

# International Trade Missions & Shows

## Calendar of Events

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Don't miss out on these great opportunities to expand your business internationally. Pennsylvania's Center for Trade Development (CTD) has scheduled a series of trade missions and trade shows, strategically chosen to expand Pennsylvania exporters' opportunities to develop new markets for their products and services throughout the world.

These events provide you with the opportunity to:

- > build broad exposure for your products and services
- > meet face to face with international business prospects
- > share experiences with fellow PA businesses
- > connect with high level contacts in government and the private sector



world trade PA

Trade Mission participants receive a pre-screened schedule of appointments arranged according to their company's needs and in-country assistance from our highly qualified international representatives.

Participation fees vary. To learn more about any of these events, please contact the designated CTD staff person.

### MULTI-SECTOR MISSIONS

November 7-11, 2011  
**Mexico Trade Mission**  
 Mexico City, Queretaro & Guadalajara  
 Jana New | 717-265-7749  
 jnew@pa.gov  
 Deadline: September 26, 2011

February 22- March 3, 2012  
**South Africa Trade Mission**  
 Johannesburg & Durban  
 Laurence Nelson | 717-346-2256  
 lanelson@pa.gov  
 Deadline: January 20, 2012

March 4-13, 2012  
**Australia & New Zealand Trade Mission**  
 Melbourne, Sydney & Auckland  
 Laurence Nelson | 717-346-2256  
 lanelson@pa.gov  
 Deadline: January 20, 2012

May 14-18, 2012  
**Czech Republic & Poland Trade Mission**  
 Prague & Warsaw  
 Jana New | 717-265-7749  
 jnew@pa.gov  
 Deadline: March 16, 2012

May 11-15, 2012  
**Saudi Arabia Trade Mission**  
 Riyadh & Jeddah  
 Linda Gardner | 717-214-5306  
 lgardner@pa.gov  
 Deadline: March 16, 2012

### MULTI-SECTOR MISSIONS

March 19-24, 2012  
**Indonesia & Vietnam Trade Mission**  
 Jakarta & Ho Chi Minh City  
 Robin Fisher | 717-720-7363  
 rfisher@pa.gov  
 Deadline: January 13, 2012

### FOOD INDUSTRY

June 12-15, 2012  
**Fispal 2012**  
 Sao Paulo, Brazil  
 Janet Kolokithas- 717-346-0178  
 jkolokitha@pa.gov  
 Deadline: April 30, 2012

June 17-19, 2012  
**Fancy Food 2012**  
 Washington, D.C.  
 Janet Kolokithas- 717-346-0178  
 jkolokitha@pa.gov  
 Deadline: May 22, 2012

June 27-30, 2012  
**Food Taipei 2012**  
 Taipei, Taiwan  
 Debra Lenker- 717-720-7365  
 delenker@pa.gov  
 Deadline: May 1, 2012

### EDUCATION

March 10-18, 2012  
**China Trade Mission**  
 Multiple City  
 Leigh Walter | 717-720-7469  
 lwalter@pa.gov  
 Deadline: TBD

### EDUCATION

November 10, 2011  
**Universidades en Colegio Vistahermanosa**  
 Mexico City, Mexico  
 Jana New | 717-265-7749  
 jnew@pa.gov  
 Deadline: October 15, 2011

February 2012 (Specify Date TBD)  
**University Fair at Universidad Regiomontana**  
 Monterrey, Mexico  
 Jana New | 717-265-7749  
 jnew@pa.gov  
 Deadline: February 3, 2012

## ENVIRONMENTAL & GREEN TECHNOLOGY

November 15-17, 2011  
**WATEC Israel 2011**  
Tel Aviv, Israel  
Debra Lenker | 717-720-7365  
delenker@pa.gov  
Deadline: September 30, 2011

December 5-7, 2011  
**PV Japan 2011**  
Tokyo, Japan  
Janet Kolokithas | 717-346-0178  
jkolokitha@pa.gov  
Deadline: November 21, 2011

## INFORMATION TECHNOLOGY

May 2012  
Korea World IT Show  
**Seoul, South Korea**  
Debra Lenker | 717-720-7365  
delenker@pa.gov  
Deadline: March 31, 2012

