TRADE MISSION TO MEXICO AND COLOMBIA
JUNE 14-20, 2015

Colombia is a country in South America which has been growing at an annual rate of 5% for the past 4 years! Pennsylvania exports to Colombia grew 138% from 2005-2010. Colombia signed a Free Trade Agreement (FTA) with the U.S. as well as with the European Union. This FTA provides preferential or zero tariffs for U.S. products and services. The World Bank Group's report, Doing Business 2015: Going Beyond Efficiency, ranked Colombia as the number one country in the Latin American and Caribbean regions for ease of doing business. The infrastructure, telecommunications and power sectors are particularly well positioned for growth.

- Some of the industries in demand for U.S. products are:
  • Oil and Gas Machinery, Transportation and Infrastructure, Construction and Mining Equipment, Electrical Power Systems, Engineering firms.

Mexico is a neighboring country of the U.S. and member of NAFTA, the free trade agreement that includes the U.S., Mexico and Canada. Mexico is the U.S. third largest trading partner accounting for roughly 12.5 percent of all U.S. exports and 22 American States depend on Mexico as their first or second destination for exports. More than a billion dollars per day is traded in the border. Mexico is currently approving major industry reforms namely oil and gas, telecommunications and education. Their attractive business climate, legal certainty, economic and financial stability, logistics and familiarity with U.S. businesses, make them an ideal destination for you to find new customers. Some of the top U.S. exports to Mexico include, but are not limited to: aerospace, energy, tool and dies, transportation, construction and chemicals.

Trade Mission Itinerary
- June 14 Trip to Monterrey, Mexico
- June 15. Business appointments in Monterrey.
- June 16. Business appointments in Mexico City.
- June 17: Travel to Bogota, Colombia.
- June 18-19: Business appointments in Colombia.
- June 20: Leave for U.S.
Registration: Deadline is April 13, 2015.

One travel package fee covers all trade mission fees:

| Fees: $8880 (PA, NY, Michigan companies) |
| Fees: $9980 (Other States) |

All Inclusive package fee.

For Pennsylvania companies only: The GAP reimbursement funding of $3500 is available for small businesses.

Trade Mission Information
Register and pay online at www.duq.edu/sbdc Complete the Participation Agreement and send with check payable to Duquesne University SBDC. Mail to: Brent Rondon, Duquesne University SBDC, 600 Forbes Ave, Pittsburgh, Pa. 15282. Tel. 412-396-5670. rondon@duq.edu or duqsbdc@duq.edu

Trip Information
The tentative trip registration fee includes stops in 3 cities, pre-arranged, qualified 3-5 business meetings per day (Gold Key), hotel, transportation in country, interpreter fees, briefings, brochure translation, receptions, trade show participation, assistance with sales follow up and mission fee.

The first 10 to 12 qualified companies will be accepted. Apply early! www.duq.edu/sbdc

Sponsored by:
Duquesne University SBDC, through funding by the U.S. Department of Commerce, Market Development Cooperator Program (MDCP) International Trade Administration.
# TRADE MISSION TO MEXICO AND COLOMBIA

**June 14-20, 2015**

## Participation Agreement

Please fill out the form below and make a $500 deposit as a part of the participation fee. Mail it to Duquesne University Small Business Development Center (SBDC) 600 Forbes Ave. Rockwell Hall-108. Pittsburgh, PA 15282. Tel. 412-396-5670, Fax. 412-396-5884. Brent Rondon. rondon@duq.edu. Make checks payable to Duquesne University SBDC. You can also register and pay online at [www.duq.edu/sbdc](http://www.duq.edu/sbdc). **Registration and payment must be received by April 13, 2015**. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.

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<th>Company Name</th>
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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 this Trade Mission:

- Only Products of 51% 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 the U.S.
- The participating company must have an office and staff or manufacturing facility in the U.S.
- Cancellations: No refunds will be issued after April 13, 2015 unless the US Commercial Service determines you do not have a market, which in that case the $500 deposit will be refunded. Cancellation before April 13, 2015 should be in writing to Brent Rondon at rondon@duq.edu. Trade mission cancellation insurance is available at extra cost.
- All participating companies must provide information on the results attained through participation in the Trade Mission to the Duquesne University SBDC. “Results” are current and future sales and dealings transacted (distributors and agents) as an outcome of participating in the Trade Mission to Mexico and Colombia.
- Participating companies assume all risks of participation in this Trade Mission.

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Company Authorized Representative (Please Print)

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Signature

Title Date

Payment Enclosed of $________________