

Spring 2009 Visit of the Pennsylvania Trade Representatives

We start out with:



Breakfast
with the Pros

Breakfast with the Pros

The PA trade representatives offer to host one roundtable each to share in country intelligence to include country overviews, export opportunities, best business practices, distribution / marketing channels, and cultural differences. Join this informal and relaxed breakfast roundtable to learn about your market of choice.

To be followed by:

One-on-One Meeting Appointments:

Meet face-to-face with Pennsylvania's Trade Representatives. This is your opportunity to introduce your company, products and share your objectives. You will be able to enjoy the representatives' full attention during 30 min. individual business meetings. Upon request, the trade representatives can assist in detailed market research reports, agent / distributor searches, foreign company background checks, identify and assist with international trade shows, provide in-country logistical assistance and meeting itinerary development while traveling in a foreign market.

- **Group 1: March 24, 2009** - Knowledge Park, Penn State Behrend (Erie County)
United Kingdom, Canada, Australia/NZ, Brazil, Chile, Eastern Mediterranean, Saudi Arabia, South Africa, China-Shanghai
Power Generation & Energy (Mining, Rail, Oil & Gas, Renewable Energy, Life Sciences & Medical, Environmental Technologies)
- **Group 2: April 29, 2009** - Holiday Inn, Clarion (Clarion County)
China-Beijing, Russia, Singapore/Vietnam, United Arab Emirates
Building & Hardwoods (Manufactured Housing, Green Building, Lumber, Construction Materials, Construction Machinery, Engineering & Design, Architecture)
- **Group 3: May 13, 2009** - Radisson Hotel, West Middlesex (Mercer County)
Germany, India, Japan, Korea, Mexico, Taiwan
Metals & Machinery; Electronics & IT (Automotive, Aerospace & Defense, Plastics & Resins, Electronics & IT, Powdered Metals, Industrial Machinery)

Industry sectors have been identified by trade offices as most opportune in respective markets. However, appointments are available for Pennsylvania companies from ANY industry sector!

Erie, Pa 16510

5240 Knowledge Park

Knowledge Park – Penn State Behrend

Knowledge Center

Group I - March 24, 2009

United Kingdom • Australia/NZ • Brazil • Canada • Chile
Eastern Mediterranean • Saudi Arabia • China-Shanghai • South Africa

Explore your export opportunities in:

Spring 2009 Visit of the Pennsylvania Trade Representatives

Dorte Heffernan

Manager, International Trade
Northwest Commission

Claudia Garcia

Senior International Trade Specialist
Northwest Commission - Erie Office

Katarina Ishman

International Trade Specialist
Northwest Commission - Oil City /Mercer Office

The international program of the Northwest Commission in cooperation with the Center for Trade Development and its international trade offices provide a regional approach to export assistance. The export program provides in-country support and compliance at all levels of the export process, it provides insight and analysis for market entry strategy, and regional contacts at the Northwest Commission serve as liaison between PA companies and critical organizations in target countries.

Registration Form

March 24th, 2009

Spring 2009 Visit of the Pennsylvania Trade Representatives - Group 1

Location: Knowledge Center
Knowledge Park – Penn State Behrend
15240 Knowledge Park - Erie, Pa 16510

Cost: Registration Fee \$ 20.00 per company



Company: _____
Attendee(s) Name(s): _____
Address: _____
Phone: _____ **Email:** _____

Please indicate the session(s) you are planning to attend:

7:45am

Registration



Breakfast
with the Pros

8:00am - 8:45am

Breakfast with the Pros

Please prioritize your table of choice with ratings 1 through 8, with choice 1 being your **highest** priority. You will only be able to participate in one breakfast roundtable presentation. We will do our best to honor your preference.

United Kingdom
 Eastern Mediterranean
 Australia / NZ

Brazil
 Canada
 Saudi Arabia

Chile
 South Africa
 China-Shanghai

9:00am - 12:00pm

One-on-One Appointments

Appointments are 30 minutes in length. Please indicate and rank which trade representatives you would like to meet with, rating 1 as the **highest** priority.

United Kingdom
 Eastern Mediterranean
 Australia / NZ

Brazil
 Canada
 Saudi Arabia

Chile
 South Africa
 China-Shanghai

For additional information please contact **Claudia Garcia** at the Northwest Commission Erie Satellite Office at 814.454.7191 or email claudiag@nwcommission.org.

Please mail/fax this registration form to: Northwest Commission, PO Box 1127,
395 Seneca Street, Oil City, PA 16301 • Fax: 814.677.7663 **Deadline: March 13th, 2009**

Notice: Checks that you write for payment to our company may be converted into electronic debit or Image Replacement Document to your account and if your payment is returned for Non Sufficient Funds (NSF) you acknowledge that your account can be charged for a NSF Fee, not to exceed maximum NSF Fee set by law.