## HEALTHCARE & LIFE SCIENCES

May 22-25, 2012  
**Hospitalar**  
Sao Paulo, Brazil  
Janet Kolokithas | 717-346-0178  
jkolokitha@pa.gov  
Deadline: April 1, 2012

June 27-29, 2012  
**Expo Hospital**  
Santiago, Chile  
Linda Gardner | 717-214-5306  
lgardner@pa.gov  
Deadline: June 1, 2012

## ENERGY

May 9-11, 2012  
**IFT Energy**  
Santiago, Chile  
Linda Gardner | 717-214-5306  
lgardner@pa.gov  
Deadline: March 17, 2012

## HEALTHCARE & LIFE SCIENCES

November 16-19, 2011  
**MEDICA 2011**  
Dusseldorf, Germany  
Jennifer Black | 717-720-7472  
jblack@pa.gov  
Deadline: July 8, 2011

January 23-26, 2012  
**Arab Health**  
Dubai, United Arab Emirates  
Linda Gardner | 717-214-5306  
lgardner@pa.gov  
Deadline: October 21, 2011

February 5-10, 2012  
**Bangalore India Bio 2012**  
Bangalore, India  
Janet Kolokithas | 717-346-0178  
jkolokitha@pa.gov  
Deadline: December 23, 2011

February 16-19, 2012  
**KIMES 2012**  
Seoul, South Korea  
Debra Lenker | 717-720-7365  
delenker@pa.gov  
Deadline: January 5, 2012

March 21-23, 2012  
**Bio Europe**  
Amsterdam, The Netherlands  
Jana New | 717-265-7749  
jnew@pa.gov  
Deadline: January 2012

## SECURITY AND SAFETY

April 1, 2012  
**Expo Seguridad**  
Mexico City, Mexico  
Jana New | 717-265-7749  
jnew@pa.gov  
Deadline: March 10, 2012

## MINING, OIL & GAS

April 9-13, 2012  
**Expomin**  
Santiago, Chile  
Linda Gardner | 717-214-5306  
lgardner@pa.gov  
Deadline: February 10, 2012

May 30- June 8, 2012  
**Trade Mission/Mining**  
Botswana & Zambia, South Africa  
Laurence Nelson/ Linda Gardner  
Nelson | 717-346-2256  
lanelson@pa.gov  
Gardner | 717-214-5306  
lgardner@pa.gov  
Deadline: April 16, 2012

June 12-14, 2012  
**Global Petroleum Show 2012**  
Calgary, Canada  
Janet Kolokithas | 717-346-0178  
jkolokitha@pa.gov  
Deadline: March 1, 2012

September 17-20, 2012  
**Rio Oil and Gas**  
Rio de Janeiro, Brazil  
Janet Kolokithas | 717-346-0178  
jkolokitha@pa.gov  
Deadline: July, 2012

September 24-26, 2012  
**MINExpo**  
Las Vegas, Nevada  
Tina Taylor, SAP&DC | 814-949-6517  
ttaylor@sapdc.org  
Linda Gardner | 717-214-5306  
lgardner@pa.gov  
Deadline: April 1, 2012

## AUTOMOTIVE

June 2012 (Specify Date TBD)  
**Automotive Sector Business Meeting**  
Queretaro, Mexico  
Jana New | 717-265-7749  
jnew@pa.gov  
Deadline: April 7, 2012

## WOOD PRODUCTS

April 29, 2012

### **Inbound Hardwoods Mission**

Pennsylvania, USA

Wayne Bender | 717-705-3930

dbender@pa.gov

Deadline: TBD

September 11-15, 2012

### **China Furniture**

Shanghai, China

Wayne Bender | 717-705-3930

dbender@pa.gov

Deadline: TBD

## SUBCONTRACTING

April 23-27, 2012

### **Hannover Fair 2012**

Hannover, Germany

Jennifer Black | 717-720-7472

jblack@pa.gov

Deadline: February 2012

Department of Community and Economic Development  
Office of International Business Development  
Center for Trade Development  
Commonwealth Keystone Building  
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**TEAM** Pennsylvania  
FOUNDATION

OIBD events are sponsored in part by the Team PA Foundation. To learn more about sponsorship opportunities for the events listed above, please contact Matt Zieger at [info@teampa.com](mailto:info@teampa.com) or 717-233-1375.