

REPUBLIC OF SOUTH AFRICA

PENNSYLVANIA'S TRADE REPRESENTATIVE



Richard Zurba, Director

Southern Africa Trade Office
Council of Great Lakes Governors
Represented by: Zurcom International (Pty) Ltd
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SOUTH AFRICA
Web: www.cqlg.org/projects/trade/index.asp

DIRECTOR'S BIO

Richard has been the director of Pennsylvania's representative trade office in South Africa since 1999. In July 2004, Richard assumed the role of owner/manager of Zurcom International, continuing as Pennsylvania's Authorized Trade Representative in the Republic of South Africa. Richard's previous African work experience was with a South African import/export company and with World Vision, managing a large disaster relief project in the Congo. He has an MBA from Western Ontario, an MA from the London School of Economics and a BA honors degree from Alberta, Canada.

OFFICE SCOPE OF SERVICES

- Agent and Distributor, Direct End-User Searches or Joint/Venture Partners;
- Market Viability Studies & Market Entry Strategies
- Appointment Scheduling: Stand alone events or in conjunction with a trade show.
- Company Lists: Customized lists of manufacturers, buyers, agents, distributors, or other potential business partners
- Referrals to private service providers, trade associations, or government or industry experts
- State sponsored trade missions: Pre-qualified business contacts, market briefings, and logistical assistance.

RESEARCH TOOLS & FACILITIES

- A directory of Southern African agents, distributors and manufacturers updated annually
- Online directory of distributors such as Eezee-Dex.
- Johannesburg Securities Exchange list of top 200 South African companies and their subsidiaries, as well as other exchange membership and descriptor lists.
- A wide range of industry specific and trade show directories, some in CD format
- Specific service directories such as the medical/pharmacy/agricultural directories
- Conference room, resource library, internet access, hospitality kitchen, fax/photocopier



To obtain export assistance from our Authorized Trade Representative, contact:

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