



**EXPORT  
ALABAMA**



## ***Doing Business in Chile & Argentina*** ***Presentation and Business Roundtable Discussion***

**FEBRUARY 12:  
HUNTSVILLE/MADISON  
COUNTY CHAMBER  
225 CHURCH STREET  
HUNTSVILLE, AL 35801  
11:30AM-1:00PM  
LUNCH & BRIEFING**

**FEBRUARY 13:  
BIRMINGHAM CHAMBER  
505 20<sup>TH</sup> STREET NORTH  
SUITE 200  
BIRMINGHAM, AL 35203  
7:30AM-9:00AM  
BREAKFAST & BRIEFING**

**FEBRUARY 13:  
AUBURN CHAMBER  
414 EAST GLENN  
AVENUE  
AUBURN, AL 36830  
11:30AM-1:00PM  
LUNCH & BRIEFING**

**FEBRUARY 14:  
MOBILE AREA CHAMBER  
451 GOVERNMENT  
STREET  
MOBILE, AL 36602  
11:30AM-1:00PM  
LUNCH & BRIEFING**

**Walter Bastian, Deputy Assistant Secretary for the Western Hemisphere at the U.S. Department of Commerce will speak at this briefing on the business opportunities in Chile & Argentina.**

### **Why Chile and Argentina?**

- In 2006, Alabama exports to Chile were \$31.3 million and exports to Argentina totaled \$81.6 million.
- Alabama exports to Chile were \$55.3 million between January and October 2007, representing a 136% increase over January-October 2006, while in the same period, exports to Argentina were \$72.4 million, constituting a 6% increase over the previous year.
- Since the U.S.-Chile Free Trade Agreement (FTA) came into force on January 1, 2004, 97% of U.S. exports to Chile enter duty-free, with all remaining tariffs to be phased out by 2015.
- The U.S. is the largest investor in Chile, representing over 25% of all foreign direct investment, while Spain and Canada are second and third, respectively. In Argentina, the U.S. competes with Spain for the top investment spot.

### **Alabama Trade Mission to Chile & Argentina**

The Alabama Development Office and the Export Alabama Trade Alliance are organizing a trade mission to Santiago, Chile and Buenos Aires, Argentina May 31 to June 7, 2008. The multi-industry mission will focus on matching participating Alabama companies with qualified agents, distributors, representatives, end-users and joint venture partners in this market. The mission is aimed at companies interested in entering the Chilean and/or Argentine markets, as well as those wishing to increase their business in these countries.

**PLEASE FAX THIS FORM TO:  
(334) 353-1330**

**Alabama Development Office, International Trade Division, 401 Adams Avenue, Suite 630, Montgomery, AL 36130-4106** or contact Beau Lore at [james.lore@ado.alabama.gov](mailto:james.lore@ado.alabama.gov) or (334) 353-0299 with questions.

**Registration:** No charge to attend, but reservations are requested.

Yes, I will attend (Please circle one: Huntsville Birmingham Auburn Mobile).

I cannot attend, but would like more information on Chile and Argentina/the trade mission.

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_