



ATTENTION DELAWARE BUSINESS OWNERS

Join the Delaware International Trade Group Chile/Colombia Business Development Mission

September 29 – October 3, 2014

The International Trade Group will organize a **comprehensive** and **customized** business itinerary to assist you in establishing business relationships in two of Latin America's **fastest-growing economies**. Mission participants will receive: **Pre-arranged, one-on-one business appointments with prequalified business partners** • **Detailed background information about each company** • **Logistical support** • **Follow-up assistance**

Why Chile?

- The Free Trade Agreement (FTA) between Chile and the U.S. continues to flourish. Tariffs on **90 percent** of U.S. exports to Chile have been eliminated, and will be **phased out completely** by 2015.
- Bilateral trade between the U.S. and Chile reached \$17.9 billion in 2010, a **150 percent increase** over pre-FTA trade levels. U.S. exports to Chile reached \$10.9 billion in 2010, and has enjoyed a **trade surplus** with Chile for three consecutive years.
- U.S. goods exports to Chile increased **548 percent** in the 10 years since the FTA was signed, from \$2.7 billion in 2003 to \$17.6 billion in 2013.
- Chile is one of the most stable and prosperous developing nations, ranking consistently high on international indices for **economic freedom**, **transparency** and **competitiveness**. Its open economy and strong democratic institutions make it one of the region's best countries for doing business.

Leading Chilean sectors for U.S. exports:

Agricultural Machinery & Investment | Construction
Electric Power Equipment | Food Processing &
Packaging | Healthcare | Mining Equipment | Safety
and Security | Telecommunications | Travel &
Tourism | Water Resources Equipment

Why Colombia?

- The Trade Promotion Agreement (TPA) between the U.S. and Colombia went into effect in 2012, eliminating tariffs on **more than 80 percent** of U.S. industrial exports to Colombia.
- As a result of the TPA, more than half of U.S. agricultural commodity exports became **duty-free**, including barley, soybeans, high-quality beef, bacon and almost all fruit and vegetable products. Enforcement of intellectual property rights increased in Colombia, and provided **increased access** to the country's \$180 billion services market.
- Colombia is Latin America's fourth-largest economy, **third-largest market for U.S. exports**. Improvements in security have resulted in steady economic growth and moderate inflation, helping Colombia to become a free market economy with strong commercial ties to the U.S., Europe, Asia and Latin America.

Leading Colombian sectors for U.S. exports:

Oil/Gas Machinery & Services | Transportation &
Infrastructure | Mining Equipment | Construction
Equipment | Information Technology &
Communications | Military Equipment | Automotive
Parts & Accessories | Electrical Power Systems |
Travel & Tourism | Food/Beverage
Processing/Packaging Equipment | Medical
Equipment | Processed Food & Beverages

To learn more or to find out if you qualify to join the Chile/Colombia Business Development Mission, contact Delaware's International Trade Group at 302.577.8464 or email us at david.mathe@state.de.us