



January 2012 Edition

Brought to you by the [Southwestern Pennsylvania Commission Export Development Program](#)

INTERNATIONAL TRADE SHOWS AND EVENTS



**Trade Mission led by Governor Corbett
France & Germany
March 19 – 23, 2012**

Governor Tom Corbett will lead a delegation of Pennsylvania business leaders on a trade mission to France and Germany in March 2012/ The focus will be connecting Pennsylvania companies with potential export partners and encouraging international businesses to invest in the commonwealth. France and Germany are two of PA's most important trade partners. Combined, they represent the state's fourth-largest export market and top source of foreign direct investment in PA. This March 2012 mission will be privately funded and organized by the Team Pennsylvania Foundation, a private non-profit partnership with the commonwealth.

Dates: March 19-23,
2012.

Registration Fee: \$3,000 for
companies with less than 250 employees
\$5,000 for
companies with more
than 250 employees
and Universities

**Registration Deadline: January 31,
2012.**

This trade mission is not eligible for GAP funding.

For more information please click [here](#)



**Trade Mission to South Africa
Johannesburg, Durban & Cape Town
February 21, - March 2, 2012**

Pennsylvania Center for Trade Development invites you to join us on a business development mission to South Africa.

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

NOTE: Companies are responsible for all travel and business related expenses.

Dates: February 21 – March 2, 2012

Registration Fee: \$375.00

Registration Deadline: **January 31, 2012**

For more information, please click [here](#).

**Trade Mission to Australia and New Zealand
Melbourne, Sidney & Auckland
March 4 – 13, 2012**

Join the Center for Trade Development on a business development mission to Australia & New Zealand.

These markets are experiencing its 20th year of growth and continuing to outperform most OECD economies. Have

Demonstrated strong capital investment across sectors such as mining, energy, IT & biotech.

As a mission participant you will receive:

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

NOTE: Companies are responsible for all travel and business related expenses.

DATE: March 4-13, 2012

REGISTRATION FEE: \$375.00

REGISTRATION DEADLINE: **February 28, 2012**

For more information please click [here](#)



The Center for Trade Development invites you to share the Pennsylvania Booth at EXPOMIN 2012. Participating companies will have a personalized itinerary so that you meet potential business partners that are best suited for your company.

EXPOMIN is the largest and most important mining show held in Latin America with more than 1200 exhibitors.

Participation in the PA booth is limited to 8 companies.

With your registration you will receive:

- ❖ Pre-screened one-on-one business appointments with interested distributors, agents, customers, etc
- ❖ Detailed information about each company in advance
- ❖ An average of up to 3 pre-arranged meetings per day
- ❖ Identification of hotels, interpreters and drivers
- ❖ In-Country market research
- ❖ Assistance with the follow-up process after the mission
- ❖ Catalog dissemination option available – Call for details

NOTE: Companies are responsible for all travel and business related expenses.

DATE: April 9 – 13, 2012

REGISTRATION FEE: \$925

REGISTRATION DEADLINE: **February 10, 2012**

For more information please click [here](#)



Pennsylvania will have a booth in the Industrial supply areas of the show. This is the World's largest industrial technology conference and trade show. Space is limited for this event to six (6) companies.

Exhibitors in the Pennsylvania Booth will receive:

- Display space within the Pennsylvania Booth
- Listing in the official show catalogue
- Pre-arranged B2B meetings with potential business partners and customers
- Assistance with booth graphics
- Exhibitor badges
- Logistics and business development assistance before, during and after the show.

REGISTRATION FEE: \$1,000.00

REGISTRATION DEADLINES: **January 30, 2012**

For more information please click [here](#)



CTD invites you to join us at the Global Petroleum Show 2012. We provide you with the opportunity to have booth space at the premier oil and gas event in Canada at a fraction of the cost. We also provide support prior to, during and post event to connect you with the right partners or buyers

With your registration fee of \$800 per company (maximum 2 people per company) includes:

- Space in the U.S. Pavilion and entrance to the Global Petroleum Show
- Listing in Global Petroleum Show Catalog
- Breakfast briefing with key government officials, industry experts and supply chain managers
- Networking event at the United States consul General's home
- Pre Qualified appointments with potential partners
- Logistical assistance – hotel recommendations and discounts, transportation, internal flights and appointment scheduling
- Market research
- Assistance with the follow-up process

DATE: June 12-14, 2012

REGISTRATION FEE: \$800

REGISTRATION DEADLINE: **March 1, 2012**

NOTE: companies are responsible for all travel and business-related expenses.

For more information please click [here](#)

**2012 Summer Fancy foods Show
Washington, DC
June 17 - 19, 2012**

Join the World Trade Center of Central PA and the Pennsylvania Center for Trade Development at the 2012

Summer Fancy Food Show in Washington DC. A convenient and effective way to meet buyer from every major

Food/beverage buying channel in the U.S. and around the world.

Only 10 companies may participate in the PA booth.

Participation in the PA pavilion includes:

- Listing in NASFT summer Fancy Food Show in 2012
- Market research for key markets of interest (depends on international buyers profile for the show)
- Assistance with the follow up process for any international trade leads.
 - Companies are responsible for all travel and business related expenses

PARTICIPATION FEE: \$350

REGISTRATION DEADLINE: **March 27, 2012**

For more information, please click [here](#)

**Rio Oil & Gas Expo and Conference 2012
Rio de Janeiro, Brazil
September 17-20, 2012**



The Center for Trade Development would like to offer PA companies the opportunity to participate in

Rio Oil & Gas Expo & Conference 2012.

Over 50,000 visitors are expected to attend this Expo and Conference. This is a highly targeted event that is closed to the general public, and only government officials or individuals working in the industry will be permitted to attend.

Participation in the PA pavilion includes:

- Customized space to promote your products / services within the Pennsylvania Pavilion
- Listing in Rio oil and Gas Expo Catalog
- Personalized agendas to fit your business objectives and travel needs
- Access to our exclusive meeting area
- Show passes

PARTICIPATION FEE: \$1,000

REGISTRATION DEADLINE: April 2, 2012

For more information please click [here](#)