

March 15  
In-Focus Country Series: Doing Business in Mexico and NAFTA Update

PLEASE FEEL FREE TO FORWARD TO OTHER CO-WORKERS, CLIENTS, ETC.



**MARCH 15**  
**IN-FOCUS COUNTRY SERIES: DOING BUSINESS IN MEXICO**  
**AND NAFTA UPDATE**

[www.mitaonline.org](http://www.mitaonline.org)

On January 1, 1994, the North American Free Trade Agreement (NAFTA) went into effect. On May 18, 2017, the Trump administration notified Congress that the President intended to renegotiate NAFTA. Renegotiations with Canada and Mexico began in August, 2017. On January 29, 2018, trade ministers from Canada, Mexico and the United States wrapped up the sixth round of NAFTA negotiations in Montreal, Canada with reports of "some" progress being made. This week, negotiators began a seventh round, meeting in Mexico City for additional discussions.

Has NAFTA been successful? Will renegotiated terms of the agreement enhance its effectiveness? How will proposed changes affect continued trade with Mexico and Canada? Who would be hardest hit by withdrawing from NAFTA?

In an effort to discuss these issues and others, MITA has put together a collection of presenters who will speak from a variety of perspectives.

- **Darci Vetter, Former Chief Ag Negotiator to the US Trade Rep**
  - Status and Key Issues in the NAFTA Negotiations
  - Status of the Review of the US-Korea Free Trade Agreement
  - Implications of other Pending Trade Actions, such as Possible Tariffs on Steel and Aluminum
  
- **Maria Guadalupe Sanchez Salazar, Consul General, Mexican Consulate in Omaha**
  - Consular Services in the Consular Representation in Omaha, Including Trade Promotion
  - Migratory Facts
  - Mexican Investment in Nebraska
  - Nebraska's Trade with Mexico
  
- **Lucia Miceli, Technical Business Coordinator, Li-Cor Biosciences, Environmental Product Line in Lincoln**
  - Company Overview
  - Challenges of Doing Business in Mexico
  - Current Sales and Export Process to Mexico
  - NAFTA Impact
  
- **Marcus J. Tyrance, Sr. Director - Mexico Marketing & Sales, Union Pacific Railroad in Omaha**
  - Overview of Union Pacific's Mexico Business

- How Easy is it to Ship In and Out of Mexico
- Best Practices for Shipping Internationally via Rail
- Brief Update on North American Trade

Join us in learning more about trade between Canada, Mexico and the United States!

---

## EVENT DETAILS

- Date:** Thursday, March 15, 2018
- Time:** 8:00-8:30 am -- Registration/Networking (breakfast included)  
8:30-11:30 am -- Program
- Location:** Tiburon Clubhouse, 10302 South 168th Street, Omaha, NE 402.896.1323
- Fee:** Platinum, Gold and Silver Members: FREE  
Bronze Members: \$35/person  
Non-Members: \$75/person  
Student/Retirees: \$35/person

## REGISTRATION

To register for this event, please contact Gloria Penas at 402.596.1210, email us at [mita@mitaonline.org](mailto:mita@mitaonline.org), or just [click here](#) !

**Registration Deadline: Monday, March 12, 2018**

Payment can be made at the door or sent to: MITA, P.O. Box 642123, Omaha, NE 68164 (no-shows will be billed).

## SPEAKERS

**Darci Vetter**  
**Diplomat in Residence at UNL**  
**Former Chief Ag Negotiator to the US Trade Representative**

Darci Vetter is a strategic consultant working on international trade, food and agriculture issues. She currently serves as a Diplomat in Residence at the University of Nebraska Lincoln, where she is working to launch the Yeutter Institute in International Trade and Finance. Ms. Vetter served as Chief Agricultural Negotiator at the Office of the U.S. Trade Representative from 2014 until January of this year, a Senate-confirmed Presidential Appointment with the rank of Ambassador. In this role, she was responsible for bilateral and multilateral negotiations, including the Trans Pacific Partnership agricultural package, and significant bilateral negotiations with Japan, China, Brazil and other countries.



Before returning to USTR, Ambassador Vetter served as Deputy Under Secretary for Farm and Foreign Agricultural Services at the U.S. Department of Agriculture (USDA), where she oversaw the Foreign Agricultural Service. She led the Department's international trade negotiating team, directed USDA's export assistance programs, and coordinated USDA's role in international food aid and trade capacity building.

