



EXPORT ALABAMA



**2009 NAITA Defense Trade Series: Chile Aerospace & Defense Industry Briefing**

Monday • May 4, 2009 • Lunch & Program: 12:00 – 1:30 p.m. • Registration: 11:30 a.m. at BizTech • 515 Sparkman Drive, Huntsville, AL 35816

Please join us for an interactive discussion of the Chilean Aerospace & Defense Industry presented by NAITA, in conjunction with the U.S. Commercial Service-Birmingham Export Assistance Center and the Export Alabama Alliance, and sponsored by the Alabama International Trade Center. This industry lunch briefing will highlight the Chilean defense procurement environment and other business opportunities between the two nations. Since the U.S. Chile Free Trade Agreement (FTA) became effective on January 1, 2004, U.S. exports to Chile have risen from \$2.7 billion (in 2003) to \$12.1 billion (in 2008) – this is 345% growth, far exceeding the 18 – 52% growth originally projected by the U.S. International Trade Commission over the first 12 years of the FTA. In 2008, the U.S. had its first trade surplus with Chile since 2000. The FTA has and will continue to strengthen and deepen business relationships between our two countries, including in the aerospace and defense industries. A review of specific industry sectors shows that U.S. aircraft and spacecraft exports to Chile have grown 2246% from 2003 to 2008.

**Mitch Larsen, Commercial Counselor for the U.S. Commercial Service at the American Embassy in Santiago, Chile**, will discuss the U.S.-Chile FTA and opportunities for two-way trade, including the aerospace/defense environment and procurement. **Individual appointments are available immediately following the briefing for more detailed one-on-one discussions.**

Mr. Larsen began his tour as the U.S. Commercial Counselor in Chile in July 2007. He serves as the principal commercial advisor to the U.S. Ambassador to Chile and is responsible for U.S. programs and services aimed at increasing trade between American firms and their Chilean counterparts. He leads an active commercial staff of 12 within the Embassy, including individuals with specific areas of industry expertise. Mr. Larsen previously served as the Deputy Senior Commercial Officer at the U.S. Embassy in Baghdad, Iraq. He was responsible for U.S. programs aimed at re-introducing American companies, goods, and services into Iraq after a 15-year absence; improving the overall commercial environment; and helping American companies safely and effectively establish a leading role in the construction of a modern and market-oriented Iraq. Previous assignments include Guatemala, Australia, and Ukraine.

**Chilean Defense Industry Briefing RESERVATION FORM**

May 4 • 12:00 – 1:30 p.m. • at BizTech • 515 Sparkman Drive • Huntsville, AL 35816  
Registration Fee: \_\_\_\_\_ NAITA Member \$20/person \_\_\_\_\_ Non-NAITA Member \$30/person

\_\_\_ *I will attend the Chile Defense Briefing.* \_\_\_ *I would like to schedule a private meeting.*

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**Please Fax Your Reservation to: 256.532.3704 or email [rsvp@naita.org](mailto:rsvp@naita.org).**

*Mail check to: NAITA • P.O. Box 2457 • Huntsville, AL 35804*

**Contact NAITA at 256.532.3505 or [naita@naita.org](mailto:naita@naita.org) for further information.**

***Reservations & Cancellations Must Be Received Prior to April 30, 2009. Substitutions Accepted.***