laredo, Texas. Mexican Highway 85 connects directly to U.S. Interstate 35 at this border. These two highways form the backbone of the "NAFTA Superhighway", as it is called in the U.S. or the "Pan American Highway", as it is known throughout Latin

America. For decades, this has been a major trade artery, ultimately connecting Tierra del Fuego, Argentina with Manitoba, Canada.

Route 40 connects Monterrey with Saltillo, Coahuila to the west and the Reynosa, Tamaulipas/McAllen, Texas border to the east. This is another route with major trade importance as, the city of Saltillo, approximately an hour's distance, is a major *maquiladora* or assembly plant center for the U.S. auto parts industry.

Key Industrial and Distribution Center

Monterrey has long been considered to be the industrial center of Mexico and is home to over 13,000 manufacturing companies, a good number of which are U.S.-owned firms. Because of this industrial foundation, the City's proximity to the United States, and its location at the center of major rail and highway junctions, Monterrey also holds the title of distribution center of northern Mexico.

The vast majority of truck traffic traveling throughout the area is involved in transporting unfinished materials from the border to the Saltillo *maquiladoras* and Monterrey companies and then returning finished goods to the United States. Monterrey's economy is quite obviously very dependent upon the movement of goods, the majority of which is transported via heavy-duty diesel trucks.

Large Volumes of Heavy-duty Commercial Truck Traffic

The cities of Laredo, Texas/Nuevo Laredo, Tamaulipas are the only U.S./Mexico border cities strategically positioned at the convergence of all land transportation systems. Mexico's principal highways and railroads converge at Laredo to meet two U.S. rail lines, Interstate 35 and several smaller highways which provide access to the seaports of Houston and Corpus Christi.

Due to this accessibility, the port of Laredo/Nuevo Laredo is the U.S.'s third largest inland port and the largest in Texas by value of throughput. The port processed \$30 billion of the nation's exports to Mexico by truck and rail (excluding air or sea borne shipments) and an additional \$35 billion dollars in Mexican imports for a total of \$65 billion dollars in goods in 1999.

This activity translates to high volumes of heavy-duty commercial traffic. In 1999 alone, the total number of loaded trucks crossing the Laredo border was approximately 1.6 million, representing a 10% increase over the previous year's traffic and a whopping 81% increase since 1995. According to the Laredo Development Foundation, this represents 51 percent of total trade through Texas. The majority of these goods are either bound for, or originate, in Monterrey. Combine these vehicles with heavy-duty trucks that operate within the city of Monterrey and do not travel to the border and the numbers grow even larger.

Air Quality Concerns

Unfortunately for the Monterrey-Dallas region, increased trade has brought with it a raft of environmental problems, not the least of which is rapidly deteriorating air quality. Although stationary sources play a significant role, transportation is widely recognized as a major source of air pollution. The entire region between is heavily impacted by this eruption in NAFTA-related diesel truck activity. Making matters worse, Mexican trucks are, on average, 16-years-old, while the average age for U.S. trucks is five years. Thus, Mexican trucks are more likely to be less fuel-efficient and have far greater emissions than their U.S. counterparts.

Most observers recognize that the U.S. and Mexico share the same airshed and that Mexico's air quality problems, exacerbated by its rapidly growing yet antiquated commercial and passenger vehicle transportation systems, produce high levels of atmospheric contaminants, especially NOx and fine particulate matter. These contaminants can hang over the city on calm days, confined its low mountains. Prevailing winds, however, will transport them northward into Texas. With the ever-present specter of Mexico City looming in the background, both Monterrey and the U.S. are particularly concerned with the early prevention of these air quality problems.

Familiarity with Alternative Fuels

For years, *Regiomontanas* have converted their pick up trucks and used propane as a transportation fuel on the ranches; this is still the case today. Propane is used because it is accessible and economic. Environmental concerns are not part of the equation; these conversions are typically no cleaner than the gasoline system that they replaced. Both propane and natural gas are widely used in the residential sector and readily available as Mexico has substantial domestic production of both of these fuels.

In addition, many of the warehouses use natural gas powered forklifts and are comfortable with its performance and have some idea of its cleaner burning properties.

Cultural Similarity to the United States

By virtue of its proximity to the U.S. and its interconnected family and business ties, Monterrey's citizens can, in many ways, relate more to the culture of the United States than to other parts of Mexico, such as Mexico City. Familiarity with Texas popular culture and similar business cultures stressing hard work, entrepreneurship and less governmental control, provide U.S. businesses with the opportunity to be successful during their initial foray into this market. This makes the learning curve less steep and allows them to develop the skills that will allow them to expand further into other areas in Mexico and Latin America.

Trade Mission

Recruiting

The objective was to attract a balanced group of attendees representing different areas of the industry in order to present a complete "team" of experts covering the full range of

alternative fuel needs. Specific attention was given to including smaller companies that might not have the international experience necessary to do business in a foreign country.

Delegates were recruited through variety of means:

- a. presentations and recruiting efforts at conferences including: the North American Institute's Trade Corridors Conference (10/99), the North America's Superhighway Coalition Alternative Fuels Working Group (11/99), Border Energy Forum VI (11/99), the 4th Annual Propane Vehicle Conference (2/00), the Denver Area Clean Cities Regional Conference (3/00) and by Marcy Rood (DOE) at the Natural Gas Vehicle Coalition Conference (3/00);
- b. mailings and faxed invitations to members of the Texas Propane Gas Association and the Texas Gas Association were sent out by the Texas Department of Economics' office of International Business;
- c. short articles were published in *Natural Gas Fuel* (print and electronic versions), Propane vehicle, North American's Superhighway Coalition's and *NGVCommunications* (electronic version)
- d. e-mail notices to a list of industry exporters culled from U.S. Department of Commerce information.

Of note is that all delegates were from the natural gas industry. This was not by design, and individualized outreach was conducted to both the renewable and propane industries. Likely the overwhelming natural gas interest was due to the cohesiveness of the industry and the success that it has found in international markets, which are often times, more active than our domestic market.

The group of eight trade delegates (*Attachment I*) successfully recruited did represent a full team of industry: engine manufactures (dual-fuel and dedicated natural gas), end user, fuel station developer and mobile fueling technology provider, CNG cylinder manufactures and government agencies.

Initial information about Monterrey was sent to each of the Delegates before their trip, along with instructions for entering the country and navigating customs at the Monterrey airport.

Trade Mission Support

A substantial amount of assistance in the planning and coordinating phases was obtained by coordinating with the Texas Department of Economic Development's Offices of International Business in Austin and Mexico, and the State of Nuevo Leon's Office of International Commerce. In addition, H.E. Butt Grocery Stores was gracious enough to participate in the Trade Mission and to provide the Delegates with lunch.

Day One-Wednesday April 12

Since part of the focus of the Trade Mission was to educate Delegates about Monterey, arrangements were to stay at the Hotel Radison Gran Ancira in the downtown area. Its location on a busy pedestrian mall, allowed Delegates to experience local interaction.

