

# Trade Mission to South Africa

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**February 21 - March 2, 2012**

## ABOUT THE TRADE MISSION

Pennsylvania's Center for Trade Development (CTD) invites you to join us on a business development mission to South Africa.

Meeting face-to-face with prospective customers and partners is crucial to establishing business relationships in South Africa. We will help you meet your business objectives by designing a business itinerary tailored to your company's specific needs.

As a mission participant you will receive:

- > Pre-arranged one-on-one business appointments with prequalified business partners based on your criteria
- > Detailed background information about each company provided in advance
- > In Country logistics planning
- > Follow-up assistance after the mission

## REGISTRATION

- > **Registration Deadline: January 20, 2012**
- > Participation fee is \$750

Companies are responsible for all travel and business-related expenses.

## TRADE MISSION ITINERARY

<b>February 21</b>	Arrive Johannesburg, South Africa
<b>February 22-24</b>	Orientation / Company meetings in Johannesburg
<b>February 25</b>	Safari by Land, Hluhluwe National Reserve <a href="http://www.game-reserve.com">www.game-reserve.com</a>
<b>February 26</b>	Safari by River, St Lucia Wetlands Reserve
<b>February 26</b>	Evening travel to Durban
<b>February 27 - 28</b>	Meetings in Durban, travel to Cape Town
<b>March 1-2</b>	Meetings in Cape Town

## WHY THIS MARKET?

Southern Africa is projected to be one of the world's fastest growing economies over the next 20 years, making it a good long term market for US exports. Seven of the top ten growth economies in the world are currently located in sub-Saharan Africa, with South Africa accounting for nearly one third of the entire African economy. High interest sectors for US exporters are: mining equipment and services, manufacturing equipment and machinery, IT and telecommunications, automotive manufacturing machinery, chemicals, agricultural technology and a host of others. Pennsylvania's Center for Trade Development has assisted tens of millions of dollars in exports to this rapidly expanding market and invites you to explore the possibilities this market offers your company.

**TEAM**  
**Pennsylvania**  
FOUNDATION

**Interested in sponsoring this event?**  
Please contact **Matt Zieger** at the Team PA Foundation  
at [info@teampa.com](mailto:info@teampa.com) or (717)233-1375.

## CONTACT

For additional information, contact:

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

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## PARTICIPATION AGREEMENT

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

A participation check for \$750 must accompany this form. Limited mission slots will be filled on a first-come, first-served basis. The participation fee does not cover ground transportation; shipment of brochures and any samples; payment to interpreters (as needed); or travel and hotel expenses.

Please make your check payable to the *Commonwealth of Pennsylvania* and forward with 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 necessary to be a participating company in the Pennsylvania Trade Mission to South Africa:

- > Only Pennsylvania commodities and/or value-added products and services may be a part of the participating company's exhibit.
- > The participating company must have an office and staff or manufacturing facility in Pennsylvania.
- > In the event of company self-withdrawal from participation with the Commonwealth for this trade mission, the registered company will be subject to forfeiture of the entire registration fee.
- > All participating companies must provide information on the results attained through participation in this trade mission to the Pennsylvania Department of Community and Economic Development. "Results" are current and future sales and dealings transacted as an outcome of attending the trade mission. This information is confidential and will be held in strictest confidence.

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

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date