

Trade Mission to Canada

> ready > set > succeed

September 10 - 15, 2006 | Toronto and Montreal, Canada

ABOUT THE TRADE MISSION

Your business objectives for this mission are our primary concern. The itinerary will be personalized for your company so that you meet potential business partners who are best suited to your company. By traveling with a "mission" you have the added benefit of meeting with other Pennsylvania companies interested in these markets, which can lead to shared export experience and possible business opportunities as well.

You will receive free of charge:

- > Pre-screened one-on-one business appointments with interested distributors, agents, etc
- > Detailed information about each company in advance
- > An average of up to 3-5 meetings per day
- > Identification of hotels, interpreters and drivers
- > In-country market research
- > Assistance with many aspects of the follow-up process after the mission

REGISTRATION

- > **Deadline is July 11, 2006**
- > Companies are responsible for all travel and business related expenses
- > The first 10 qualified companies will be accepted

TRADE MISSION ITINERARY

September 10	Arrive in Toronto, Ontario; Briefing and Seminar (Topic TBD)
September 11	Company Meetings
September 12	Company Meetings;
September 13	Company Meetings; conclude A.M.
September 13	Depart Toronto; arrive in Montreal, Quebec; Briefing and Seminar (Topic TBD)
September 14	Company Meetings;
September 15	Company Meetings; depart for PA

WHY THESE MARKETS?

Pennsylvania did over \$7 billion US dollars in exports with Canada in 2005 alone and is the 8th largest exporter from the US. The country is bilingual in French and English, however even in the predominantly French speaking areas the majority of Canadians can still converse easily in English. The proximity of borders is also a huge benefit for PA exporters to keeping shipping costs low.

The large majority of PA's exports go directly to the province of Ontario but the next biggest market is Quebec. Ontario is a well-balanced economy with high concentrations of manufacturing and financial and business services. Quebec is primarily dependent on manufacturing with a strong focus on computer, electronic, and aerospace products and parts. This has led to Quebec being a key center for IT developments such as electronic games and e-learning.

TARGET SECTORS:

- > Medical Devices
- > Biotech
- > Environmental
- > Industrial Equipment
- > IT/e-learning

This is a developed market and the key to your success is to have an innovative product, competitive pricing, good delivery terms and follow up service in the sectors listed. However, if you are interested in Canada but your industry sector is not listed please do not hesitate to contact us. Our experienced team can determine on a case by case basis if this is the market for you.

CONTACT

For additional information, contact:

Janet Kolokithas

PA's Office of International Business Development

Center for Trade Development

Phone: 717-346-0178

E-mail: jkolokitha@state.pa.us

newPA.com

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PARTICIPATION AGREEMENT

There is no participation fee for the Trade Mission to Canada. Companies will be responsible for translators, hotels, show fees and any other travel expenses.

Please fill out this form completely and fax to the attention of Janet Kolokithas no later than July 11, 2006.

Fax: 717-772-5106

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 Canada:

- > Only Pennsylvania commodities and/or value-added products may be a part of the participating company's exhibit.
- > The participating company must have an office and staff or manufacturing facility in Pennsylvania.
- > 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 will be held in strictest confidence.

Authorized Representative (*print*)

Title

Signature

Date