Despite horrendous weather and flight delays for almost the entire party, all members arrived safely at the Ancira in time for the Welcome Dinner.

Welcome Dinner

The Group was given a short walking tour on the way to El Rey de Cabrito, a restaurant chosen for its Monterrey specialties. During dinner, the Delegates got to know each other and became familiar with each other's products. Stories were exchanged by those who had done previous business in Mexico and provided interesting illustrations of some of the cultural differences.

Thursday, April 13

Alternative Fuel Seminar (See Agenda- Attachment II)

Recruiting the participation of appropriate Monterrey fleets to attend the seminar was largely the work of Lic. Jesus Cantu in the State of Nuevo Leon's Office of International Commerce. A meeting was held with his office during the January planning trip and subsequent discussions were held with the Undersecretary, Lic. Canales. Ms. Nia Igambi of the Texas Department of Economic Development in Austin, continued discussions with Lic. Cantu during a business trip to Monterrey in February. Further follow-up and monitoring was done to ensure that the right types of return-to-base, large, heavy-duty fleets were recruited.

The Seminar was an overwhelming success for both presenters and attendees. All told, over thirty fleet representatives attended the seminar (*Attachment III*), as well as representatives from government agencies and individuals who attended the Border Energy Forum, the previous November.

The program began with welcoming remarks from representatives of organizations involved in promoting alternative fuels: the International Clean Transportation Corridor, the State of Nuevo Leon. The U.S. Commercial Service, the U.S. Department of Energy, and the Mexico City Office of the State of Texas.

The next segment entailed a presentation about the International Clean Transportation Corridor (*Attachment IV*) and why it is so important to the shared goals of the Monterrey-Dallas Corridor. Two respected researchers from the two top universities in Monterrey gave presentations on the sources of Monterrey's air pollution and the health effects of this pollution. Powerful information, particularly because these were *Regiomontanas* (Monterrey natives) discussing their part of our shared air quality issues and not *estadounidenses* (U.S. citizens) lecturing about cross-border pollution.

The next speaker's presentation really illustrated the close ties of businesses along the Corridor. H.E. Butt Grocery Stores operates facilities in Texas and the Monterrey - Saltillo areas. They are well respected, popular and considered to be a leader in Mexico. Their experiences as an end user of the CAT dual-fuel LNG engine were very credible, an added bonus was that a representative from CAT Power Systems was also a Delegate

and both gentlemen are fluent Spanish speakers and elicited many questions from the fleet operators.

Next, were the panel presentations, where each Delegate discussed their product, including any applicable success stories in Mexico, Latin America, or Texas. At the conclusion of the seminar, there was a lengthy informal question and answer period, during which several business meetings were arranged. Conclusion – success!

Laredo-Corpus Christi InfoCenter Luncheon

Lunch (courtesy of H.E. Butt Grocery Stores), was waiting for the Delegates at the Laredo-Corpus Christi InfoCenter. The InfoCenter is the sister office of the Laredo Chamber of Commerce and the Port of Corpus Christi. It serves as an information service for both of these entities, specializing in providing trade-related contacts, such as freight forwarders and customs brokers in both of these areas. These contacts are particularly important for a company entering a new market and this is a resource available to the Delegates.

The InfoCenter is located in the Cintermex International Trade Pavilion, providing a chance for Delegates to familiarize themselves with the pavilion and upcoming conferences. In fact, Ms. Simetich, had been considering the possibility of her company attending an upcoming natural gas trade show at Cintermex. After seeing the facilities, both she and Ms. Fishman decided that their companies would participate.

HEB Tour

While some Delegates attended business meetings and others toured the city, Mr. Xavier Olivo took a group on a tour of HEB's Gomez Morin store. Mr. Olivo is familiar with Monterrey, he discussed some of the cultural and logistic differences that HEB had encountered when opening this, their flagship store in Monterrey. This discussion provided the group with additional insight into considerations when doing business in Mexico.

U.S. Consul Briefing Dinner

The Delegates had dinner with Mr. Clark Crook-Castan, Economic Advisor for the U.S. Commercial Service in Monterrey. Mr. Crook had worked on worldwide energy issues on some of his previous assignments and discussed both doing business locally and his impressions of the potential for alternative fuels in Monterrey. Mr. Gilbert Garcia, of CAT Power Systems provided the group with interesting details of his work in Mexico City and some of the differences in businesses practices with the U.S. Both the Consul and the Commercial Service offer a vast array of resources for U.S. companies doing business in Monterrey.

Friday, April 14

American Chamber of Commerce Board of Directors

A smaller group attended the American Chamber of Commerce's Board of Directors meeting and gave a presentation on the Clean Corridor Concept, and H.E. Butt's

experience with the CAT heavy-duty natural gas technology. The presentation was especially effective as both Caterpillar and HE Butt Grocery have members on the Board of Directors. The Chamber of Commerce members are a particularly good target market for these technologies as the majority are U.S. companies whose goods and raw materials are transported by truck along the I-35/85 superhighway. The Chamber is another valuable resource for U.S. companies.

This event concluded the Alternative Fuels Trade Mission, although a group with afternoon flights took a final sightseeing tour and shared one last meal before departing.

Conclusion

The Alternative Fuels Trade Mission's Delegates and events were very well received by fleets, government agencies and businesses. The Trade Mission was a very successful first step and built awareness and understanding of our shared problem of air pollution. Both the Delegates and Monterrey participants have a clearer understanding of what each other has to offer and who the resources are in each other's respective countries. This is fitting, since without any government mandates or incentives designed to accelerate the use of alternative fuels, innovate will likely come from the Monterrey business sector. The Delegates are well positioned to use the tools and resources introduced to them and do business in Monterrey!

Attachments

Trade Mission Delegates – Attachment I
Alternative Fuels Seminar Agenda - Attachment II
Sample Fleets - Attachment III
International Clean Corridor Presentation - Attachment IV
Government Agencies – Attachment V
Trade Mission Outreach Materials – Attachment VI
In-kind Contributions – Attachment VII

Monterrey Trade Mission Topical Report- Attachment I
Trade Delegates

Company	Company Type	Contact	City	ST
GasNet, Inc.	Natural gas fueling technology	Jennifer Fishman	Houston	TX
Lincoln Composites	CNG cylinders	Christine Simetich	Lincoln	NE
Alternative Dual Fuel, Inc	Diesel conversion to natural gas	Robert Lynch	Dallas	TX
ANGI International	CNG fueling stations	Timothy Boyle	Cleveland	OH
H.E. Butt Food and Drug Company	Liquefied natural gas users	J. Xavier Olio	San Anton	TX
Dynetek Industries Ltd. (merged with US co)	Compressed gas cylinders	Brent Sawak	Calgary	AB
Int'l Clean Transportation Corridor	Alternative fuel proponents	Elizabeth Munger	Austin	TX
Department of Energy	Alternative fuel proponents	Dan Deaton	Dallas	TX
Cat Power Systems	LNG engine technology	Gilbert Garcia	Los Angel	CA

Agenda- Attachment II



Estado de Nuevo León
Subsecretariate de Comercio Internacional



U.S. Department of
Energy



Texas Department of Economic Development
Office of International Business

Conferencia de Combustibles Alternativos

Radisson Plaza Gran Hotel Ancira

El 13 de abril del 2000

8:30 a.m. – 12:00 p.m.

