

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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January 1-15, 2012

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. Physiotherapy equipment - United Kingdom
2. Surgical orthopedic joint replacement products - United Kingdom
3. Beef and chicken meat products - Chile
4. Photovoltaic solar panels - Chile
5. Water pipeline construction - Mexico
6. Sea water desalinization plant construction - Mexico
7. Water system operation contracts - Mexico
8. Trailers - Israel
9. Aerospace parts, components, and service suppliers - Brazil

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: PHYSIOTHERAPY EQUIPMENT

A local authority in the UK seeks manufacturers and/or suppliers of physiotherapy and occupational therapy equipment, including fitness and exercise equipment, general therapy equipment, hot and cold massage therapy products, electrotherapy acupuncture educational aids tapes, and strapping hydrotherapy posture and balance equipment.

PRODUCT 2: SURGICAL ORTHOPAEDIC JOINT REPLACEMENT PRODUCTS

A local authority in the UK seeks manufacturers and/or suppliers of surgically-implanted prosthesis (hip joint, knee joint, and upper and lower extremities, to include but not limited to the shoulder, elbow, wrist, finger, ankle and toe implants). Suppliers of bone cement and bone cement mixing devices are also sought for.

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: BEEF AND CHICKEN MEAT PRODUCTS

A company in Chile focused on supplying food products to the Chilean market is looking for suppliers of beef and chicken meat products.

PRODUCT 2: PHOTOVOLTAIC SOLAR PANELS

A company in Chile focused on marketing and installation of environmentally friendly products is looking for a supplier of photovoltaic solar panels (PSP).

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

PROJECT 1: WATER PIPELINE CONSTRUCTION PROJECTS

A local government in Mexico seeks an experienced private company to construct and operate water pipelines to increase water availability at specific regions or major cities.

PROJECT 2: SEAWATER DESALINIZATION

A local government in Mexico seeks an experienced private company to construct seawater desalination plants to increase clean water availability.

PROJECT 3: WATER SYSTEM OPERATION CONTRACTS

A local government in Mexico seeks an experienced private company to operate their water systems and eliminate water losses by adequately managing all processes from water extraction at wells to delivery to users.

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: TRAILERS

An Israeli railway company seeks a manufacturer or supplier of two trailers with three side-tipping platforms, and two trailers for conveying vehicles and equipment suitable for heavy rail. The trailers must be designed to operate under hot and dusty conditions.

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
E: RKenan@georgia.org
P: 011 (972) 9 9570270

OPPORTUNITIES IN BRAZIL

PRODUCT 1: AEROSPACE PARTS, COMPONENTS AND SERVICE SUPPLIERS

A Brazilian company is open for new suppliers of aircraft parts, components, and services for its commercial, executive and defense jets.

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



UPCOMING TRADE EVENTS - GDECD

- 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
- National Export Event (Metro Atlanta Chamber), Dec / Jan 2011/2012

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.