

# Trade Mission to Russia

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**June 23 – June 26, 2008**

## ABOUT THE TRADE MISSION

The Pennsylvania Center for Trade Development, in cooperation with the World Trade Center of Greater Philadelphia, the US Commercial Service and the Mid-Atlantic - Russia Business Council welcomes your participation in this business-to-business trade mission to Russia. **This is the first of its kind from Pennsylvania to this exciting market!**

Your business objectives are our number one concern. Individualized business appointments ensure that you meet potential partners, best suited to your company.

You will receive:

- > Pre-arranged one-on-one business appointments with prospective business partners based on criteria set up by your company
- > Detailed information provided in advance of the companies you will meet
- > Identification of hotels, interpreters & drivers
- > Assistance on the ground and with follow-up service from the Commonwealth's representative in Moscow, the US Commercial Service and the Pennsylvania Export Network.

## REGISTRATION

- > **Deadline is March 1, 2008**
- > Companies are responsible for all travel and business related expenses including translators and drivers.
- > First 10 qualified companies will be accepted
- > \$950 participation fee for the 1st person+ \$250 for every additional person

## TRADE MISSION ITINERARY

<b>June 22</b>	Arrive in Moscow, Russia
<b>June 23-24</b>	Company meetings in Moscow; evening transfer to St. Petersburg
<b>June 25</b>	Company meetings in St. Petersburg
<b>June 26</b>	Depart for Pennsylvania

## WHY THIS MARKET?

Russia is the largest country in the world geographically, and has the world's 8th largest population (143 million).

Rising real incomes and real Russian ruble appreciation have boosted Russia's imports which have tripled over the past 5 years.

Russia is becoming more westernized, with a pent up consumer demand and preference for western products. US exports to Russia reached 4.7 billion in 2006, double from 2002.

Russia is expected to become a member of the World Trade Organization (WTO) in 2008 which should encourage further liberalization of the improving business environment.

For more information about Russia and business opportunities in Russia, please visit:  
[www.buyusainfo.net/docs/x\\_1414866.pdf](http://www.buyusainfo.net/docs/x_1414866.pdf).

**Targeted Sectors Include:** Telecommunication Equipment and Services; Construction Equipment and Building Products; Medical Equipment; Auto and Auto Parts; Computer Hardware and Software; Agriculture Machinery; Safety and Security Equipment; Aircraft Parts; Oil & Gas Field Equipment and Services; Consumer Products; Power Generation; Mining Equipment & Services; Port Equipment; Prefab Housing.

*Remember to enquire about the Market Access Grant which can significantly offset your mission related expenses!*

## CONTACT

For additional information, contact:

**Joe Burke**

Center for Trade Development

Phone: 717.720.7366

E-mail: [jburke@state.pa.us](mailto:jburke@state.pa.us)

[newPA.com/trade](http://newPA.com/trade)



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## PARTICIPATION AGREEMENT

**Attention: Joe Burke | Fax: 717.772.5106**

A \$950 (+ \$250 for every additional person) participation check must accompany this form.

**Registration deadline is March 1, 2008.**

The participation fee does not cover ground transportation; business receptions; 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 U.S. Commercial Service in Moscow and St. Petersburg through their Gold Key program. B-2-B appointments will be held primarily in the metro areas of Moscow and St. Petersburg.

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, Center for Trade Development / Attn: Joe Burke  
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 Russia:

- > 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.
- > 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.

\_\_\_\_\_  
Authorized Representative (print)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date