

HERMINIO BLANCO MENDOZA



Herminio Blanco has 27 years of experience in international trade. As Mexico's Minister of Trade and Industry, NAFTA Chief Negotiator and Vice Minister of International Negotiations, he played a key role in the design and implementation of the deep structural changes that have made of Mexico a more open and competitive economy.

The following are some achievements of his last 15 years of service in the Mexican government (1985-2000):

1. As Chief Trade Negotiator, he led Mexico's participation in the Uruguay Round of multilateral trade negotiations and the establishment of the World Trade Organization (WTO).
2. Led the team that, at that time, made Mexico the country with the largest number of free trade agreements in the world (32 countries).
3. Led the Mexican government's lobbying efforts for the approval of NAFTA in the US Congress.
4. Implemented many of the promotion efforts that contributed to the tripling of the foreign direct investment in Mexico.
5. Designed and implemented a far-reaching reform program to eliminate red tape, enhance efficiency and increase transparency in Mexico's public sector.
6. Implemented a managerial re-engineering of the Ministry of Trade and Industry, which was recognized by the ISO9000 certification and the Government of Mexico Quality Award.
7. Designed and implemented numerous programs to improve the competitiveness of small and medium size enterprises (SME's), including the establishment of a consulting corporation with more than fifty offices in Mexico.

In his 12 years of experience in the private sector (2001-2012), Herminio Blanco has advised national and local governments, corporations and international organizations on trade policy and international economic strategic matters.

Herminio Blanco is founder and President of the Board of *IQOM Inteligencia Comercial*, the only international trade service in Mexico and Latin America that provides an online day-by-day analysis of governmental trade measures affecting corporations doing business in the region. IQOM has helped the Mexican government in the implementation of special software applications to promote the participation of small and medium enterprises in international trade.

He is a member of several boards, including BLADDEX, the Latin American Trade Bank whose mission is to finance international trade in Latin America.

Professional Experience

- | | |
|------------------|--|
| 1978-1980 | Senior Advisor to the Finance Minister of Mexico. |
| 1980-1985 | Assistant Professor of Economics, Rice University, Houston, Texas. |
| 1985-1988 | Member of Council of Economic Advisors to the President of Mexico. |
| 1988-1990 | Vice-Minister for International Trade, Ministry of Trade and Industry. |
| 1990-1993 | Chief Negotiator of the North American Free Trade Agreement (NAFTA). |
| 1993-1994 | Vice-Minister for International Trade Negotiations, Ministry of Trade and Industry. |
| 1994-2000 | Minister for Trade and Industry.

Chairman of the National Council for Deregulation.

Chairman of the Advisory Council for Trade Negotiations.

Vice-Chairman of the Board of BANCOMEXT, the Mexican export promotion bank. |
| 2001 - | Member of the Board of the Foreign Trade Bank of Latin America, BLADDEX.

Member of the Board of CYDSA, a leading Mexican corporation chemical manufacturer, and of BANORTE, the leading Mexican bank.

Member of the Board of the Cordell Hull Institute. |
| 2002- | Founder and Chairman of the Board of <i>Soluciones Estratégicas</i> a company providing strategic advisory services on international trade and investment to governments and corporations. |

2005- Founder and Chairman of the Board of IQOM *Inteligencia Comercial*, the only international trade service in Mexico and Latin America that provides and an online day-by-day analysis of governmental trade measures affecting corporations doing business in the region. IQOM is also very active in providing advise on international trade to corporations, national and local governments.

Education

Ph.D. in Economics (1978)

University of Chicago
Chicago Illinois

BA Economics (1971)

Instituto Tecnológico y de Estudios Superiores de Monterrey
Monterrey, Mexico

Academic Experience

Assistant Professor Rice University, Houston Texas (1980 - 1985),

Visiting Professor of Economics, Colegio de México and Instituto Autónomo de México (1987-1988)

Visiting Professor of Instituto Tecnológico y de Estudios Superiores de Monterrey (2011)

Additional Information

He is married to Ana Portilla and has a son, Rodrigo, and a daughter, Daniela. He is fluent in English and Spanish and has full understanding of French.