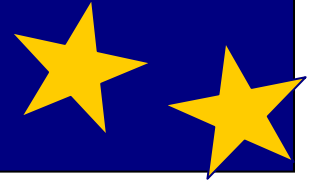




COUNCIL OF GREAT LAKES GOVERNORS SOUTH AFRICA TRADE MISSION 2011 OVERVIEW



The Council of Great Lakes Governors (CGLG) is leading a multi-sector trade mission to South Africa from February 23 - March 3, 2011. The goal of this mission is to assist small to medium sized companies from the Great Lakes region export products and services to this exciting market.

Mission participants will receive:

- Customized one-on one business appointments in South Africa with interested distributors, agents and other prospective business partners set up by the CGLG South Africa Trade Office (average 3 - 4 appointments per day).
- In-depth advance market research to include detailed information about each target company.
- In-country business briefing and networking dinner.
- Services of CGLG South Africa Trade Office staff throughout the mission.
- Group airport-hotel-airport ground transportation.
- Assistance with hotel bookings.
- Follow-up. CGLG staff will assist with all aspects of follow-up after the mission.

WHY SOUTH AFRICA

SOUTH AFRICA:

- English speaking market that values the rule of law in business, with a strong value on democratic principles.
- Recovered quickly from global economic slowdown, banks rated 6th in the world for financial stability.
- Economy forecast to grow by 4 to 5% in 2011.
- Demonstrating strong capital investment across sectors such as mining, energy, IT, tourism services & agriculture. Tariffs are relatively low--most capital equipment, technical and industrial inputs enter duty free.
- Exchange rate currently sitting at US\$1 = ~R7.30 (30 August, 2010). This is close to a relative high advantaging US exporters in PPP terms.
- South Africa has the world's largest supplies of gold, platinum, chromium, vanadium and other precious and semi-precious metals.
- South Africa is undergoing a resources boom due in part to its proximity to the high growth economies of China and India. This is creating a huge demand for mining and other industrial equipment and technology services; environmental technology, etc.
- It is the center of southern Africa's energy market.
- South Africa is the regional hub for imports and distribution throughout southern Africa.
- The U.S. is South Africa's leading foreign direct investor and second largest trading partner.



If you are not already active in this important market, now is the time to get started.

KEY INDUSTRY SECTORS

- Automotive Parts and Line Technology
- Agricultural Equipment and Processing Machinery
- Chemical Industry
- Consumer / Household / Sporting Goods
- Construction Equipment
- Engineering and Consultancy Services in Construction, Waste Management, Industrial and Processing Equipment Machinery
- Medical Equipment
- Mining Equipment
- Power Generation and Supply



TRADE MISSION ITINERARY

Feb 21	Depart U.S. for South Africa
Feb 22	AM/PM: Arrive in Johannesburg, South Africa
Feb 23	AM: Country Business Briefing Individual Business Appointments
Feb 24	Individual Business Appointments
Feb 25	Individual Business Appointments PM: Travel to Richards Bay
Feb 26	Optional Weekend Activity
Feb 27	Optional Weekend Activity PM: Travel to Durban
Feb 28	Individual Business Appointments
March 1	Individual Business Appointments PM: Travel to Cape Town
March 2	Individual Business Appointments
March 3	Individual Business Appointments PM: Depart Cape Town for U.S.

REGISTRATION & COSTS

Registration deadline is December 3, 2010

Mission Participation Fee: \$650 per person
Includes in-country staff support; group airport-hotel-airport transportation; business briefing; networking dinner

Market Research/Appointment Setting Fees:
\$1,950

For additional information, please contact:

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Additional information on the CGLG South Africa Trade Mission
is available at <http://www.cqlg.org/projects/SA2011mission/index.aspx>