



Update December 2007

Business Opportunities

Argentina

Industry: Packaging Equipment

The import market for packaging equipment was estimated at US\$ 98 million in 2006. Imports traditionally account for almost 90 percent of the market, however local production has been growing rapidly. Between 2004 and 2006, U.S. exports of packaging equipment rose from US\$2.4 to US\$4.7 million. As the economy continues to grow, U.S. companies that offer good quality at competitive prices may find significant opportunities in the Argentine market.

For more information, please click [here](#)

Brazil

Industry: Laboratory Equipment

The number of environmental laboratories in Brazil has been growing substantially for the past five years because of the increased industrial demand. The growing amount of information on the planet's climate change is leading to the development of new international environmental management methods, which should further stimulate the sector.

For more information, please click [here](#)

Canada

Industry: Infection Control Products

The import-driven US\$ 1.5 billion infection control market in Canada offers export opportunities to U.S. manufacturers of infection control products. Infection control products include sterilizers, autoclaves, personal protective wear and equipment, sanitizing gels and disinfectants for rooms and other hospital environments.

These products have become mandatory commodities for best practices in the Canadian healthcare system.

For more information, please click [here](#)

Colombia

Industry: Plastics

The plastics sector is one of the most dynamic of the Colombian economy as it serves most industries. According to the National Plastics Association (Acoplásticos), the good performance of the Colombian economy has contributed to the good results achieved in the activities of the plastic sector, as shown by export and local sales indicators.

For more information, please click [here](#)

Ecuador

Industry: Changes in Tariff Schedule

U.S. exporters to Ecuador should be aware of recent changes in Ecuador's tariff schedule. Several hundred products received a tariff increase while a number of others had their tariffs reduced. The changes are effective immediately and might affect many products coming from the United States.

For more information, please click [here](#)

Mexico

Industry: Pharmaceuticals

The Mexican market for pharmaceuticals is one of the largest in Latin America, second only to Brazil. Due to current sanitary regulations, most multinational companies have significant local manufacturing facilities to supply not only the Mexican but also the Central American markets. Per these sanitary regulations, only licensed manufacturers are able to import pharmaceuticals. The private sector accounts for 80 to 85 percent of the total value of the market, but in volume it is the public sector that supplies the

vast majority of dosages to the Mexican population. Lack of adequate patent protection has become a concern for U.S. companies in the past few years, as the current regulations still have some significant gaps.

For more information, please click [here](#)

Peru

Industry: Construction Equipment

Peru is the third largest country and the fourth most populated in South America. In 2006, the construction industry largely contributed to Peru's economic growth, accounting for 5.58% (US\$ 4.7 billion) of country's GDP (US\$ 84.3 billion). The market for construction equipment (CON) grew 66.6%, increasing from US\$ 310.5 million in 2005 to US\$ 517.5 million in 2006. It is highly dependent on imports, totaling US\$ 308.8 million in 2005 and US\$ 503.1 million in 2006. The U.S. was the main supplier for CON equipment, holding 41.3% of the market share in 2006. According to the Lima Chamber of Commerce, CON equipment imports grew 70% in 2006 due to the increase in the number of building projects (i.e., malls and housing developments.) This trend is likely to continue in the

For more information, please click [here](#)

Uruguay

Industry: Higher Education

Uruguay has a literacy rate of 97% and a schooling index of 94%, according to the National Statistics Institute. The illiterate population is mainly concentrated in the rural areas. The private sector in the area of higher education is relatively new in Uruguay. Until 1985, there were no private higher education institutions in Uruguay. The only higher education institution was public, operated with government funding and offered free tuition.

Currently, approximately 80% of university students attend the public university while the rest are spread among accredited private universities, non-accredited tertiary level institutions and technical schools.

