

TRADE OPPORTUNITIES ALERT

October 16th-31st, 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's (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. Breathing / oxygen therapy equipment - Brazil
2. Medical equipment / telemedicine - Brazil
3. Electric products - Israel
4. Water - related technologies - Israel
5. Power tools and machinery - Chile
6. Upcoming Trade events

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

OPPORTUNITIES IN BRAZIL

PRODUCT 1: BREATHING / OXYGEN THERAPY EQUIPMENT

A Brazilian distributor of homecare equipment is seeking new suppliers of breathing/ oxygen therapy equipment for homecare.

PRODUCT 2: MEDICAL EQUIPMENT / TELEMEDICINE

A Brazilian distributor of homecare equipment is seeking new suppliers of telemedicine equipment, updates in remote diagnosis (blood pressure, breathing, traumas, etc.) equipment and technologies for homecare.

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



\$28.9

billion
goods exported

10,080+

Georgia exporters

86%

of Georgia
companies involved
in international trade



OPPORTUNITIES IN ISRAEL

PRODUCT 1: ELECTRIC PRODUCTS

In the effort to satisfy its future purchasing requirements, an electric company in Israel is looking for producers and suppliers of the following products:

- Medium voltage 22/33 KV line-post composite insulators
- Reserve high-voltage cranking motor 3.3 KV, 1750HP, Hagit power station unit
- High voltage, 161 kv, power cable, 2,000 mm & accessories for installation
- Fiber optic ground wire (OPGW) 96 fibers
- SF6 insulated switchgear for 36 KV system voltage

PRODUCT 2: WATER - RELATED TECHNOLOGIES

An Israeli company is searching for qualified Georgia manufacturers / suppliers of the following:

WATER QUALITY

- Online monitors of micro pollutants and pathogenic microorganisms
- Online monitors of multiple parameters

ENGINEERING SERVICES

- Cleaning and disinfection of reservoirs both open and closed
- Detection system for failure, in active pipelines
- Shut-off valves in event of extreme operating conditions

WATER DESALINATION

- Standardization of filtering methods
- Continuous, long term monitoring of desalinated water
- Removal of Boron from desalinated water

WATER TREATMENT AND IMPROVEMENT

- Fast detection of poisonous substances in the biological treatment system
- Optimal energy usage in waste purification systems
- Prevention of blockages in pipes due to biological and physical sedimentation
- Removal of natural radioactive material from saline water wells

ENVIRONMENTAL PROTECTION

- “Green” technologies for the removal of pollutants from water sources and pumps
- Sanitization systems for environmental protection
- Air pollution prevention systems for water and waste treatment plants

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



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.

OPPORTUNITIES IN CHILE

PRODUCT 1: POWER TOOLS AND MACHINERY

A company in Chile focused on supplying technical solutions to the iron and steel, aviation, and mining industries, as well as to heavy machinery suppliers is searching for Georgia producers and suppliers of the following:

- Wear protection studs: chromium carbide laden, wear resistant alloy studs to be applied onto alloy castings to provide wear protection (in various sizes if available) from heavy machinery and equipment (e.g. power shovels buckets)
- Stud welding power supply equipment
- Hand held stud welding gun to apply studs on castings
- Lips, cutting edges and tooth adaptors for shovel and loader buckets
- Underside lips, tooth adaptors and wear bars
- Requested spare parts should be preferably for the following power shovel models and brands: P&H (model 4100), and for the Komatsu brand

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

UPCOMING TRADE EVENTS - GDECD

- Dubai Airshow, Nov. 13-17, 2011
- WATEC, Tel Aviv, Israel, Nov. 15-17, 2011
- Medica, Düsseldorf, Germany, Nov. 16-19, 2011
- U.S. - Saudi Business Opportunities Forum, Dec. 5-7, 2011
- 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
- Hospitalar, São Paulo, Brazil, May 22-25, 2012
- Farnborough, United Kingdom, July 9-12, 2012
- TurkeyBuild, Istanbul, Turkey, May 2-6, 2012 (tentative)
- Expomin, Santiago, Chile, April 9-13, 2012
- InterSecurity Conference, São Paulo, Brazil, April 23-26, 2012

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