



DOING BUSINESS IN MEXICO

February 22, 2019 • 9:00 AM - 12:00 PM

*New Orleans Business Alliance Community Room
1250 Poydras St. Suite 2150*

AGENDA

9:00 AM-10:00 AM Expert Panel Presentation

- Nestor J. Navarro, Jr, Managing Director, Navarro International Group, LLC*
- Pete C. Garcia, Executive Director, US - Mexico Chamber of Commerce The Woodlands-Gulf Coast Chapter*
- Erin Butler, Director, U.S. Commercial Service New Orleans*

10:15 AM NovaOil Presentation

Diego Bernal de Loera, Director, NovaOil



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MEET OUR SPEAKER

Erin Butler is the Director of U.S. Commercial Service New Orleans, part of the U.S. Department of Commerce's International Trade Administration. Erin leads a team of international trade specialists who help Louisiana companies sell their products and services globally. U.S. Commercial Service New Orleans is part of the Commerce Department's worldwide network, which helps US companies to compete and win in international markets. Erin returned to the Commerce Department in 2016 after seven years in the private sector. Most recently she was Director of Sales, U.S. for the international maritime company Nautisk. Previously she worked for FedEx as their Senior International Account Executive for the Gulf Coast. During her first tenure with the federal government, Erin was a Foreign Commercial Service Officer serving at U.S. embassies overseas; she also worked in Washington, D.C. doing media relations and client relationship management. She has travelled extensively and worked in Europe, the Middle East, and West Africa. She holds a Master of Arts in International Affairs from the George Washington University, and completed her undergraduate studies in English and Russian at the University of Florida.



Erin Butler

Director, U.S.
Commercial Service New
Orleans



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Peter Garcia

*Executive Director United
States- Mexico Chamber of
Commerce The Woodlands-
Gulf Coast Chapter*

*Pete Garcia founder of PGI has over 30 years
experience in airline and aviation strategic
planning. He is the former Vice President Latin
America and US Hispanic Market for
Continental Airlines, the second largest airline
in the region, and fourth largest in the US,
where he was responsible for profit and loss
for over 2 billion USD.*

*Pete is fully bi-lingual and bi-cultural and
he became known as Father of Latization
when he created a unique concept when
companies were not paying attention to the
Latin market. He transformed Continental
Airlines into a Latinized corporation when
no one else in the market was giving the
airline an edge over its competitors.*



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Diego Bernal is the Director and founding partner of NovaOil, a consulting firm in Mexico focused mainly on the implementation of new technologies in the oil and gas industry in Mexico.

Under his direction, NovaOil has increased its presence at an international level, generating clients from Asia, Europe, North America and South America. This has allowed him to give conferences about the Mexican oil and gas industry in countries such as Scotland, Norway, Russia, Colombia, Ecuador, Canada and the USA.

He is also founder and member of the board of Directors of Senior Energy Professionals MX and Young energy professionals MX; Non-profit organizations focused on supporting the development of professionals in the energy Sector in Mexico



Diego Bernal de Loera

Director, NovaOil



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Nestor J. Navarro, Jr.

*Managing Director,
Navarro International
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Nestor J. Navarro, Jr.

Managing Director,
Navarro International
Group, LLC.

Nestor J. Navarro Jr. is the Managing Member and founder of Navarro International Group, LLC with over 30 years of experience in national and international business procurement and development.

Mr. Navarro's other areas of expertise are:

- *Sister Cities and Sister Ports agreements.*
- *Contract Negotiations, liaison between government entities and private sector.*
- *Preparation and evaluation of national and international tender documents and procedures.*
- *Management operations for Turnkey Projects: commercial, industrial, public works, substations, heavy construction and residential.*
- *Consultant to port operations, port business development and port expansion and construction projects.*
- *Consultant to Oil and Gas Service Companies.*
- *Seafood processing plants.*