

# Grow

your business  
through exporting

Tuesday, November 29, 2011  
8:30 a.m. - 12:00 p.m.

Marywood University  
Nazareth Student Center - Latour Room  
2300 Adams Ave  
Scranton, PA 18509



Senator John P. Blake  
Presents



## International Business Development Forum

Learn about the benefits of growing your business internationally  
and the assistance available through federal and state government services.

### Learn from the Experts

**Antonio Ceballos, U.S. Department of Commerce** - The U.S. Commercial Service (CS) provides exporters direct access to overseas markets as well as country and industry-specific marketing services through its global network of 270 offices. Director Tony Ceballos will discuss how the CS identifies the needs of exporters, develops international business strategies and delivers custom-tailored products and services such as export counseling, market research, international partner matchmaking, and trade event support.

**Peter O'Neill, PA Department of Community & Economic Development (DCED)** - The export promotion programs available through DCED's Pennsylvania's Center for Trade Development are designed to reduce the cost, time and risk associated with foreign market qualification and entry for Pennsylvania exporters. Mr. O'Neill will discuss an overview of CTD's long-standing programs, as well as an introduction to new programs and services now coming on line.

**Michael Horvath, NEPA Alliance** - Exporters, whether seasoned or new, sometimes need assistance to help them with international trade development advice and direction to be successful overseas. Having a regional contact that businesses can call upon is the purpose of the Regional Export Network (REN) Coordinator. Mr. Hovath will discuss the assistance that NEPA Alliance, as the REN Coordinator, can provide to exporters to help them with their international market development and trade issues. Northeastern Pennsylvania businesses can call upon the REN at any time.

### Testimonials

GENTEX Corporation - Simpson, PA  
GECCO Inc. - Fleetville, PA

### Trade Financing

The Export/Import Bank of the United States  
Small Business Administration

### To Register

This is a FREE event, to register please call  
570-207-2881 or 1-877-346-5721

Visit: [www.senatorblake.com/contact](http://www.senatorblake.com/contact)  
Reference "IBDF" under Comments

Please RSVP by November 23, 2011  
Continental Breakfast & Refreshments Provided



SCAN TO REGISTER