Como muchas ciudades en Texas, Monterrey ha tenido en abundancia una congestión de comercio internacional a partir del Tratado de Libre Comercio. De igual modo, existe una preocupación por los contaminantes atmosféricos en la región de la carretera 85/35 que une a México, los Estados Unidos y Canadá.

Se realizará un semanario acerca de los combustibles alternativos y tecnologías nuevas para las empresas y organizaciones mexicanas que quisieran aprender más sobre los efectos de los contaminantes atmosféricos y los beneficios de las tecnologías "limpias". La conferencia les interesará a las empresas mexicanas que utilizan fletes en la región de la autopista 85/35.

- Agenda -

- 8:30 Registration
9:00 - 9:20 Bienvenida
Elizabeth Munger, Director, International Clean Transportation Corridor
Jesus Cantu, State of Nuevo Leon - Office of International Commerce
Clark Crook-Castán, Economic Advisor, US Commercial Service
Dan Deaton, Regional Support Officer, US Department of Energy
Julio Bastarrachea, Director, State of Texas- Office of International Business
- 9:20 - 9:30 International Clean Transportation Corridor – *Elizabeth Munger*
9:30 - 9:45 Calidad Ambiental en Monterrey - *Dr. Gerardo Mejía Velázquez, ITESM-Campus Monterrey*
9:45 - 10:00 Salud Pública and Calidad Ambiental - *Dr. Oscar Torres, Universidad Autónoma de Nuevo León*
- 10:00 - 10:20 *Xavier Olivo, Fleet Manager, Supermercados Internacionales H.E.B*
Descanso
- 10:55 - 11:25 Presentación de Combustibles Alternativos I y Preguntas
Gilbert Garcia, CAT Power Systems, Mexico, D.F.
Timothy Boyle, ANGI International, Cleveland, OH
Brent Sawka, Dynetek Industries, Calgary AB
- 11:30 - 12:00 Presentación de Combustibles Alternativos II y Preguntas
Bob Lynch, Alternative Dual Fuels, Inc., Dallas, TX
Christine Simetich, Lincoln Composites, Lincoln, NE
Jennifer Fishman, GasNet Inc., Houston, TX

Monterrey Trade Mission Topical Report Attachment III **Fleets**

Company	Salutation	First	Last	Title	Tel.	Fax	Attend	E-mail
ACS Internacional SA de CV	Lic.	Adriana	Escaracega		351-2622	331-1781	Y	
Acumuladores Mexicanos SA de CV	Lic.	Felipe	Muzquiz Ballesteros		358-4040	358-9179	Y	
Adicion SA de CV	C.P.	Rodrigo	Gonzalez		152-5000	152-5049	Y	
AND-Plus SA de CV	Lic.	Francisco	Maldonado Aranda		338-8087	338-8119	Y	
Armaza	Lic.	Romeo	Muzguiz	LAE	352-2509	376-9450	Y	
Atlas Regio Express.	Sr.	Sr. Jesús Hipolito.	Sr. Jesús Hipolito.		316 9393		R	
Autolneas Regiomontanas.	Sr.	Oziel	González Salazar.		353 3050	353 8727	Y	alrmt@alr.com.mx
Bebidas Mundiales, S.A.	Lic.	Francisco	Reyes P.	Jefe mtto. automotriz	329-5900 ext. 5731		Y	
Bebidas Mundiales, S.A.	Lic.	Mario E.	Barriga	Jefe taller automotriz	333-3199 ext 5042		Y	
Caterpillar Mexico	Mr.	Stan	Zwick	General Director	319-3300	319-3399	Y	
Caterpillar Mexico	Lic.	Felipe	Barrera Salinas	Transportation Manager	319-3300	319-3399	Y	
Celestica de Monterrey	Mr.	Curtis	Beavers	General Director	369-2600	369-2617	Y	
Celestica de Monterrey	Lic.	Humberto	Arriaga	Environmental Manager	369-2600	369-2617	Y	
Cemex	Ing.	Lorenzo	Zambrano	CEO	328-3112	328-3112	Y	
Cemex	Ing.	Miguel Angel	Gonzalez	Environmental Director	328-3504	328-3112	Y	
Centro de Distribution Internacional SA de CV	Ing.	Rodrigo	Diaz de Castillo	President	352-9090	352-9091	Y	
Centro de Distribution Internacional SA de CV	Ing.	Servando	Bustos	General Manager	352-9090	352-9091	Y	
Centro Patronal de Nuevo Leon	Lic.	Luis	Grajeda	Director General	345-6261	342-8940	Y	
Cerveceria Cuauhtemoc Moctezuma S.A. de C.V.	Lic.	Jose	Fernandez Carvajal	President	328-5000	328-5389	Y	
Cerveceria Cuauhtémoc.	C.P.	Humberto	Mora Montelongo.		386 0166		R	
Cigarrera la Moderna SA de CV	Lic.	Eugenio	Soltero	Operations Manager	122-4000	122-4090	Y	
Cigarrera la Moderna SA de CV	Lic.	Roberto	Yanez	Environmental Manager	122-4000	122-4090	Y	
COCA COLA	Ing.	Mario	Ibarra	Jefe Taller Automotriz	333-31-99	333-5042	R	
Comercial de Herramientas SA de CV	Lic.	Abraham	Attias	General Director	369-3535	369-3545	Y	
Comercializadora de Productos Ceramicos SA de CV	Lic.	Marcelo	Garza la Guera	President	313-7229	313-6567	Y	
Compania Minera Autlan SA de CV	Ing.	Felipe	Verastegui	Logistics Manager	152-1500	152-1581	Y	
Compania Minera Autlan SA de CV	Lic.	Jose	Rivero Larrea	CEO	152-1500	152-1581	Y	
Compnia de Motores Domesticos SA de CV	Lic.	Indalecio	Montemayor Lopez	General Director	369-7601	386-0765	Y	
CONAGRO Transport	Sr.	Alfonso	Jurado.	Jefe trafico	354 2032	377-3200	Y	
CONAGRO Transport	Lic.	Jesus	Garza V.		354 2032	377-3200	Y	
Cosmotel SA	Ing.	Hector	Jasso	President	330-1119	330-2809	Y	
Cosmotel SA	Ing.	Ricardo	Trujillo Olguin	Environmental Director	330-1119	330-2809	Y	
Crest, SA	Ing.	Jorge	Aldape Luengas	Director General	363-7922	363-7923	Y	
Criotec SA de CV	Lic.	Antonio	Gonzalez	Operations Manager	336-8282	336-1341	Y	
Criotec SA de CV	Lic.	Eduardo	Elizondo Barragan	CEO	336-8282	336-1341	Y	
Dal Tile Mexico SA de CV	Ing.	Jorge	Carrillo Romo	Environmental Manager	336-1718	336-0195	Y	
Dal Tile Mexico SA de CV	Lic.	Eugenio	Martinez Serna	Director General	336-1718	336-0195	Y	
Desarrollo Internacional de Manufacturas SA de CV	Ing.	Javier	Quintanilla Martinez	Director General	378-6089	387-0940	Y	
Express Anáhuac, S.A.	Ing.	Jose A.	Hernandez M.	Jefe Almacen	331 3000 ext 141		Y	
Express Anáhuac, S.A.	Ing.	Ramiro	Aguirre	Jefe de Mto.	331 3000		Y	
Fleteros Guzmán.	Sr.	Mateo	Vazquez de la Rosa.		335 7450		R	

