December 2013

Dear International Buyer/Manufacturer’s Representative:

It is our pleasure to invite you to apply for participation in the third annual G.R.O.W. (Georgia Reaching Out Worldwide) program, an initiative designed to introduce you to products at competitive prices from qualified suppliers in the State of Georgia. This invitation has been extended to you because of your reputation as a leading international buyer/manufacturer’s representative and is non-transferable. Following are quotes from previous program participants:

*“The companies were well screened which meant that nearly all companies offer possibilities. Communication before the event and all arrangements were excellent.”*

*“Before this event, our company used to do business with American companies of other U.S. states. In addition to the opportunity to meet some Georgia’s companies executives, by participating in the G.R.O.W. Program I could see in loco the competitive advantages of Georgia State….”*

*“Great opportunity to meet with Georgia based firms face to face to discuss their business. Well organized and planned event.”*

Through this program, funding will be provided to a limited number of qualified buyers/manufacturers’ representatives to visit Georgia for individual meetings with Georgia exporters, arranged by our award-winning staff in Atlanta. Past participants have benefited from mutually beneficial business opportunities, one-on-one supplier meetings with Georgia companies (a minimum of 5-7 with a maximum of 20), a $4,000 honorarium, and an opportunity to experience Georgia. The enclosed application and draft agenda provide more details, including the procedure for payment of the honorarium, which will be made in installments following the event.

Why come to Georgia? Georgia is the 12th largest exporting state in the U.S. In 2012, Georgia had a record $36 billion in products and services exported to more than 200 countries and territories. Among U.S. states, Georgia led the nation in the export of chemical wood pulp, poultry, kaolin, cotton, carpet, kraft paper and paperboard and peanuts.

We are pleased to provide you with this opportunity to expand your product line(s) and grow your business through our program! Please apply at your earliest convenience.

Sincerely,

kfalls Signature.tif

Kathe Falls

Division Director, International Trade

Georgia Department of Economic Development