

Bolivian Exporters Trade Mission

Miami, FL, USA, 16-18 June 2009



Communiqué

strengthen the links between the U.S. and Bolivia

Mission Description

The **U.S. Embassy's Commercial Office** in La Paz, Bolivia, the **Bolivian-American Chamber of Commerce, Inc.**, **Visit USA Committee-Bolivia** and **AeroSur** are organizing a trade mission to Miami, Florida from June 16 to June 18, 2009.

The mission will focus on helping Bolivian exporters launch or increase their export business in the U.S. market. The mission will help participating firms gain market information, make business and government contacts, solidify business strategies and advance specific projects, towards the goal of increasing Bolivian exports to the U.S.

The mission will include business-to-business matchmaking appointments with local companies, as well as site visits and meetings with representatives of academia, business, media, local and U.S. government agencies. The delegation will be comprised of Bolivian export firms representing a cross section of Bolivian industries with growing potential.

Commercial Setting

The U.S. is one of the most important markets for Bolivian exports. Since the election of President Evo Morales in January 2006, Bolivian exports to the U.S. have experienced a significant drop. Effective December 15, 2008, President Bush suspended Bolivia's participation in the ATPDEA program based on its failure to meet international counter-narcotics obligations. Suspension has lessened investor's interest in ATPDEA-dependent industries such as textiles and apparel.

Mission Goals

The Bolivian Exporters Trade Mission will help Bolivian firms initiate or expand their exports to the U.S. by providing business-to-business introductions and market access information.

Mission Scenario

The mission will take place in Miami, Florida. Meetings will be hosted by the recently launched **Miami Chapter of the Bolivian-American Chamber of Commerce** with the kind patronage of **K&L Gates** (law firm). Delegation members will attend briefings on business procedures giving them the opportunity to speak with local business and U.S. government representatives and will participate in meetings with potential buyers, agents, distributors and partners.

Participating Companies

Company

Anatina Toys
Asociacion de Mineros Medianos
Bodegas y Viñedos "La Cabaña"
Crocoland Ltda
Esteria Sweet Bolivia
Hipermaxi SA
Imperial Silver
Irupana Andean Organic Food SA
La Chonta Ltda.
Version Digital

Export sector

Wooden toys
Mining
Wine
Alligator meat and leather
Organic food products
Consumer food products (import)
Silver jewelry and products
Organic food products
Wooden doors and frames
Web developers/designers