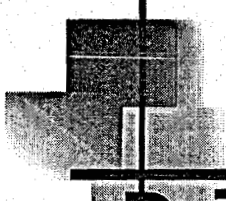
Monterrey Trade Mission Topical Report Attachment III **Fleets**

Fleteros Guzmán.	Lic.	Maximiliano	Hernandez	Lcc	335-7450	335-74-88	Y	
Fletes Locales San Francisco.	Sr.	Mario	de los Santos.	Admnistrator	330 4666	335-74-88	Y	
Gigante, S.A. DE C.V.	Sr.	Gerardo	Gómez.	Sub Gte. De Mec.	305 4032		Y	
Grupo Modelo.	Sr.	Juan Humberto	Muñoz.		369 5454	369 5428	R	
Grupo Scania.	Sr.	Claudio	Aguilar.		394 0895		R	
Grupo Senda.	Sr.	Javier	Sanchez.	Jefe Diesel y Acietes	151-4486	331-2917	Y	jasanchez@gruposenda.com
Grupo Senda.	Lic.	Martin	Martinez		151-4443		Y	
Mercados Internacionales HEB	Sr.	Ismael	Dávila.		331 1571		R	
NAFTA Express.	Sr.	Miguel Angel	Valdez Galván.		379 1702		R	
Soriana	Sr.	Gerardo	Gomez Moreno				R	
Tolvas y Tanques Express.	Sr.	Héctor	Valdez Rodríguez.	Estudiante de Ing.	369-456/6	369-4564	Y	tytesa@infosel.net.mx
Trans-baga, S.A. De C.V.	Ing. Agronomo	Ismael	García López		376 0700	376-0700	Y	tbaga@infosel.net
Transportes Monterrey Poc.		Hector M.	Valdez		377-00-92	377-00-92	Y	
Transporte PITIC	Sr.	Luis	Zavala		334 6144		R	
Transportes Conexión.	Ing.	Luis	Ramón Hernández.	Ing. Industrial	334 8063		R	
Transportes Especializados Oresti	Ing.	Juan	Uresti Perez.		338 3605	338-5804	Y	teusa@intercable.net
Transportes Especializados Oresti	Ing.	Juan Alberto	Rivera Mercado.		338 3605		Y	teusa@intercable.net
Transportes Estrever.	Sr.	Javier	Bernardo Rodríguez.		397 5909		R	
Transportes Mor.	Ing.	Gustavo	Gonzalez.		354 1155	354 1434	R	
Transportes Mty-Pacífico.	Sr.	Héctor Manuel	Valdez.		377 0092		R	
Transportes Mty-San Luis.	Lic.	Edmundo	Torres.	Responsable Surcusal	370 6525		R	
Transportes Scandinavos	Lic.	Claudio	Aguilar	Responsable Surcusal	394-0895	394-2890	Y	tscanmty@mail.giga.com
Transportes Scandinavos	Lic.	Comelio	Acosta	Tec. Mecanico	415-4249	416-8790	Y	
Transportes Scandinavos	Lic.	Eduardo L.	Revilla		01 84-15-	15-4249	Y	
Transportes Tamaulipas	Sr.	Jose	Ibanez				Y	
Transportes Trevino	Sr.	Arturo	Tréviño		348 1700	348 1750	R	
Transportes Unidos.	Sr.	Raúl	González Mendez.		351 5828		R	
Transportes Unidos.	Sr.	Raúl	González González.		351 5828		R	
Transportes Villagrán, S.A. DE C.V.	Sr.	Pedro	Almendaros Torres.		333 4179		R	
Transportes Virgo.	Ing.	Miguel Angel	Alanís Plaza.		369 4511		R	
Transportes y Servicios Integrados.	Sr.	Horacio	Flores.		351 5779		R	

Alternative Fuels Seminar Presentation – Attachment IV

International Clean Transportation Corridor

Conduciendo hacia un Future más Limpio con los Combustibles Alternativos



Driving into a Cleaner Future with Alternative Fuels

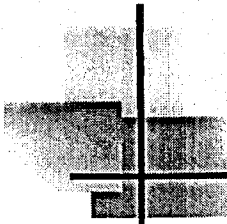
Elizabeth Munger

Gladstein & Associates - International Clean Transportation Corridor

PO Box 19649, Austin, TX 78760

(T) 512.447.3595 (F) 512.447.4929

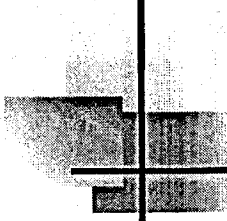
elizabeth@gladstein.org



International Clean Transportation Corridor (ICTC-3)

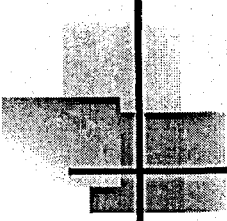
- **¿Qué es el Programa Corredor?**

Una programa para incrementar el uso de combustibles alternativos en vehiculos comerciales, especialment para los vehiculos/floteas de los camiones de alta capacidad y medio potencia.



International Clean Transportation Corridor (ICTC-3)

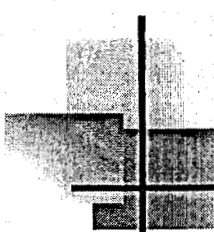
- **¿Por qué este Programa?**
 - El dramático crecimiento del tráfico comercial resultado del TLC entre Monterrey y Dallas; e
 - Incrementar en la contaminación del aire in ciudades sobre el corredor.



International Clean Transportation Corridor (ICTC-3)

■ **Enfoques del Corredor Programa:**

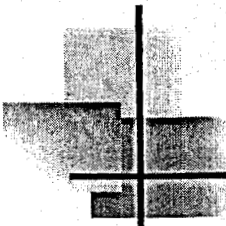
- Ciudades ubicaciones sobre la Autopista 85/35 de Monterrey/Salttillo a Dallas;
- Desenvolver en la programa de **Clean Cities**;
- Provoca expandir el mercado existente de combustibles alternativos; y
- Desenvolver la relación de personas que interés en combustibles alternativos.