Prior to joining the Obama Administration, Ambassador Vetter served as an International Trade Advisor on the Democratic Staff of the U.S. Senate Committee on Finance, where she advised Committee members on trade issues relating to agriculture, the environment and labor, including

the 2008 Farm Bill and the Committee's consideration of Free Trade Agreements with South Korea, Colombia and Panama. She began her career as a civil servant at the Office of the U.S. Trade Representative (USTR), where she worked on agricultural and environmental issues, including the WTO Doha Round, NAFTA implementation, and the environmental provisions of the U.S.-Chile Free Trade Agreement.

Ambassador Vetter received her Master of Public Affairs degree and a Certificate in Science, Technology and Environmental Policy from the Woodrow Wilson School at Princeton, and her undergraduate degree from Drake University in Des Moines. She grew up in Nebraska on a family farm, and lives in Washington, DC with her husband and two small children.

---

**María Guadalupe Sánchez Salazar**  
**Head Consul**  
**Consul of Mexico in Omaha, Nebraska**



Minister Sánchez-Salazar is a career member of the Mexican Foreign Service and currently serves as Consul of Mexico in Omaha, Nebraska. She has wide experience in the consular, bilateral and multilateral diplomatic fields.

Some of her most important assignments include that of Chargée d'Affaires a.i. and Deputy Head of Mission at the Mexican Embassy in Jamaica; Deputy Representative to the International Seabed Authority, based in Kingston; Delegate at the Permanent Mission of Mexico to the United Nations Organization (UNO) in New York, and Chief of the Consular Section at the Embassy of Mexico in Hungary. In the Ministry of Foreign Affairs of Mexico, she has served in the capacity of Director at the Department of the United Nations Organization, and at the Department of the Organization of American States; Minister Sanchez Salazar served as well as Deputy Director at the Department of Protocol and also at the Department for Latin America and the Caribbean region.

She holds a Bachelor's degree in International Relations from the National Autonomous University of Mexico (UNAM). Graduate Certificate in Foreign Affairs from the University of New York; a graduate Certificate in Mexico-United States bilateral relationship from the Center for Economic Research and Teaching (CIDE)/Columbia University and a Diploma in Public Diplomacy from DiploFoundation (Malta).

---

**Lucia Miceli**  
**Technical Business Coordinator**  
**LI-COR Biosciences**



Lucia Miceli is a Technical Business Coordinator at LI-COR Biosciences. For the last four years, Lucia has worked with the LI-COR Environmental Division doing business in North America and more recently with other international markets. She has experience with direct sales and sales through distributors and resellers.

---

**Marcus Tyrance**  
**Sr. Director Marketing & Sales - Mexico**  
**Union Pacific Railroad**



Marcus Tyrance is Sr. Director Marketing & Sales - Mexico, for Union Pacific Railroad. In this capacity, he leads a team of Business Managers and Business Development professionals strategically positioned throughout Mexico. Marcus began his career at Union Pacific in 2006 and has held commercial roles of increasing responsibility in Nebraska, Delaware, California and Pennsylvania. Prior to joining Union Pacific, Marcus worked as an Operations Manager for Third Party Logistics company, Kuehne + Nagel, for 7 years.

Marcus is a 1999 graduate of the University of North Carolina at Chapel Hill, where he earned a BA in Journalism and Mass Communication. He is also a 2006 graduate of the MSM program at North Carolina A&T State University, where he earned a Master's degree with a concentration in Transportation and Business Logistics.

Marcus resides in Omaha, Nebraska with his wife Stephani and daughter Emma. He enjoys spending time with his family and attending Salem Baptist Church. He is active in several organizations nationally as well as in the Omaha area. He is a board member for the Branch Board of the Nebraska Children's Home Society. He is a member of the Executive Advisory Council for the Business School at North Carolina A&T. He is also a member of the Board of Visitors at North Carolina A&T. In addition he serves on the Board of Purpose University.

---

## MEMBERSHIP

**Become a MITA member TODAY and start NETWORKING!**

Visit [www.mitaonline.org](http://www.mitaonline.org) for membership details.

---

**This meeting, as well as future meetings, may be eligible for NCBFA.**

**MITA | 402.596.1210 | Email: [mita@mitaonline.org](mailto:mita@mitaonline.org) | Website: [mitaonline.org](http://mitaonline.org)**

STAY CONNECTED:

