

Trade Mission to Australia & New Zealand

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Melbourne, Sydney & Auckland | March 4-13, 2012

ABOUT THE TRADE MISSION

Pennsylvania's Center for Trade Development (CTD) invites you to join us on a business development mission to Australia & New Zealand.

Meeting face-to-face with prospective customers and partners is crucial to establishing business relationships in Australia & New Zealand. We will help you meet your business objectives by designing a business itinerary tailored to your company's specific needs.

As a mission participant you will receive:

- > Pre-arranged one-on-one business appointments with prequalified business partners based on your criteria
- > Detailed background information about each company provided in advance
- > In Country logistics planning
- > Follow-up assistance after the mission

REGISTRATION

- > **Registration Deadline: January 20, 2012**
- > Participation fee is \$750

Companies are responsible for all travel and business-related expenses.

TRADE MISSION ITINERARY

March 4	Arrive in Melbourne
March 5-6	Company meetings in Melbourne
March 7	Travel to Sydney, afternoon meetings
March 8-9	Meetings in Sydney
March 10	Travel to Auckland, NZ
March 11	Free day in Auckland, NZ
March 12-13	Meetings in Auckland, NZ

WHY THESE MARKETS?

- > Experiencing its 20th year of growth and continuing to outperform most OECD economies.
- > Demonstrating strong capital investment across sectors such as mining, energy, IT & biotech.
- > Unemployment is sitting at 5% and predicted to drop to 4.5% by 2013.
- > Tariffs eliminated on 99% of American manufactured goods entering Australia since the introduction of the U.S – Australian Free Trade Agreement.
- > Exchange rate favorable to American exporters.
- > Australia has the world's largest resources of lead, mineral sands, tantalum, uranium, silver and zinc, along with brown and black coal. It is also in the top 3 in the world for alumina, bauxite, copper, cobalt, diamonds, gold, iron ore, manganese ore and nickel.
- > The U.S. is Australia's leading foreign direct investor.
- > Australia continues to experience a resources boom creating a strong demand for mining and other industrial equipment, technology services and environmental technology.

TEAM
Pennsylvania
FOUNDATION

Interested in sponsoring this event?

**Please contact Matt Zieger at the Team PA Foundation
at info@teampa.com or (717)233-1375.**

CONTACT

For additional information and for reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance, contact:

Larry Nelson

Center for Trade Development

Phone: 717.346.2256

E-mail: lanelson@pa.gov

newPA.com/trade

pennsylvania 
INTERNATIONAL BUSINESS
DEVELOPMENT

*Funded in part through a grant award with the
U.S. Small Business Administration.*

U.S. Small Business Administration
SBA
Your Small Business Resource

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PARTICIPATION AGREEMENT

Attention: Larry Nelson | Fax: 717.772.5106

A participation check for \$750 must accompany this form. Limited mission slots will be filled on a first-come, first-served basis.

The participation and booth fee does not cover ground transportation; shipment of brochures and any samples; travel and hotel expenses; or optional tourist tour costs.

Please make your check payable to the *Commonwealth of Pennsylvania* and forward with a copy of this agreement to:

Pennsylvania Department of Community and Economic Development
Office of International Business Development / Attn: Larry Nelson
400 North Street, 4th Floor
Commonwealth Keystone Building
Harrisburg, Pennsylvania 17120-0225

COMPANY NAME:		
ADDRESS:		
CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	
COMPANY CONTACT:	TITLE:	
E-MAIL:	WEBSITE:	

As a duly authorized representative of the above-named company, I have read, understand and agree to the following terms necessary to be a participating company in the Pennsylvania Trade Mission to Australia & New Zealand:

- > Only Pennsylvania commodities and/or value-added products and services may be a part of the participating company's exhibit.
- > The participating company must have an office and staff or manufacturing facility in Pennsylvania.
- > In the event of company self-withdrawal from participation with the Commonwealth for this trade mission, the registered company will be subject to forfeiture of the entire registration fee.
- > All participating companies must provide information on the results attained through participation in this trade mission to the Pennsylvania Department of Community and Economic Development. "Results" are current and future sales and dealings transacted as an outcome of attending the trade mission. This information is confidential and will be held in strictest confidence.

Authorized Representative (print)

Signature

Title

Date