International Clean Transportation Corridor (ICTC-3)

■ **Proyectos:**

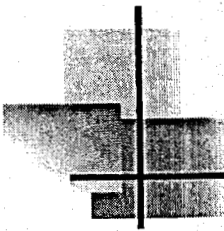
- Identificación de floteas calificaciones para el uso de combustibles alternativos en los **Clean Cities** (Dallas-Fort Worth, Houston, Austin, San Antonio y Laredo)
- Trade Mission a Monterrey; y
- Identificación de floteas de camiones de alta capacidad para el uso de GNL en Dallas.



International Clean Transportation Corridor (ICTC-3)

■ Flotea Enfoque:

- Vehiculos que usan cantidades grandes de combustibles (tractores, camiones, taxis, Hysters, autobuses,);
- Vehiculos, más que < 50;
- Vehiculos que usan un lugar regular para llenado de tanques;
- Vehiculos en "hubs"; y
- Tecnología disponible y maduro

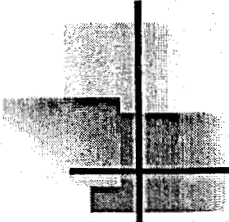


International Clean Transportation Corridor (ICTC-3)

- **Retos Primeros de Combustibles
Alternativos:**

- Tecnologia temprano

- Infraestructura



International Clean Transportation Corridor (ICTC-3)

- **Beneficios de Combustibles Alternativos**
 - Económico
 - H.E.B.- Houston, El Metro- Laredo
 - Calidad Ambiental
 - Importante en los areas no attiene de los estándares de gobierno federal de EEUU
 - (Dallas-Fort Worth, Austin, San Antonio, Houston, El Paso, Los Angeles.....)

Monterrey Trade Mission Topical Report- Attachment V

Resource Agencies

Agency	Function	First	Last	Title
American Chamber of Commerce	Economic Develop.	Roberto	Cavazos	Executive Director
US Environmental Protection Agency	Environmental	Javier	Balli	Environmental Protection Specialist
US Environmental Protection Agency	Environmental	Allyson	Siwik	Border Outreach Coordinator
Gov't Nuevo Leon Foreign Investment Bureau	Economic Develop.	Omar	Cruz	Director
Laredo Chamber of Commerce	Export Asst.	Miguel	Conchas	CEO/President
Laredo Development Foundation	Economic Develop.	David	Puig	Deputy Director
Laredo-Corpus InfoCenter	Export Asst.	Alejandro	Robles	Executive Director
Railroad Commission of Texas	Economic Develop.	Rudy	De La Garza	South Texas Marketing Coordinator
State Energy Conservation Office	Environmental	Dub	Taylor	Director
State Energy Conservation Office	Environmental	Frank	Higgerson	Program Coordinator
Tex. Dept. of Economic Development	Economic Develop.	Nyamusi	Igambi	Trade Specialist
Texas Department of Transportation	Environmental	Don	Lewis	Fleet Manager
Texas General Land Office	Economic Develop.	Soll	Sussman	Director, Border Affairs
Texas General Land Office	Economic Develop.	Susan	Ghertner	Director, Alternative Fuels
Texas Natural Resource Conservation Commission	Environmental	Randy	Wood	Deputy Director
TX Dept. of Economic Development	Export Asst.	Julio	Bastarracheo	Director
TX Dept. of Economic Development	Economic Develop.	Nyamusi	Igambi	Trade Specialist
U.S. Commercial Service	Export Asst.	Janice	Corbett	Consul for Commercial Affairs
US Environmental Protection Agency	Environmental	Oscar	Carillo	Trade & Environmental Specialist
US Environmental Protection Agency Region VI	Environmental	Mathew	Witosky	US Mexico Air Program Coordinator
US Environmental Protection Agency Region VI	Environmental	Sandra	Rennie	Regional Coordinator
US Export Assistance Center- Dallas	Export Asst.	LoRee	Silloway	Director
US Export Assistance Center-Austin	Export Asst.	Karen	Parker	Manager
US Export Assistance Center-Fort Worth	Export Asst.	Vavie	Sellschopp	Manager
US Export Assistance Center-Houston	Export Asst.	James	Cook	Director
US Export Assistance Center-San Antonio	Export Asst.	Daniel	Rodriguez	Manager
Webb County	Economic Develop.	Mercurio	Martinez, Jr.	County Judge
Lone Star Energy	Fuel Provider	Jim	Schick	Account Manager
Entex Fuels	Fuel Provider	Bob	Navarro	Managing Director
Department of Energy Clean Cities Program	Environmental	Daniel	Deaton	Sr. Technology Specialist
Webb County	Economic Develop.	Mercurio	Martinez, Jr.	County Judge
Applied LNG Technologies	Fuel Provider	Gene	Boyer	Sales and Marketing

Monterrey Trade Mission Topical Report- Attachment V

Resource Agencies

National Clean Cities Program
TX Renewable Industry Assoc.
Texas Gas Association
Laredo Transportation Assoc.

Environmental
Trade Assoc.
Trade Assoc.
Trade Assoc.

