

TRADE OPPORTUNITIES ALERT

NEW! International Trade Programs and Services Portal – Online Tools to Global Markets

Small businesses interested in growing their exports can now apply for new or lower cost export services online. These services are made available due to a grant that the Georgia Department of Economic Development received from the Small Business Administration (SBA).

The grant provides both new export services and reduced fees for some existing export services for qualified small- and medium-sized businesses. By registering for the state's trade services online at <http://trade.georgia.org>, Georgia companies will also receive advance notice of international trade missions and trade shows. There is no cost to register, and registration is necessary to access these services.

The SBA grant provides new tools and resources to reach more small- and medium-sized businesses to help them increase exports. When a Georgia company partners with the state's International Trade office, it gains access to research, online assistance, training, financial opportunities and in-country market assessments. It also receives assistance with trade shows, international trade missions, in-country matchmaking appointments, connections with international buyers and trade opportunity alerts. Most of the state's trade services are offered free of charge.

For information about the state's trade services, please contact Ms. Taube Ponce, senior international trade manager and manager of Georgia's SBA grant, at 404-962-4118 or by email at tponce@georgia.org.



\$28.9

billion
goods exported

10,080+

Georgia exporters

86%

of Georgia
companies involved
in international trade

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December 1-15, 2011

Following is information on international companies seeking to purchase or distribute Georgia products. These leads were developed by the Georgia Department of Economic Development (GDEcD) and/or GDEcD's International Offices. For assistance in following-up on these leads or to take advantage of other programs offered by GDEcD, please contact the person listed by the opportunity below.

PRODUCTS/SERVICES SOUGHT IN THIS BULLETIN:

1. Aviation fuels, oils, and lubricants - United Kingdom
2. Security systems - United Kingdom
3. Agricultural chemicals - Uruguay
4. Vide-game machines - Uruguay
5. Used tires - South Korea

NOTE: The interested companies MUST include their complete contact details (address, state, e-mail, etc.) and a company profile when responding to these opportunities.

OPPORTUNITIES IN THE UNITED KINGDOM (UK)

PRODUCT 1: AVIATION FUELS, OILS, AND LUBRICANTS

An airport in the UK seeks suppliers of aviation fuels (Jet A1 F35, Jet A1 F34, and AVGAS), oils, and lubricants.

PRODUCT 2: SECURITY SYSTEMS

An organization in the UK seeks U.S. manufacturers and / or suppliers of closed-circuit TVs (CCTV), intruder alarms, panic alarms and access control equipment. The installation and maintenance services are also needed.

Please contact Mr. Mike Harling for the above trade opportunities in the UK.

CONTACT

Mr. Mike Harling

State of Georgia - UK Office

Georgia Department of Economic Development

E: MHarling@georgia.org

P: 011 44 (0)1 672-851-619



OPPORTUNITIES IN URUGUAY

PRODUCT 1: AGRICULTURAL CHEMICALS

A Brazilian company seeks U.S. suppliers of No-scald DPA (15% active ingredient) to be applied on apples prior to the freezing process. Quantity desired is 3,000 liters.

PRODUCT 2: VIDEO-GAME MACHINES

An organization in Uruguay seeks U.S. manufacturers and / or suppliers of electronic video-gambling hopper-equipped machines and bill-handling machines with connectivity to IN-OUT ticket systems.

Please contact Mr. Jose Madeira for the above trade opportunities in Brazil.

CONTACT

Mr. Jose Madeira
State of Georgia - Brazil Office
Georgia Department of Economic Development
E: JMadeira@georgia.org
P: 011 (55) 11 3051-7208

OPPORTUNITIES IN SOUTH KOREA

PRODUCT 1: USED TIRES

A Korean company seeks U.S. suppliers of used tires, including tires for trucks and buses (TBR), tires for industry and heavy equipment (GOTR), tires for medium sized trucks (LT) and tires for passenger's vehicles (PCR). The company plans to import 7 to 10 40-foot containers per month.

Please contact Ms. Hee-jung Shin for the above trade opportunities in South Korea.

CONTACT

Ms. Hee-jung Shin
State of Georgia - South Korea Office
Georgia Department of Economic Development
E: HShin@georgia.org
P: 011 (82) 2-701-3222



UPCOMING TRADE EVENTS - GDECD

- National Export Event (MAC), Dec / Jan 2011/2012
- Domotex, Hannover, Germany, Jan. 14-17, 2012
- Incoming Mission from Atlantic Canada, Feb. 6-8, 2012
- Rural Georgia International Outreach Seminars
- Incoming Buyer Missions, March, April, May, June 2012
- GLOBE, Vancouver, Canada, March 14-16, 2012
- Expomin, Santiago, Chile, April 9-13, 2012
- InterSecurity Conference, São Paulo, Brazil, April 23-26, 2012
- TurkeyBuild, Istanbul, Turkey, May 2-6, 2012
- Trade Winds, Singapore, May 16-18, 2012
- SEUS Canada, Myrtle Beach, South Carolina, May 20-22, 2012
- BioMed Israel, Tel Aviv, Israel, May 21-23, 2012
- Hospitalar, São Paulo, Brazil, May 22-25, 2012
- Farnborough Airshow, United Kingdom, July 9-12, 2012

Go to <http://trade.georgia.org> to sign up for Trade services and apply for the events listed above.

For information on receiving Trade Opportunities Alerts

CONTACT: Anna Alford at 404-962-4036 or AAlford@georgia.org

Disclaimer -The names of these companies are given without prejudice or guarantee. To the best of our knowledge these leads are legitimate. However, the Georgia Department of Economic Development cannot guarantee a successful business transaction and normal business precautions should be observed.