

Business Development Mission to The Canary Islands, Spain

January 23-28, 2005

I am pleased to invite you to join The Jay Malina International Trade Consortium of Miami Dade County (ITC), and the U.S. Office of the Canary Islands, PROEXCA on this important mission to the Canary Islands, Spain.

International Trade between Miami-Dade County and Spain grew over \$669 million last year for a total of over \$1.28 billion in 2003. Primary exports were computers, medical equipment and pharmaceuticals. Primary imports were ceramic tiles, food items and shoes.

The Canary Islands, one of Spain's autonomous states located in the western African coast, offers year round tropical climate that attracts over 9.5 million visitors a year. Combined with its 1.7 million residents, it offers an array of tourism-related economic opportunities as well.

The Canary Islands also serves as a transshipment point to the African Continent. Numerous trading companies located in the Canary Islands are involved in international business transactions for goods and services. We encourage international trading companies, suppliers and distributors to join us in exploring business opportunities in the Canary Islands. For additional information you may visit <http://www.canarvislands-usa.com/index.html>

Florida companies seeking to explore business opportunities between Miami Dade County and the Canary Islands, Spain should participate in this event. You will meet with in-country commercial specialists and representatives from companies in the following strategic industries:

- Tourism
- Foods items
- Cigars
- Fresh and Frozen Fish
- Cheese
- Wines

The Government of the Canary Islands is putting together a round table to discuss and explore business and tourism opportunities.

Join us as we travel to the Canary Islands, Spain to see how you and your company can benefit from the opportunities in this region of the world. Please fully complete the registration forms attached.



Jose "Pepe" Diaz
Miami-Dade County Commissioner
ITC Chair

**Business Development Mission to
The Canary Islands, Spain
January 23-28, 2005**

Registration Deadline: January 7, 2005

Package Includes

- Round-trip airfare
- Hotel accommodations (single occupancy)
- Airport transfers and ground transportation
- Welcome reception
- Some lunches, networking receptions, and business matchmaking

Total Estimated Mission Costs: U.S. \$1743.00

**Payment of: U.S. \$1095.00
Due by: January 7, 2005
(See registration form for details)**

**Delegates will be housed at the following:
Santa Cruz de Tenerife:
SHERATON MENCEY HOTEL TENERIFE
CANARY ISLANDS
Calle Doctor Jose Naveiras, 38,
E-38004 Santa Cruz de Tenerife, Spain.
Phone (34)(922) 609 900 Fax (34)(922) 280 017**

**For further information, please contact:
Patricio Gonzalez at Tours Express
Incentives**

Tel: (305) 593-1486

Fax: (305) 594-8555

E-Mail: patjgonzalez@aol.com

**For further information regarding the
Mission, please contact:**

Mr. Alejandro Sanz

Tel: (305) 779-4967

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Ms. Mayda Rescendi

Tel : (305) 375-5280

E-Mail : mresc@miamidade.gov





COMPANY PROFILE

Company Information. (Please type or print clearly)

Company Name: _____

Contact Name: _____ Title _____

Address: _____

City: _____ State: _____ Zip: _____ Country _____

Telephone: () _____ Fax: () _____

E-mail: _____ Web Site: _____

Year Established: _____ No. of Employees: _____

Company Description:

Industry Sector:

Company Type:

<input type="checkbox"/> Construction	<input type="checkbox"/> Trading Company
<input type="checkbox"/> Engineering/Communications	<input type="checkbox"/> Manufacturer
<input type="checkbox"/> Consumer Goods	<input type="checkbox"/> Agent/Distributor
<input type="checkbox"/> Agriculture/Food Products	<input type="checkbox"/> Manufacturer's Representative
<input type="checkbox"/> Computers/Office Machines	<input type="checkbox"/> Exporter/Importer
<input type="checkbox"/> Other (Specify) _____	<input type="checkbox"/> Other (Specify) _____

Products and/or services description:

International/Domestic Trade Sales. The percentage of your total sales is related to:

Domestic Sales _____% Exports Sales _____% Imports _____%

With what countries are you currently trading? _____

Primary Objective for Mission Participation

- Finding a Sales Representative or Distributor
- Marketing or Research
- Immediate Sales
- Joint Venture or Strategic Alliance Partners
- Exposure to New Business Contacts
- Other (specify) _____