Marcy
Russel
Allen
Tom

Rood
Smith
McCoristin
Wade

Deputy Director
Executive Director
President
President

Monterrey Trade Mission Topical Report- Attachment V

Resource Agencies

First	Last	Address	Address	City	State	Zip	Phone	Fax
Roberto	Cavazos	Rio Orinoco 307 Ote.		Monterrey	Garza Garcia	66220	8-335-6237	8-335-6211
Javier	Balli	1445 Ross Ave. (6PD-S)		Dallas	TX	75202	214.665.7261	214.665.6762
Allyson	Siwik	4050 Rio Bravo, Suite 100		El Paso	TX	79902	915-533-7273	915-533-2327
Omar	Cruz	Zaragoza 1300 South		Monterrey	NL	64000	8.345.73.53	8.344.55.76
Miguel	Conchas	2310 San Bernardo		Laredo	TX	78042	956.722.9895	956.791.4503
David	Puig	616 Leal St.		Laredo	TX	78041	956-722-0563	956-722-6247
Alejandro	Robles	Edificio Cintermex, local 78	Ave. Fundi	Monterrey	NL	64010	369-65-55	369-65-99
Rudy	De La Garza	P.O. Box 12967		Austin	TX	78711-2967	800.642.5327	512.463.7292
Dub	Taylor	111 E 17th St. Room 1114		Austin	TX	78701	512.463.8352	512.475.2569
Frank	Higginson	111 E 17th St. Room 1114		Austin	TX	78701	512.463.6178	512.475.2569
Nyamusi	Igambi	1760 N. Congress Ave.		Austin	TX	78711-2728	512-936-0263	512-936-0445
Don	Lewis	125 East 11th Street		Austin	TX	78701-2483	512.416.2085	512.416.2153
Soll	Sussman	1700 North Congress Ave		Austin	TX	78701-1495	512-463-5039	512.463.5233
Susan	Ghertner	1700 North Congress		Austin	TX	78701	512.463.5285	512.463.5233
Randy	Wood	P.O. Box 13087	MC 201	Austin	TX	78711-3087	512.239.1120	512.239.4808
Julio	Bastarracheo	Paseo de la Reforma 325 PB	Col. Cuau	Mexico	D.F.	06500	525-514-8100	525-546-4830
Nyamusi	Igambi	1760 N. Congress Ave.		Austin	TX	78711-2728	512-936-0263	512-936-0445
Janice	Corbett	PO Box 3098		Laredo	TX	78044-3098	8-343-4450	8-342-5172
Oscar	Carillo	1200 Pennsylvania Ave, NW	MC- 2660	Washington	DC	20460	202-564-6423	202.565.2409
Mathew	Witosky	1445 Ross Avenue, Ste. 1200	6PD-L	Dallas	TX	75202-2733	214.665.8015	214.665.7263
Sandra	Rennie	Fountain Pl. 12th Fl., Ste. 1200	1445 Ross	Dallas	TX	75202	214. 665.7367	214.665.7263
LoRee	Silloway	2050 N. Stemmons Fwy., Ste. 170		Dallas	TX	75207	214-767-0542	214-767-8240
Karen	Parker	1700 Congress, 2nd Floor		Austin	TX	78701	512-916-5936	512-916-5940
Vavie	Sellschopp	711 Houston Street		Fort Worth	TX	76102	817-212-2673	817-978-0178
James	Cook	500 Dallas, Suite 1160		Houston	TX	77002	713-718-3062	713-718-3060
Daniel	Rodriguez	203 S. Mary's, Ste 360		San Antonio	TX	78205	210-228-9878	210-228-9874
Mercurio	Martinez, Jr.	PO Box 29		Laredo	TX	78040	956.721.2500	956-726-6906
Jim	Schick	5415 Beatrice St.		Dallas	TX	75208	<u>214.573.8456</u>	214.573.8454
Bob	Navarro	PO Box 2628	MS 2132-	Houston	TX	77252-2628	713.207.3958	713.207.0785
Daniel	Deaton	7937 Cross Plains Drive		Dallas	TX	75025	972.491.7276	972.491.7292
Mercurio	Martinez, Jr.	PO Box 29		Laredo	TX	78040	956.721.2500	956.726.6906
Gene	Boyer	PO Box 51166		Amarillo	TX	79159-1166	806-355-5679	806-353-9611

Gladstein and Associates
 Santa Monica, California (310.314.1934)
 Austin, Texas (512.447.4929)

Monterrey Trade Mission Topical Report- Attachment V

Resource Agencies

Marcy	Rood	1000 Independence Avenue, SW EE-34	Washington	DC	20585	202-586-8161	202-586-1558
Russel	Smith	PO Box 16469	Austin	TX	78761-6469	512.345.5446	512.345.6831
Allen	McCoristin	3321 South Broadway Blvd., #202	Garland	TX	75043	713.448.7923.	713.448.9192
Tom	Wade	418 Union Pacific, Suite C	Laredo	TX	78044	956.717.0700	956.717.1000



Delegación Comercial de Texas
Combustibles Alternativos
Monterrey, Nuevo León

Texas Department of Economic Development
Office of International Business

Abril 12-14, 2000

Como muchas ciudades en Texas, Monterrey ha experimentado una congestión de comercio internacional a partir del Tratado de Libre Comercio. De igual modo, existe una preocupación por los contaminantes atmosféricos en la región de la carretera 85/35 que une a México, Los Estados Unidos y Canadá. Esta contaminación es de origen vehicular, particularmente de fletes que utilizan diesel. Debido a que la industria del transporte es muy importante para la economía mexicana y estadounidense, es esencial proporcionar a todas las industrias opciones económicas y ambientalmente benéficas.

Con el motivo de promover la buena calidad del aire, el Departamento de Energía de los Estados Unidos y el Departamento del Fomento Económico del Estado de Texas están organizando una delegación comercial de empresas texanas que viajarán a Monterrey, del 12 al 14 de abril. El propósito de esta misión es establecer relaciones entre los usuarios de combustibles alternativos y la nueva tecnología vehicular en los Estados Unidos, México y Canadá.

De acuerdo con la delegación comercial, se realizará una conferencia de los combustibles alternativos, el 13 de abril en el Hotel Raddison Plaza Gran Hotel Ancira para las empresas y organizaciones mexicanas que quisieran aprender más sobre los efectos de los contaminantes atmosféricos y los beneficios de las tecnologías "limpias". La conferencia es de interés especial para las empresas mexicanas que utilizan fletes en la región de la carretera 85/35.

Informes

Lic. Jesús Cantú,
Departamento de Fomento Económico del
Estado de Nuevo León
Tel. (8) 343-8681 Fax (8) 343-8749

Nya Igambi
Departamento de Fomento Económico del
Estado de Texas
Tel. (512) 936-0265 Fax (512) 936-0445
Nyai@tded.state.tx.us

Alternative Fuels Trade Delegation

Monterrey, Nuevo Leon, Mexico



**U.S. Department of Energy-
Office of Energy Efficiency
and Renewable Energy**



**Estado de Nuevo León
Subsecretariate de
Commercio
Internacional**



**Texas Department of
Economic Development-
Office of International
Business**



**American Chamber of Commerce-
Monterrey**



**Supermercados
Internacionales H.E.B/H.E. Butt
Food and Grocery Company**

April 12 - 14, 2000

GLADSTEIN & ASSOCIATES, LLC

**3015 Main Street, Suite 300 • Santa Monica, California 90405 • Ph: 310-314-1934 • Fax: 310-314-9196
P.O. Box 19649 • Austin TX 78760 • Ph: 512-447-3595 • Fax: 512-447-4929**

Alternative Fuel Technology

Robert Lynch, President

T: (972) 392-1949

F: (972) 661-1776

6552 LBJ Freeway

Dallas, Texas 75240

Alternative Fuel Technology provides new replacement DT466 natural gas engines. The DT466 is a 100% dedicated LNG/CNG heavy-duty engine achieving a 250 horsepower rating.

ANGI International, LLC

Timothy Boyle, Regional Sales Manager

T: (440) 238-4588

F: (440) 238-4588

timfxrs@aol.com

20158 Bradgate Lane

Strongsville, Ohio 44136

We provide complete turnkey refueling stations including compression, CNG storage, gas conditioning, dispensers, controls and fuel management.

American Chamber of Commerce of Mexico-Monterrey

Lic. Roberto Cavazos, Director Ejecutivo

T: 011-52 (8) 335-6237

F: 011-52 (8) 335-6211

Rio Orinoco 307 Ote.

Colonia del Valle

66220 Garza Garcia, Nuevo Leon

The American Chamber of Commerce of Mexico-Monterrey (AMCHAM) is an independent, not-for-profit organization representing, promoting and developing U.S. business interests in Mexico, and serving the business community at large in trade and investment between the U.S. and Mexico. Founded in 1917, AMCHAM has 2,800 corporate members which represent 85 percent of U.S. direct private investment in Mexico.

AMCHAM's goals are to:

- Stimulate trade and investment between Mexico and the United States.
- Represent and express membership perspectives on matters of importance to the public and private sectors.
- Affirm the benefits that private enterprise and free trade represent in Mexico.
- Encourage responsible corporate citizenship.

