

Trade Mission to Indonesia and Vietnam

March 19 – 24, 2012

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Pennsylvania's Center for Trade Development (CTD) invites you to join us on a business development mission to Indonesia and Vietnam.

Meeting face-to-face with prospective customers and partners is crucial to establishing business relationships in Indonesia and Vietnam. We can 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
- Logistical assistance - identification of hotels, interpreters, drivers and more
- Services of the Commonwealth's trade representative
- Follow-up assistance after the mission

ITINERARY

Sunday, March 18 Arrive in Jakarta, Indonesia
Monday to Tuesday, March 19-20 Business Meetings
Wednesday, March 21 Depart for Vietnam
Thursday to Friday, March 22-23 Business Meetings
Friday, March 23 or Saturday, March 24 Depart

REGISTRATION & FEES

- **Registration fee:** \$350
- **Deadline:** January 13, 2012 (all participation agreements must be completed and submitted with full payment by this date)
- First 10 qualified companies will be accepted

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

WHY THESE MARKETS?

INDONESIA

-Indonesia is the world's 18th largest economy at US\$650 billion, and it is estimated that Indonesia will achieve a growth rate of 6.3% in 2011, potentially 7% by 2012, and 8% by 2014.

- Indonesia, with a population of 250 million, is the 3rd fastest growing economy among the G20 countries.

-Their middle class is predicted to grow from 36% of the population this year to more than 58% by 2020, making Indonesia South East Asia's largest economy.

-Of all the foreign languages spoken in Indonesia, English is the most prominent.

VIETNAM

- With average growth rates from 6-7% for 2010-2011, and potentially 7-8% for 2012-2014, Vietnam continues to be an attractive location for US businesses seeking new export markets.

-In 2010, U.S. Exports to Vietnam grew by an impressive 19.8% to \$3.7 billion.

-With a young population of 89 million, 65% of which is under 35 years of age, some analysts are predicting that Vietnam could be the fastest growing of the emerging economies by 2025.

- In Vietnam, English is becoming a popular second language.

WHO SHOULD PARTICIPATE?

Trade opportunities include but are not limited to:

Mining, Energy, Agribusiness equipment and services, Industrial equipment for the manufacturing sector (pumps, valves etc), Instrumentation, Oil and gas, Information Technology, Agricultural products, Environmental project management and technology, Infrastructure, and Hardwoods

CONTACT

For additional information, please contact:

- **Robin Fisher**
Center for Trade Development
717-720-7363, rfisher@pa.gov

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PARTICIPATION AGREEMENT

A participation check for \$350 must accompany this form. Limited slots will be filled on a first-come, first-served basis.

The participation fee does not cover ground transportation; shipment of brochures and any samples; payment to interpreters (as needed); or travel and hotel expenses. All appointments will be arranged and coordinated by the Commonwealth's Authorized Trade Representative in Singapore and Vietnam.

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: Robin Fisher
 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 Indonesia and Vietnam:

- 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.

 Name (print)

 Signature

 Title (print)

 Date