

Business Trip to Australia & New Zealand

April 2019

ABOUT THE TRIP

Export Delaware and the Pennsylvania Office of International Business Development invite you to join us on a business trip to Australia (with an optional add on to New Zealand) to meet new customers and potential partners.

Meeting face-to-face with prospective customers is critical to establishing new business relationships around the world. Let us help you make the right contacts overseas and achieve new international sales!

"Our options for distributorship in Australia and New Zealand expanded as a result of this business trip.

We anticipate securing partnerships with distributors in target markets where we currently do not have brand recognition or sufficient sales growth."

- Dr. Katherine A. Bakeev, B&W Tek

THIS TRIP INCLUDES:

- Assistance from in-country trade representative, Angela Foley.
- Business meetings with distributors, agents, or customers arranged according to your needs.
- Preparation session, in-country briefing and follow-up support after the trip.

TRIP ITINERARY

April 1-3	Business meetings in Sydney
April 3	Transfer to Melbourne
April 3-5	Business meetings in Melbourne
April 6	Transfer to New Zealand (optional)
April 8-9	Business meetings in Auckland
April 9	Depart for the U.S.

WHY AUSTRALIA

The U.S. and Australia share similar language, business and cultural ties and have developed a long-lasting trade relationship supported by a Free Trade Agreement.

- 13th largest economy in the world, experiencing its 27th year of consecutive annual economic growth.
- GDP estimated at \$1.5 trillion.
- The value of the nation's total production has tripled in the last 20 years.

Australia offers export opportunities in many different sectors: Infrastructure; Health and Medical Technology; Information Computer Technology, Digital technology; and Defense and Security.

COST & DETAILS

Businesses are responsible for air, hotel, meals, ground transportation, and incidental expenses.

A passport with at least 6 months of validity following dates of the travel is required.

APPLY NOW

Delaware Businesses:
Contact Beth Pomper at
Beth.Pomper@state.de.us

Pennsylvania Businesses:
Contact Linda Foerster at
L.Foerster@pa.gov

FUNDING ASSISTANCE

Funding Assistance may be available to assist you with your eligible travel expenses. Funds are based on availability.

TRADE MISSION TO AUSTRALIA & NEW ZEALAND

APRIL 2019

OFFICE OF INTERNATIONAL BUSINESS DEVELOPMENT

Attention: Linda Forester

A participation check for \$600 must accompany this form. Limited mission slots will be filled on a first-come, first-served basis. Please make your registration check payable in the amount specified to the *Commonwealth of Pennsylvania* and forward with a copy of this agreement to:

Pennsylvania Department of Community & Economic Development
Office of International Business Development
c/o Linda Foerster
Commonwealth Keystone Building
400 North Street, 4th Floor
Harrisburg, PA 17120-0225

Registration Deadline January 31, 2019

COMPANY NAME:		
ADDRESS:		
CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	
COMPANY CONTACT:	TITLE:	
EMAIL:	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 Trade Mission to Australia and New Zealand:

- No foreign produced items may be included, except items from foreign countries that have been processed or value-added in Pennsylvania.
- The participating company must have an office and staff or manufacturing facility in Pennsylvania.
- In the event the participating company withdraws from participation in this event, the participating company will be subject to forfeiture of the entire participation fee.
- All participating companies must provide information on the results attained through participation in this trade mission/show 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/show. This information is confidential and will be held in strictest confidence.

Authorized Representative (print)

Signature

Title

Date