Dynetek Industries, Ltd.

Brent Sawka, Customer Service and Sales Manager

T: (403) 720-0262

F: (403) 720-0263

brent.sawka@dynetek.com

4410- 46th Avenue S.E.

Calgary, AB, Canada T2I 3N7

The Dynecell is a lightweight cylinder designed for the storage of compressed gasses. It is built with an inner thin wall aluminum liner and with an outer carbon fiber laminate. This material selection is the ideal combination to enhance safety and performance.

Gas Net, Inc.

Jennifer Fishman, Vice President of Business Development

T : (281) 759-6763

F: (281) 759-2334

jfishman@cngnet.com

11822 Chase Lake Drive

Houston, Texas 77077

While Compressed Natural Gas (CNG) has been recognized around the world as the most logical of the alternative fuels, the growth of the CNG fueling and delivery infrastructure remains slow because of the expense involved.

GasNet, Inc. is promoting a CNG distribution and fueling infrastructure that will eliminate the need for costly pipelines and compressors at fueling sites. Based on Hydrogas™ technology, GasNet can offer the trailer that will deliver CNG in its compressed form and the fast-fill fueling stations, with the cost for all this equipment being the same as the construction of one conventional CNG fueling station.

Gladstein & Associates

International Clean Transportation Corridor

Elizabeth Munger

T: (512) 447-3595

F: (512) 447-4929

Elizabeth@gladstein.org

PO Box 19649

Austin, TX 78760

The International Clean Transportation Corridor (ICTC-3) has been created to identify and implement medium- and heavy-duty alternative fuel/fuel-efficient vehicles deployment and infrastructure development projects. Leveraging the successes and lessons learned from Gladstein & Associates' sister project, The Interstate Clean Transportation Corridor (ICTC), ICTC-3 will create a clean transportation corridor along

the 1,900 mile 1-35/I-29 and ultimately I-94 superhighway connecting Mexico, the United States and Canada.

ICTC-3 connects Monterrey and Saltillo, Mexico, and the Texas cities of Laredo, Houston, San Antonio, Austin and Dallas-Fort Worth (all members of the U.S. Department of Energy' *Clean Cities* Program) with Oklahoma City, OK; Kansas City, MO and KS; Omaha, NE; Grand Forks, ND; and Winnipeg, Canada.

**H.E. Butt Food and Drug Company
Supermercados Internacionales HEB**

Xavier Olivo, Fleet Manager

T: (210) 938-5233

F: (210) 938-5555

Olivo.Xavier@HEB.com

4710 North Pan Am Expressway
San Antonio, TX 78218

Mr. Olivo is responsible for providing maintenance for all H.E.B. and Parkway Transportation equipment across the United States and Mexico. This includes approximately 345 tractors and 1700 trailers, 1100 of which are refrigerated. He has maintained activities in seven locations across Texas. H.E. B operates 61 tractors powered by alternative fuel.

H.E.B. is the eleventh largest grocery company in the United States. It has approximately 275 stores in Texas, Louisiana and Monterey and Saltillo, Mexico.

Instituto Tecnológico y de Estudios Superiores de Monterrey

Dr. Gerardo Manuel Mejía Velazquez, Professor - Investigador

Sucursal de Correos "J"

Centro de Calidad Ambiental

ITESM

CP 64849 Monterrey, Nuevo, Leon

gmejia@campus.mty.itesm.mx

Tel: 011-52- 8 - 328 4032

Fax: 011-52- 8 - 359 6280

Dr. Mejía has been professor at the Universidad Autónoma de San Luis Potosí y of ITESM Campus San Luis Potosí. In 1992 he joined the Center for Environmental Quality of ITESM where he is responsible of the Environmental Modeling Laboratory and teaches courses in Environmental Engineering master of science program and in Chemical Engineering at undergraduate level.

Research interests of Dr. Mejía include Environmental Modeling, Flow through Porous Media, and Optimization and Parameter Estimation. In the last five years, he has developed joint research projects in air quality modeling with professors of Carnegie-

Mellon University, Texas A&M University and the University of Utah. From his research activities. In 1996, Dr. Mejía received the Prize to the Academic and Research Labor from ITESM campus Monterrey. At this time, he is the coordinator of the M.S. program in Environmental Engineering and is member of the National Systems of Researchers.

Lincoln Composites

Christine Simetich, Business Development Manager

T: (402) 464-6611

F: (402) 464-6777

csimetich@lincolncomposites.com

6801 Cornhusker Hwy

Lincoln, Nebraska 68507

Natural Gas Vehicle (NGV) Fuel Tanks: Lincoln Composites is the world leader in the design and manufacture of all-composite TUFFSHELL™ NGV fuel tanks. This leadership position was achieved by providing the NGV industry with a robust, lightweight fuel tank for a competitive price. TUFFSHELL™ technology includes an energy absorbing material in the dome along with an outer sacrificial layer to protect the tank from impact, scuffs, and abrasion. TUFFSHELL™ NGV fuel tanks meet or exceed all the requirements of ANSI/IAS NGV2, US DOT FMVSS 304, and other foreign and international (ISO) standards.

Texas Department of Economic Development

Ms. Nyamusi Igambi, Trade Specialist

T: (512) 936-0263

F: (512) 936-0445

nyai@tded.state.tx.us

<http://www.tded.state.tx.us>

Trade & Investment Division

1760 N. Congress Avenue

Austin, Texas 78711-2728

The Office of International Business (OIB) assists Texas companies to expand their business worldwide. By providing a forum for international business exchange through international trade mission, trade shows, seminars and in-bound buyers missions, OIB offers Texas companies the opportunity to promote their products and services to international partners. OIB also connects companies with counseling and training available through the International Small Business Development Centers and U. S. Department of Commerce Export Assistance Centers. OIB also works with entities such as the Japan External Trade Organization, the Texas consular corps and its counterparts in the Mexican Border States to ensure that Texas business interests are represented abroad. The Office works to strengthen trade, investment and tourism ties between Texas and Mexico and provide Texas businesses and communities with a voice in Mexico.

Texas Department of Economic Development

Lic. Julio Bastarrachea, Director

T: 011-52 (5) 514-8100

F: 011-52 (5) 546-4830

intrade@tded.state.tx.us

Paseo de la Reforma 325

Colonia Cuauhtemoc

Delegacion Cuauhtemoc

C.P. 06500, Mexico, D.F.

The State of Texas Office in Mexico works to strengthen trade, investment and tourism ties between Texas and Mexico. Roughly one-third of all Texas exports are destined to Mexico. Texas' transportation infrastructure serves as the principal conduit for trade between Mexican and U.S. economic centers, and the State's relationship to Mexico is further strengthened by strong cultural and historical ties. The office provides Texas businesses and communities with a voice in Mexico, as well as contacts to facilitate doing business in Mexico. The official mandate of the Mexico Office is fourfold:

- The promotion of international trade by facilitating the export of Texas goods and services
- The promotion of foreign direct investment to establish manufacturing facilities in Texas communities
- The promotion of Texas as a premier travel destination
- The coordination and exchange of general business and cultural information

The State of Texas first established an office in Mexico in 1971.

U.S. Commercial Service

Janice Corbett, Consul for Commercial Affairs

T: 011-52 (8) 343-44-50

F: 011-52 (8) 342-51-72

Janice.Corbett@mail.doc.gov

USDOC "Nafta Flash Facts" Free automatic telephone information system:

T: (202) 482-4464

Trade Information Center Hotline:

T: 1(800) 872-8723

<http://www.uscommerce.org>

Consulado General Americano

Ave. Constitucion 411 Pte.

6400 Monterrey, N.L., Mexico

U.S. Address

PO Box 3098
Laredo, TX 78044-3098

The Commercial Service is one element of the International Trade Administration within the U.S. Department of Commerce with 104 Export Assistance Centers in the U.S. and presence in over 70 countries. In Mexico, we have a staff of 80 in four cities. Our mission in Mexico is to:

- promote U.S. exports to Mexico
- protect the general interests of U.S. business in and with Mexico
- work with the Mexican firms who are importers and strategic partners of U.S. businesses

United States Department of Energy

Dan W. Deaton
T:(972) 491-7276
F:(972) 491-7292
dan_deaton@nrel.gov
7937 Cross Plains Drive
Plano, Texas 75025

The Office of Transportation Technologies supports the development and use of advanced transportation vehicles and fuels which will reduce energy demand, particularly for petroleum; reduce greenhouse gas emissions; and enable United States transportation to sustain a strong competitive position in domestic and world markets.

A primary goal of the U.S. Department of Energy (DOE) is to promote secure, competitive, and environmentally responsible energy systems that serve the needs of the public. Supporting U.S. energy, environmental, and economic interests in global markets is a critical objective in achieving this goal. In addition, the DOE's technology research and development objectives can often be best achieved in concert with other nations. The DOE Office of Energy Efficiency and Renewable Energy focuses its international activities on four strategic approaches:

1. Address Emerging Global Environmental and Energy Issues
2. Promote Trade and Market Development
3. Promote Energy and Environmental Security, and
4. Conduct Cooperative research and Development.

Mexico is one of the countries that the DOE has chosen to focus a majority of its activities with the goal of making significant progress in all four of the above strategic areas. In addition, with the inception of the North American Free Trade Agreement (NAFTA) in 1994, trade between the U.S. and Mexico has grown dramatically. Since Monterrey is Mexico's northern center of transportation and the industrial capital of Mexico, much of the trade between the U.S. and Mexico is by heavy-duty trucks moving back and forth from Laredo, Texas to Monterrey/Salttillo along Highway 85 (Pan American Highway). The DOE is interested in sharing strategies and successes to

promote the use of alternative fuel technologies that will reduce greenhouse gas emissions.

Government of the State of Nuevo Leon
Undersecretariat of International Commerce
Lic. Gregorio Canales, Undersecretary
T: 011-52 (8) 345-73-53
F: 011-52 (8) 344-55-76
gcanales@nl.gob.mx
5 de Mayo # 525 Ote., Edificio Elizondo Paez 7° Piso
Monterrey, N L Mexico C.P 64000

The Office of International Commerce promotes the benefits of doing business in the State of Nuevo Leon, as well as promoting the products and services of Nuevo Leon companies in other countries throughout the world. The office provides a wide variety of assistance and information for companies interested in investing in Nuevo Leon.

Universidad Autonoma de Nuevo Leon
Dr. Oscar Torres Alanis
T: 011-52-8-348-6883
F: 011-52-348-77-63
otorres@ccr.dsi.uanl.mx
Departamento de Toxicología y Farmacia
Consulitos 235 Norte, Col. Mitra Centro
Monterrey, N.L., México C.P. 64460

Oscar Torres Alanis received his medical degree from Universidad Autónoma de Nuevo Leon in 1972. He received his doctorate in medicine with specialty in pharmacology and toxicology from the University of Heidelberg 1981. He has been a Research Professor at the Department of Pharmacology and Toxicology at the Universidad Autónoma de Nuevo Leon since 1973.

During Dr. Torres' career, he has pursued a variety of research topics including the identification and analysis of environmental contaminants, clinical toxicology and alternatives to the use of laboratory animals. Over the last five years, he has co-authored a number of works and served as the assistant editor of the Editorial Committee for POISINDEX-MICROMEDEX. He continues to serve as a member of the National System of Investigators as he has since 1984 as well as serving as the director of the Center of Toxicological Information in the Department of Pharmacology and Toxicology, a position that he held since 1989. Dr. Torres has published 21 papers in internationally known journals and delivered 150 presentations to both domestic and international audiences.

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Gilbert Garcia, Sales- Latin America
PO Box 227044
Los Angeles, CA 90022-0744
T: 562.463.6033, in Mexico: 011 525-400-2302 F: 562-699-7971

Monterrey Trade Mission Topical Report Attachment VII

Date	Contact	Organization
Nov	Rolando Gallegos	Laredo Clean Cities Coalition
05-Jan	Henry Molina, Victor Gandy, Nia Igambi, Margie Moore	TDED- Int'l Business
13-Jan	Soll Sussman	TX General Land Office, Border Affairs
17-Jan	Janice Corbett and Josefina de Martinez	US Consul
	Elisa Estrada Trevino	Directora Juridica del Instituto para la Proteccio
	Artidoro Gracia Vilches, Sales Manager,	Gaz Natural
	Eduardo Miranda Miranda, Head of Marketing and Sales	
	Abel Garcia Velazquez, Technical Assessor	
18-Jan	Dr. Gerardo Mejia Velazquez	Instituto Tecnologico y de Estudios Superiores
	Raul Garcia Guzman and Alejandro Robles	Laredo-Corpus Christi InfoCenter
	Dr. Pilar Tomas	Coordinator of Special Projects of the Environm
19-Jan	Lupina de Ekauriatza	Outreach Department of the American Chamber
	Linda Martinez Cantu and Alfredo Alvarez	Planning Department of the State of Nuevo Leo
28-Jan	Dan Marzulo	Enserch
03-Feb	Elizabeth Munger	
07-Feb	Nia Igambi, Pamela Rogers	TDED-Int'l Business and TDED-Border Affairs
23-Feb	Soll Sussman	TX General Land Office, Border Affairs
Feb	Nia Igambi	TDED- Int'l Business
Feb	John Danks	Texas Propane Gas Association
Feb	Nia Igambi	TDED- Int'l Business
Feb	Nia Igambi	TDED- Int'l Business
Feb	Nia Igambi, Julio Bastarrachea	TDED- Int'l Business, Austin & MX City Offices
Feb	Julio Bastarrachea	TDED- Int'l Business,- MX City Office
Feb	Roberto Cavazos	American Chamber of Commerce of Monterrey
March	Xavier Olivo	H.E.Butt Grocery Company
March/Ap	Jesus Cantu	
13-Apr	Norma Trevino	State of Nuevo Leon, Office of Int'l Commerce
		H.E.Butt Grocery Company