



Remarks by Ambassador Todd D. Robinson
Opportunities in Central America Region Conference

Monday, June 22, 2015

Hotel Intercontinental, Salón Roble I

U.S. Department of Commerce, Deputy Assistant Secretary for Domestic Operations Mr. Antwuan Griffin; Regional Senior Commercial Officer for Central America, Ms. Aileen Nandi; distinguished participants; Good morning.

It is with great pleasure that I welcome you to the Central American Trade Mission and Conference, that first of its kind in Guatemala.

I want to acknowledge the great teamwork of the U.S. Commercial Service, both domestic and regional offices, which collaborated to make this event possible.

I am pleased to learn that representatives of 25 companies from a cross-section of industries are participating in this event.

I hope that all of you note the growing potential in Central America, and that you identify networks and begin to build collaborative partnerships.

In the next days, you will have the opportunity to network with potential partners by attending regional and industry-specific sessions.

You'll broaden your understanding of market entry strategies, logistics and trade financing resources for Central America.

You will participate in pre-arranged one-one-one consultations with U.S. Foreign Commercial Service and Department of State Economic and Commercial Officers with expertise in these markets.

I encourage you to take full advantage of the opportunities and expertise offered.

Our Foreign Commercial Service team and our partners in AMCHAM have worked diligently to set up over 300 business-to-business matchmaking meetings for you tomorrow.

In the following days, many of you will also travel to other Central American countries and explore strategies for entering or expanding your business in those markets as well.

The long standing cultural and commercial ties between Central America and the United States make our countries natural partners.

In fact, the United States is the main business partner for Central America. U.S. products and services are well accepted and recognized for their quality. I know you will be warmly welcomed by the business community this week.

And I look forward to the day when I'm invited to witness the signing of business agreements between your companies and Central American partners.

The U.S. Mission in Guatemala is committed to deepening existing relationships and expanding the many connections between our respective entrepreneurial communities.

This conference is designed to equip you with all the tools you will need to be a part of this successful global trade arena.

I wish you all a productive trade mission and I look forward to many upcoming successes and newly formed partnerships.

Thank you.