

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 16-31, 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. Storage trays and trolleys - United Kingdom
2. Fasteners - United Kingdom
3. Stud-welding equipment - Chile
4. Hospital furniture - Chile
5. Web-based restaurant point-of-sale (POS) system - Mexico
6. Methane gas collection services - Mexico
7. Special offset provisions opportunity - Israel
8. Energy efficiency measures in medical centers project - Israel

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: STORAGE TRAYS AND TROLLEYS

A local authority in the UK seeks manufacturers and/or suppliers of shatter-proof polypropylene storage trays, metal frames, trolleys and accessories for use in educational, healthcare, industrial and commercial applications.

PRODUCT 2: FASTENERS

The UK's Ministry of Defense seeks suppliers of fasteners, locks & non-locking devices and related services.

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 CHILE

PRODUCT 1: STUD-WELDING EQUIPMENT

A company in Chile focused on supplying technical solutions to the iron, steel, and mining industries, as well as to heavy machinery suppliers is searching for manufacturers and suppliers of stud-welding equipment, including stud-welding guns to be used in the application of wear-protection studs for mining equipment. Capacity needed: 8 studs per minute.

PRODUCT 2: HOSPITAL FURNITURE

A company in Chile focused on supplying hospital equipment, disposables and medicines is searching for manufacturers and suppliers of hospital furniture, including beds, tables, carts, mattresses, and cradles, as well as beds for morbidly obese patients.

Please contact Mr. Brian Wilson for the above trade opportunities in Chile.

CONTACT

Mr. Brian Wilson

State of Georgia – Chile Office

Georgia Department of Economic Development

E: BWilson@georgia.org

P: 011 (56 2) 335 2910

OPPORTUNITIES IN MEXICO

PRODUCT 1: WEB-BASED RESTAURANT POINT-OF-SALE (POS) SYSTEM

A service company in Mexico offering web-based systems for on-line restaurant ordering seeks a provider of web-based restaurant POS systems. This company will include the product in its offerings to clients.

Characteristics:

- Allow remote access to reports
- Centralized integration of multiple locations
- Easy updating and customization of menu items and pricing
- Update information in real-time
- Materials and inventory management

PRODUCT 2: METHANE GAS COLLECTION SERVICES

A local government in Mexico seeks an experienced private company to provide long-term methane gas collection services and its use for power generation. The project is designed not only to reduce greenhouse gas emissions but also allow selling emission bonds under the Clean Development Mechanism (CDM) program of the Kyoto protocol.

Please contact Mr. Fernando Hanhausen for the above trade opportunities in Mexico.

CONTACT

Mr. Fernando Hanhausen

State of Georgia – Mexico Office

Georgia Department of Economic Development

E: FHanhausen@georgia.org

P: 011 (52 55) 5280 7233

OPPORTUNITIES IN ISRAEL

PRODUCT 1: SPECIAL OFFSET PROVISIONS OPPORTUNITY

An Israeli company developing and manufacturing military and commercial aerospace and defense systems seeks suppliers, manufacturers, subcontractors, and distributors of equipment related to the following categories of products: business jets, unmanned air vehicles, radars, anti-tactical ballistic missiles, satellites, ground stations and space launchers, navigation systems and other aerospace/defense products and services.

PRODUCT 2: ENERGY EFFICIENCY MEASURES IN MEDICAL CENTERS PROJECT

Israel's Ministry of Health seeks private companies interested in the implementation of energy efficiency measures in medical centers in Israel. Under the project, the savings in energy costs generated by the energy efficiency measures will be shared between the medical center(s) and the private companies for a period of no longer than seventeen (17) years.

The private companies would be required to survey, identify, design, develop, finance, install, implement and maintain energy efficiency measures in each of the medical centers and, in addition, would need to measure, verify and report the performance of such energy efficiency measures, as well as execute training and awareness programs in the medical centers.

Please contact Mr. Ronen Kenan for the above trade opportunities in Israel.

CONTACT

Mr. Ronen Kenan

State of Georgia - Israel Office

Georgia Department of Economic Development

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UPCOMING TRADE EVENTS - GDECD

- National Export Event (Metro Atlanta Chamber), 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.

2012 GLOBAL CONSULTANCY PROJECT

The Georgia Tech College of Management and Center for International Business Education and Research announce the 2012 Global Consultancy Project. Now in its eighth year, the course matches teams of MBA students with real-world business projects in select countries. The 2012 destinations are Japan and Turkey.

Companies wishing to know more about the course or considering sponsoring a future project should contact James Hoadley at james.hoadley@mgt.gatech.edu.

For information on 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.