



February 2010



NTRPDC International Opportunities bulletin

nt
northern tier
regional
planning &
development
commission

SERVING BRADFORD, SULLIVAN, SUSQUEHANNA, TIOGA, AND WYOMING COUNTIES

International Trade Representatives to Visit Region

Mark your calendar now for Monday March 22nd when the Export Development program will be hosting **fourteen** overseas authorized trade representatives in the region at Keystone College, Towanda, Bradford County. We will be hosting representatives from:

- ⇒ Arab Gulf States (United Arab Emirates, Qatar, Bahrain, Kuwait, Oman & Yemen)
- ⇒ Australia (including New Zealand)
- ⇒ Eastern Mediterranean Region (Israel, Egypt, Greece, Jordan & Turkey)
- ⇒ France (including Belgium)
- ⇒ Germany (including Switzerland, Austria & Italy)
- ⇒ India
- ⇒ Japan
- ⇒ Korea
- ⇒ The Netherlands
- ⇒ Russia
- ⇒ Southeast Asia (Singapore, Malaysia, Indonesia, Thailand, & the Philippines)
- ⇒ Spain
- ⇒ United Kingdom (including Ireland & Scandinavia)
- ⇒ Vietnam

You will have the opportunity to meet one-on-one with the trade reps to discuss your business. Authorized trade representatives offer a variety of free services including market entry strategy, business contacts, trade show assistance, trade lead assistance, in-country assistance, translations, and market overview.

There is no charge to attend this event however, pre-registration is required. To register for this unique opportunity, please email krise@northerntier.org for more information.

Upcoming Opportunities

China Reps to Visit region 14 April—stay tuned for more details

Chile Expomin 2010
Santiago Chile
12-16 April

Bauma 2010
Munich Germany
19-25 April

Global Petroleum Show
Calgary, Canada
8-10 June

Poland Russia Trade Mission
31 May – 4 June

**Please visit our website for more details:
NTRPDC Export Program**

Port of Philadelphia Welcomes Service to Northern Europe

November 1, 2009 the Philadelphia Regional Port Authority (PRPA) welcomed service at the Packer Marine Terminal with the arrival of MSC Natalia which will provide weekly container service to Northern Europe via Mediterranean Shipping Company (MSC). MSC is the second largest container shipping company in the world and an expert in specialized cargo transportation. Ports of call will include Bremerhaven (Germany), Felixstowe (UK), Antwerp (Belgium), and Le Havre (France) along with expedited transshipment opportunities to the Baltic and Western Mediterranean. For more information visit the [PRPA](http://www.prapa.com) website.



Market Access Grants (MAGs) Now Available

The MAG process is now done primarily in-house, reducing the processing time.

If your company is planning a trade activity for *new* international market development with travel to a foreign market or trade show, you may be eligible for a Market Access Grant. Companies can apply for up to \$3,000 (with a 50% company match) to offset expenses such as airfare, lodging, in-country transportation, interpreter fees, or exhibition fees. Only one application can be submitted per company per fiscal year. The [guidelines](#) have several changes this year so please review eligibility notes, program uses, and restrictions.

Eligible expenses include:

- ⇒ Overseas Trade Show Participation
- ⇒ Overseas Trade Mission Participation
- ⇒ Foreign Market Sales Trip
- ⇒ Subscription to USDOC services
- ⇒ Airfare (economy class of service only)
- ⇒ Lodging (room and tax only)
- ⇒ Reimbursement based on single occupancy
- ⇒ In-country transportation to and from a trade event
- ⇒ Translation/interpreter fee
- ⇒ Non CTD sponsored trade show registration fee, booth fee, equipment rental



MAG applications must be submitted to NTRPDC at least three (3) weeks prior to the proposed activity. Funds are available on a first-come, first-serve basis and are very limited.



312 Main Street
Towanda, PA 18848



Phone: 570-265-1534
Fax: 570-265-7585
Toll-Free: 888-868-8800
E-mail: krise@northerntier.org

Visit our Web Site!

www.NorthernTier.org

Seeking Export Success Stories ~ The Office of International Business Development, Harrisburg, in partnership with Northern Tier wants to highlight those companies in our region with export successes. Companies that have worked with Northern Tier's Export program and our overseas authorized trade reps and have experienced export success are invited to apply for a featured success story. Please contact me at krise@northerntier.org if you are interested in being featured.

Potential Trade Mission ~ The Northern Tier Export Program is researching the potential for a trade mission in cooperation with the North Central Regional Planning & Development Commission. The mission would occur in May or June 2010 and would not be industry specific. We are currently evaluating company interest in the three markets/regions of: Brazil, Eastern Mediterranean (including Greece, Turkey, and Jordan), and the United Kingdom/Ireland/Scandinavian countries. Tentative plans would be to utilize the Pennsylvania Overseas Office Network to assist in verifying a company's market potential and in arranging one-to-one company meetings with prospective clients. If you are interested in traveling as part of an organized trade mission, please respond by email to krise@northerntier.org. Please identify which of the three markets listed would be of interest. Should you be interested in more than one of the markets please prioritize.