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International Opportunities Bulletin

From the Export Development Program

February 2008

Upcoming Trade Events:

First Energy – Penelec Trade Events:

ExportNow Mexico – ExpoManufactura 2008. March 4-6, 2008

ExportNow Canada – Gold Key Trade Mission to Montreal & Toronto in partnership with the

US Commercial Service. June 1-6, 2008

ExportNow South America – Gold Key Trade Mission to Sao Paulo, Brazil and Santiago,

Chile in partnership with the US Commercial Service. Early December 2008.

Japan FOODEX 2008: 11-14 March 2008. Pennsylvania's Trade Office in Japan will be representing food producers at this show free of charge – travel is not required. Companies must submit a profile and any samples to the Japan Office by Feb. 29. The 2007 show had over 95,000 attendees and 2,500 exhibitors from 64 countries. Further details are available on our [website](#).

Annual Hardwood Buyers' Mission: 12-14 May 2008. Northern Tier will be hosting a delegation of hardwood buyers from Europe, India, and the Middle East to meet with the region's hardwood suppliers. A reception will be held in Wilkes-Barre (location to be finalized) on May 12, followed by facility visits on May 13, and one-on-one business meetings on May 14, 8:00-12:00

at the Genetti Hotel in Williamsport. Registration materials will be sent out separately and further details will be posted in the March newsletter.

Pennsylvania Trade Mission to Mexico: Aguascalientes & Guadalajara. 19-23 May 2008. The registration deadline is April 18.

China Furniture & Woodworks Show: 12-15 June 2008 – Dalian, China. Participation is being organized by the Hardwood States Export Group to provide an opportunity for companies to access the northern China market. Companies have their choice of 6, 9, 12, or 15 square meter booths in the USA Pavilion, ranging from \$350 to \$800. For more information, email Wayne Bender, wbender@state.pa.us

Pennsylvania Trade Mission to Russia: 23-26 June 2008. Moscow and St. Petersburg. Each participant will receive pre-arranged business appointments with potential customers or distributors depending on preferences, profiles of the companies to be met in advance, identification of hotels, interpreters, & drivers, and on the ground assistance from Pennsylvania's Trade Representative Office in Russia. The deadline to register is March 1 and the participation fee is \$950, exclusive of grant assistance available through the market access grant program.

Programs & Resources:

New Pennsylvania Trade Offices Open: Spain and Russia

As of February 2008, Pennsylvania has opened trade offices in Moscow, Russia and Madrid, Spain in order to help companies expand their sales, similar to the services available from the other European offices. A trade mission to Russia is planned for June and one for Spain will be offered in the near future. Spain in particular holds substantial promise for hardwoods exports. To request assistance or market research from either office, contact Chad Rimbey.

Tips on Exporting to Asia: If you're interested in resources related to exporting to the Asia-Pacific region, visit www.buyusa.gov/asianow for market overviews, statistics, reports on current market trends, best export prospects, and upcoming trade events.

For more information on any of the events or to unsubscribe, [click here](#) or call 570.265.9103.

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