Higher education provided by public and private universities, technical institutes and non-accredited tertiary level institutions and colleges offers Uruguayan students more than 105 careers. Official sources report that there is significant demand for careers in: Economics, Law, Psychology and Medicine. However, the number of graduates in professional careers outweighs the availability of suitable jobs particularly in the more prestigious fields. This is making it difficult for highly skilled young people to find suitable

employment, thus leading to a significant emigration of the best-educated young Uruguayan professionals. To enter the market, U.S. higher education institutions are encouraged to raise their visibility through educational advising centers, participation in educational fairs and the placement of advertisements.

For more information, please click [here](#)

Trade Events

Brazil

Industry: Haircare/Cosmetics

Professional, dynamic, especially geared to the market of beauty salons and esthetics clinics, the **Hair Brasil** fair blends information, fashion and business in a unique format, the only one of its kind in the world. And it has rapidly become a reference for all the industry in Brazil and Latin America.

For more information, please click [here](#)

Canada

Industry: Pollution/Energy/Water

Globe 2008 provides a unique opportunity for companies to network with decision-makers from around the world. It is an excellent forum for introducing technological innovation to environmental business leaders. It is also a great venue for the dissemination of technical products such as research reports. Some of the product categories at this fair include air pollution control energy efficiency, engineering services, environmental audits, finance, GIS & information technology, hazardous waste, ISO/EMSA consulting, impact assessment management, laboratory equipment and services, monitoring equipment and services, pollution prevention technology, remediation/containment, renewable energy, research and development, resource management, solid waste management, and wastewater treatment.

For more information, please click [here](#)

Trade Leads

El Salvador

Products: Machinery and Equipment for New Slaughtering House for Pigs

Pig slaughtering house machinery and equipment is needed for the new facility that will be under

construction in El Salvador during the first semester of 2008. The national association of pork producers, Asporc, will be needing absolutely everything necessary to establish and equip this new facility, including: scalpers, electric shock, bleeding, dehairers, line of kill floor equipment, cutting, and two cold rooms -- everything necessary to set up a complete production line. Additionally the association is also interested in including in the purchase all the machinery and equipment necessary to purify wastewaters from the production process. The initial plant capacity is for 200 pigs per day, with plans to expand to 300 pigs per day.

Asporc is interested in providing any additional information that may be needed in order for U.S. companies to provide a floor plan of the entire process, with detailed information to purchase all machinery and equipment necessary in the production line. U.S. companies are encouraged to explore EximBank financing options for this sale.

Intent to buy: 2-6 months.
Communication: Spanish preferred or English

For more information, contact:

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Or Commercial Specialist Cecilia Avila at
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El Salvador

Products: Machinery and Equipment for New Dairy Plant

Various machinery and equipment for the establishment of a dairy facility in order to produce pasteurized HTST milk, different types of cheese, different yogurt flavors, different types of creams. All to be processed from fresh cow's milk.

Adel Morazan is a local NGO established in the Department of Morazan to foster local development in the area. This NGO is a member of the Salvadoran Chamber of Commerce and works with the local bank Banco Cuscatlan that was recently acquired by CitiBank. ADEL Morazan will facilitate through accompaniment and implementation the construction of the milk processing and pasteurization plant project. The implementation of the plant will contribute to the

industrialization of the dairy industry and will permit greater product quality, providing more added value, contributing to the competitiveness of the sub sector.

Intent to buy: immediate
Communication: Spanish preferred or English

For more information please contact:

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Costa Rica

Products: Barges

Urgent need for 2-3 barges that handle 4000-5000 metric ton capacity. With covers, with or without propulsion, no more than 4 meters of drafting capacity.

For more information, contact:

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Useful Website

Trade Agreements

An interagency effort by the United States Government to provide the public with the latest information on America's trade agreements. A joint effort between the Departments of Agriculture, Commerce, State, Treasury and the Office of the United States Trade Representative, this site will be regularly updated with news about existing agreements, as well as pending free trade agreements with Peru, Colombia, Panama and South Korea.