

Office of the Governor

PO BOX 004
TRENTON, NJ 08625

NEWS RELEASE

CONTACT: Jayne O'Connor
609-777-2600
Lisa Kruse
(609) 984-6677
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Governor Whitman Promotes Multinational Business Ties With Brazil

SAO PAULO, BRAZIL - Looking to expand New Jersey's multinational business ties with Brazil, Governor Christie Whitman today rang the opening bell launching a day of trading for the Sao Paulo Stock Exchange (BOVESPA). The Governor also spoke at an American Chamber of Commerce of Brazil luncheon stressing the importance of bilateral trade.

The Governor was joined by BOVESPA President Alfred Rizkallah and New Jersey Commerce Secretary Gualberto "Gil" Medina. Members of the Fortune 1000 delegation from New Jersey and state trade representatives accompanied Gov. Whitman to the BOVESPA. New Jersey companies, such as Merck, Lucent Technologies and BOC Gases, are participating in the Governor's trade and investment mission. The New Jerseyans were briefed about BOVESPA and the Commodities and Futures Exchange (BM&F;).

"With the largest economy and population in Latin America, Brazil presents considerable export opportunities for New Jersey," said Gov. Whitman as she walked BOVESPA's trading floor. "Because BOVESPA is the largest of Brazil's nine stock exchanges, it is important for us to make sure that key Brazilian companies know about our pro-growth policies - and that's what this visit to the stock exchange is about. By increasing trade overseas and foreign direct investment in New Jersey, we can create more jobs and increase economic prosperity for our own residents."

Gov. Whitman also visited the BM&F; and walked its trading floor. Ranked among the world's 10 leading futures exchanges, the BM&F; includes clearing members, commodities brokerage houses, local traders and common members, among others.

"Governor Whitman is, without a doubt, New Jersey's best ambassador," said Secretary Medina. "An increasing number of internationally-based companies know of the positive changes in our business climate, such as lower taxes and less regulation, and are now eager to learn first-hand about what our state has to offer."

Gov. Whitman addressed a luncheon audience at the American Chamber of Commerce of Brazil (AmCham Brazil) and spoke about the benefits of doing business with New Jersey. The Governor also met with AmCham Brazil's President, Mr. John Edward Mein.

The AmCham event brought New Jersey firms together with the highest-ranking executives of the country's largest companies. This association of business

executives advances free trade and investment between Brazil and the United States, and is a driving force for bilateral trade between the countries. Founded in 1919 by a group of Americans in Sao Paulo, AmCham Brazil currently has 2,600 members who share a common interest in promoting investment and international trade between the United States and Brazil.

Gov. Whitman is leading the state's largest trade delegation on an 11-day trade and investment mission to South America. Brazil is one of three countries that Governor Whitman is visiting as part of a trade mission to the MERCOSUR nations of Brazil, Argentina and Chile.

In 1998, Brazil purchased \$608 million dollars worth of New Jersey goods and ranked as New Jersey's eleventh largest export market. Leading New Jersey exports to Brazil include chemicals and allied products (\$380.9 million), industrial machinery and computer equipment (\$47.1 million) and instruments and related products (\$39.2 million).

MERCOSUR is a customs union of Brazil, Argentina, Paraguay and Uruguay with two associate members, Chile and Bolivia. After the European Union and North American Free Trade Agreement (NAFTA), MERCOSUR is the world's third largest trading bloc according to the U.S. Department of Commerce. In 1998, New Jersey's exports to MERCOSUR totaled \$1 billion and accounted for about 14,000 jobs in New Jersey according to the U.S. Department of Commerce.

New Jersey is the ninth largest exporting state, with nearly \$22 billion in goods and services exported. The Garden State is also the fifth leading state in foreign direct investment, hosting more than 1,200 foreign firms. New Jersey is the 8th largest state economy; if it were a country, New Jersey would have the 16th largest world economy.

