



Doing Business in Chile!
 May 7, 2009 / 7:45 am – 10:45 am
 Mississippi World Trade Center
 175 East Capitol Street, Suite 255
 Jackson, Mississippi 39201

TEL: (601) 965-4130 FAX: (601) 965-4132

A Morning Seminar on Doing Business in Chile

Join Mitch Larsen, Senior Commercial Service Officer, U.S. Commercial Service, Santiago, Chile as he discusses opportunities for trade and investment in Chile. As the United States and Chile Free Trade Agreement (FTA) concludes its fifth year, commercial trade, both in products and services, has been a resounding success. As of January 1, 2004, 90 percent of U.S. exports to Chile entered duty free, with all remaining tariffs to be phased out by 2015. In 2008, bilateral trade between the United States and Chile reached \$20.3 billion, a 216 percent increase over bilateral trade levels before the U.S.-Chile Free Trade agreement (FTA) took effect. Chile remains one of the most stable and prosperous developing nations and it continues to lead in several key economic and political areas.

Perhaps the greatest challenges for a U.S. firm seeking to export to Chile are the high degrees of competition and a relatively small market. Even though Chile is a relatively small market (16 million in population), it is open to trade and investment and, as a result, many foreign firms are already present in the market. Leading sectors for U.S. export and investment to Chile include: Construction Equipment, Computer Software/Hardware/Services, Safety & Security Equipment, Telecommunication Equipment, Electrical Power Equipment, Food Packaging and Processing Equipment, Mining Equipment, Healthcare/Medical Equipment, Pollution Control Equipment and Services, and Travel and Tourism.

At this seminar, you'll:

- Get an overview of the Chilean market;
- Learn about market entry strategies, trade statistics and export trends;
- Learn how and why to extend credit to your clients to be successful; and
- Learn about the methods of shipping and the documents related to foreign trade in Chile.

Registration Fee: \$30 includes continental breakfast, parking, and materials.

For more information, contact Jessica Gordon (Jessica.Gordon@mail.doc.gov) at 601-965-4133 or Ann Atkins (aatkins@mswtc.org) at 601-353-0909.

Please register by May 5, 2009, limited seating available!

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