

# Trade Mission to South Africa

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**February 18-22, 2008**

## JOIN US!

Traveling to South Africa and meeting face-to-face with prospective customers is crucial to establishing business relationships. Your itinerary will be personalized for your company – all business appointments and meeting locations will be tailored to the needs of your company.

## REGISTRATION

- > **Deadline is January 18, 2008**
- > Companies are responsible for all travel and business related expenses
- > The first 15 qualified companies will be accepted

## ABOUT THE MISSION

You will receive:

- > Pre-arranged one-on-one business appointments with interested distributors, agents, etc
- > Detailed information about each company provided in advance
- > An average of up to 3-5 meetings per day
- > Hotel reservations within the Commonwealth's block booking
- > A better understanding of the business culture in each country
- > Services of the Commonwealth's representatives in South Africa
- > Our staff will assist you in all aspects of the follow-up process after the mission

Your business objectives for this mission are our primary concern. All scheduling of business appointments during the week are individualized so that you have the opportunity to meet those potential partners who are best suited to assist you in achieving your business objectives. Call for more information.

## WHY THIS MARKET?

**Pennsylvania's exports to South Africa surpassed \$180 million in 2006, 7th highest in the United States, an increase of 33.2% over 2005.** Percentage growth in manufacturing equipment, transport, and vehicle components from US exporters are regularly in the double and sometimes triple digits. This market has elements that define it as both a developing and developed market - a factor which benefits American companies coming into the market. The region is a fast adopter of high tech imports and almost 8% of economic output is related to automotive manufacturing. The mining sector continues it's runaway growth; South Africa has 80% of the world's platinum and 40% of the world's known gold reserves as well as a host of other precious and non-precious metals. Given the ongoing commodity boom driven by demand in the emerging markets, South Africa will continue to do well.

In 2006, South Africa achieved GDP growth of 5% and an industrial production growth rate of 7.1%.

## TRADE MISSION ITINERARY

<b>February 17</b>	Arrive Johannesburg
<b>February 18</b>	Business briefing and appointments
<b>February 19</b>	Appointments. Leave for Durban
<b>February 20</b>	Appointments in Durban, leave for Cape Town
<b>February 21-22</b>	Appointments in Cape Town

## CONTACT

For additional information, contact:

**Larry Nelson**  
 Center for Trade Development  
 Phone: 717.346.2256  
 E-mail: lanelson@state.pa.us  
[newPA.com/trade](http://newPA.com/trade)

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## PARTICIPATION AGREEMENT

**Attention: Larry Nelson | Fax: 717.772.5106**

**Registration deadline is January 18, 2008.**

Please forward a copy of this agreement to:

Pennsylvania Department of Community and Economic Development  
Office of International Business Development / Attn: Larry Nelson  
400 North Street, 4th Floor  
Commonwealth Keystone Building  
Harrisburg, Pennsylvania 17120-0225

COMPANY NAME:		
ADDRESS:		
CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	
COMPANY CONTACT:	TITLE:	
E-MAIL:	WEBSITE:	

As a duly authorized representative of the above-named company, I have read, understand and agree to the following terms with regard to being a participating company in the Pennsylvania Trade Mission to South Africa:

- > Only Products of 51 % Pennsylvania or US content and/or value-added products may be represented as part of the participating company's products / services.
- > No foreign produced items may be included, except items from foreign countries that have been processed or value-added in Pennsylvania.
- > The participating company must have an office and staff or manufacturing facility in Pennsylvania.
- > In the event the participating company withdraws from the Pennsylvania Trade Mission to South Africa, the participating company will be subject to forfeiture of the entire participation fee.
- > All participating companies must provide information on the results attained through participation in the Pennsylvania Trade Mission to South Africa to the Pennsylvania Department of Community and Economic Development. "Results" are current and future sales and dealings transacted as an outcome of participating in the Pennsylvania Trade Mission to South Africa.
- > Participating companies assume all risks of participation in the Pennsylvania Trade Mission to South Africa.

\_\_\_\_\_  
Authorized Representative (print)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date