WHERE ARE THE MARKETS?

- **Northeastern**: heavy duty automotive, light automotive, steel, aerospace and oil & gas
- **Central**: light automotive, medical and aerospace
- **Northwestern**: electronic, aerospace, heavy duty automotive, light automotive and medical

**WHY MEXICO?**

- GDP growth expected for 2018: 2.5%, industrial GDP growing between 6% and 8%
- Machine tool consumption expected for 2018: US$2.6 billion
- Major Supply base for U.S. manufacturers
- Manufacturing industry output is more than US$380 billion every year
- Easy trade with U.S. suppliers due to NAFTA

**U.S.A. – AMT HEADQUARTERS**

7901 Jones Branch Drive, Suite 900
McLean, Virginia 22102-3316
Phone: 703-893-2900
Fax: 703-893-1151
AMT@AMTonline.org
www.AMTonline.org

**MEXICO – AMT MEXICO OFFICE, TECHNOLOGY & SERVICE CENTER**

Pabellon Tec - Local 38-1
Av. Eugenio Garza Sada 427 Sur Col. Altavista
C. P. 64840 - Monterrey, NL, Mexico
Phone: (52-81) 8359-1232
Fax: (52-81) 8358-2000
Carlos Mortera, International Director
CMortera@amtonline.org
www.AMTcenter.org.mx
OFFICE SPACE
Office space is available upon demand including high-speed internet access, office equipment, 24-hour security, cleaning services, access to meeting and training rooms, and catering. Workstations and private offices are available for rent.

MARKET ACCESS & SALES SUPPORT
The MASS direct sales support program is designed to increase a member’s sales volume. Utilizing senior in-country AMT staff, we will generate qualified sales leads in specific market segments, arrange sales meetings, organize follow-up support for active prospects, and provide monthly reports.

OTHER PRODUCTS & SERVICES
- Startup Operations Guidance
- Distribution Channel Streamlining
- Telemarketing Support
- Financial Consulting/Credit Risk Assessment
- Strategic Coaching to Local Staff

FIELD SERVICE SUPPORT
This on-demand daily or weekly engineering service can include: installation, setup, on-site training, troubleshooting, service, and repair. Make proactive courtesy calls to help ensure customer satisfaction. Our experienced service engineers can help a member achieve a high success rate with their customer’s final acceptance.

HUMAN RESOURCES
HR services include: compensation analysis, payroll administration, hiring, and labor law/policy consulting.

PROXY HIRING
This unique program enables a member to have an in-country direct hire without forming a local company. The full-time employee will report to the member but will be on AMT’s local payroll. We take on all employer responsibilities including salary, benefits, insurances, and taxes. This service includes the candidate search and compensation/benefits guidance.

LOGISTICS SUPPORT AND WAREHOUSING OPTIONS
These services provide members with the opportunity to store inventory from spare parts to complete units. As a member’s 3PL partner, AMT can provide turn-key inventory management encompassing everything from initial import to local sales order fulfillment or re-export.

BUSINESS SUPPORT/ MARKET PENETRATION
Numerous services include market penetration and channel development guidance, intellectual property rights assessments, key market/industry intelligence and research, trade missions to meet decision makers, trade show information and exhibiting assistance, organizing meetings with potential customers, cultural education including local negotiation practices, and assistance in finding legal representation.

SHOWROOM/ DEMONSTRATIONS
AMT’s showrooms are used for training and technical seminars, live demonstrations, open house events, parts testing and run-offs, and temporary duty-free release of imported machines utilizing our Free Trade Zone status (where applicable).