

NOVEMBER 10-12, 2019

# BAJA AEROSPACE TRADE TOUR AND SUPPLIER NEEDS

## SUPPLIER NEEDS: MATERIALS

Aluminum and metal alloys  
Advanced and composite materials  
Thermoforming  
Optical Fiber  
Extruded hoses and other materials  
Fiberglass  
Cable and harnesses  
Raw material for cable and Harnesses  
(Roll/Bar/ Sheet/ Cables)

Synthetic microfiber or  
mixed fabrics  
Hardware/Fasteners/  
Electric Sensors / Coils  
Bearings  
Electronic Boards



## SUPPLIER NEEDS: SERVICES

Precision Machining  
Heat treatment and Finishing  
Design Services  
Maintenance and Repair  
of aircraft electronic parts  
Metal stamping

Casting and Forging  
Hydroforming  
Sand cast  
Permanent mold  
Mechanical Assemblies  
Cut Tooling

## SITE VISITS

The trip includes site visits to both  
Honeywell Aerospace and Collins  
Aerospace.



**Honeywell**  
Aerospace

## ONE-ON-ONE B2B MEETINGS

Exclusive one-on-one B2B meetings  
with Mexican companies seeking  
suppliers.



UNITED STATES-MEXICO CHAMBER OF  
COMMERCE CALIFORNIA REGIONAL CHAPTER



# MEXICALI AEROSPACE TRADE TOUR

## NOVEMBER 10-12, 2019

### Tour objectives:

1. Connect the aerospace sectors between the regions of Los Angeles and Baja California.
2. Identify and facilitate supplier-buyer business relationships in the aerospace sector.
3. Reinforce relationship between the City of Los Angeles and Mexicali.

## PROGRAM

### SUNDAY, NOVEMBER 10<sup>TH</sup>, 2019

#### 4:00 P.M. MEETING TIME (LTD)

#### 4:30 P.M.

- Departure from RL Jones Parking Lot\* delegates pick up to cross the U.S.-Mexico border.  
\*RL Jones Address: 1778 Zinetta Road Suite A Calexico Ca 92231
- NOTE: all companies must register the FMM form online at this link before crossing the border: <https://www.inm.gob.mx/fmme/publico/solicitud.html>
- Do send a copy of each FMM to Mexicali Industrial Development Commission, so we can provide such info to each of the aerospace sites in Mexicali

#### **5:30 P.M. ARRIVAL TO THE HOTEL AND CHECK IN**

- Location: Araiza Mexicali  
Boulevard B nito Ju rez 2220, Jardines del Valle, 21270 Mexicali, B.C.
- Ph (686) 564 1100

#### **7:30 PM – 9:00 PM: COCKTAIL RECEPTION**

- Location: Hotel Araiza Mexicali
- Host: Araiza Mexicali
- Format: brief remarks, light refreshments (hors d'oeuvres, beer, wine).
- Speakers:
  - Los Angeles Mayor's Office (Christine Peterson, Deputy Director of International Trade)
  - U.S. Commercial Service (Jason Sproule, Senior International Trade Specialist)
  - U.S.-Mexico Chamber of Commerce (Marlen Marroquin, Executive Director)
  - Mexicali EDC ( President Mexicali Industrial Development Commission)

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### MONDAY, NOVEMBER 11<sup>TH</sup>, 2019

## ***MEXICALI TRADE TOUR, OCTOBER 20-22, 2019***

### **08:30 AM: HOTEL DEPARTURE**

### **09:00 AM – 11:00 AM: ASCENT AEROSPACE SITE VISIT**

- Location: Ave. Valle de Calafia no. 22 Parque Industrial Calafia II, B.C.
- Contact: Sergio Vindiola

### **11:15 AM – 11:45 AM: TOUR OF CEID (INNOVATION AND DESIGN CENTER) AT CETYS UNIVERSIDAD**

- Location: CETYS University  
Calzada CETYS s/n Col. Rivera C.P. 21259 | Mexicali, Baja California, México
- Host/Sponsor: CETYS Universidad (Jose Luis Arroyo)
- Format: As soon as arriving to CETYS, walk to the CEID and tour. After that, walk to the Conference Room.
- Tour leader: Jose Luis Arroyo, Director of Relationships (Welcoming remarks)

### **12:00 PM – 3:00 PM: LUNCH AND BAJA CALIFORNIA AEROSPACE SEMINAR**

- Location: CETYS University
- Sponsor: IVEMSA Shelter Group

#### Introduction of LA Delegation

- 12:00 PM – 12:05 PM: Jose Luis Arroyo, Director of Relationships (Welcoming remarks)
- 12:05 PM – 12:10 PM: Christine Peterson, Deputy Director of International Trade, Office of Los Angeles Mayor Eric Garcetti (Opening remarks)
- 12:10 PM – 12:15 PM: Silvia Cardenas, Senior Commercial Service Specialist, U.S. Commercial Service, U.S. Department of Commerce
- 12:15 PM – 12:20 PM: Marlen Marroquin, Executive Regional Director, U.S.-Mexico Chamber of Commerce
- 12:20 PM – 12:25 PM: Elizabeth Glynn, Export Advisor, CMTTC
- 12:25 PM – 12:40 PM: U.S. Delegation Companies presentations
- 12:40 PM – 12:50 PM: Time adjustment

#### Presentations

- 12:50 PM – 1:20 PM: - Director of Promotion and Investment Attraction at Secretariat of Economic Development of the State of Baja California (SEDECO)
- 1:20 PM – 1:50 PM: President of the Mexicali Industrial Development Commission
- 1:50 PM – 2:20 PM: Victor Hidalgo, President of the Mexicali Aerospace Cluster
- 2:20 PM – 2:40 PM: Speakers Panel and Q & A (moderated by Adrienne Lindgren)
- 2:40 PM – 3:00 PM: Time adjustment / Transfer to Supplier-Buyer Meetings Room

### **3:00 PM – 5:00 PM: SUPPLIER-BUYER MEETINGS**

- Location: CETYS University
- Format: Matchmaking session, previously arranged 1-on-1 meetings
- Agenda:
  - 3:00 PM – 3:05 PM: Opening remarks (Speaker TBC)
  - 3:05 PM – 5:00 PM: 1-on-1 meetings (previously arranged)
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### **5:30 PM – 7:30 PM: COCKTAIL RECEPTION**

- Location: Punta Este, Calzada Cetys 2600, Rivera, 21254 Mexicali, B.C.

## ***MEXICALI TRADE TOUR, OCTOBER 20-22, 2019***

- Host and Sponsor: Hermosillo Design and Construction, Grupo PRODENSA, CALAFIA Industrial Park
- Format: reception with light refreshments
- Speakers:
  1. Christine Peterson, Deputy Director of International Trade, Office of Los Angeles Mayor Eric Garcetti
  2. U.S. Commercial Service (Jason Sproule, Senior International Trade Specialist)
  3. Representative of Mexicali Major Office
  4. Director of Promotion and Investment Attraction at Secretariat of Economic Development of the State of Baja California (SEDECO)
  5. President of Mexicali's Industrial Development Commission

**7:30 PM: Back to the Hotel**

## **TUESDAY, NOVEMBER 12<sup>TH</sup>, 2019**

### **8:30 AM – 10:30 AM: HONEYWELL AEROSPACE SITE VISIT**

- Location: Honeywell Aerospace  
Circuito Aeroespacial No. 2, Parque Industrial El Vigía II, El Vigía II, 21395 Mexicali, B.C.
- Contact Person: Sergio Perez

### **11:00 AM – 1:00 PM: COLLINS AEROSPACE**

- Location: Collins Aerospace  
Calz. Venustiano Carranza #238, Desarrollo Industrial Colorado, 21397 Mexicali, B.C.
- Contact Person: Claudia Cobieya

### **1:30 PM – 3:00 PM: LUNCH AT JADE RESTAURANT (no-host)**

- Location: Blvd. Bénito Juárez 4539, Parcela 44, 21360 Mexicali, B.C.
- +52 686 561 8588
- Sponsor: No-host. Each company responsible for own tab.
- Format: casual lunch with the delegation

### **3:00 PM: DEPARTURE BACK TO THE U.S.**

- Bus will cross the border and return to US.

## **MEXICALI TRADE TOUR CONCLUDES**

**THIS TRIP WOULD NOT BE POSSIBLE WITHOUT OUR GREAT PARTNERS.  
MUCHAS GRACIAS!**

**MEXICALI TRADE TOUR, OCTOBER 20-22, 2019**

