

# Governor's Business Development Mission to France & Germany

Lyon, Paris, Stuttgart & Düsseldorf | March 18 – 23, 2012

## JOIN THE GOVERNOR & OPEN NEW MARKETS

Pennsylvania Governor Tom Corbett and Secretary of the Pennsylvania Department of Community and Economic Development (DCED), C. Alan Walker, invite you to join them on a business development mission to France and Germany.

This mission is a unique opportunity for Pennsylvania-based companies interested in expanding their international business in two of Europe's top markets.

## WHY FRANCE & GERMANY?

Last year, Pennsylvania companies sold more than \$2.1 billion worth of goods to buyers in France and Germany.

### FRANCE

- The Rhône-Alpes region is known for its chemical, pharmaceutical, and biotech industries and as a center for medical research and technology. Lyon is the capital of the Rhône-Alpes region and the second largest metropolitan area in France.
- The Paris region has a diverse industrial base, ranging from large-scale advanced manufacturing to cutting-edge product development.

### GERMANY

- The state of Baden-Württemberg is known for its automotive and engineering industries, as well as its concentration of research centers and high-tech companies. Stuttgart is the capital of Baden-Württemberg and is one of Germany's most prosperous cities.
- North Rhine-Westphalia has a well-balanced mix of traditional industries, advanced manufacturing, innovative research, technology, and telecommunications. Düsseldorf is the capital of North Rhine-Westphalia and the center of the Rhine-Ruhr metropolitan area.

## WHAT DO YOU GET?

As a mission participant, you will receive:

- Personalized market intelligence and industry information
- A customized schedule of pre-arranged, one-on-one appointments with qualified business partners, based on your company's criteria
- Invitations to receptions, dinners and industry-specific events in each location
- In-country logistics assistance, including transportation and hotel recommendations
- Consultations with trade experts before, during and after the mission to assist you with all aspects of your business development strategy.

## TRADE MISSION ITINERARY



### For More Information Contact:

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## REGISTRATION

**A participation check must accompany this form.**

Space is limited and will be filled on a first-come, first-served basis.

**Participation fees:**

\$3,000 for small and medium sized companies

\$5,000 for large companies and universities

*Companies are responsible for all airfare, travel, transportation, and related expenses.*

**Please make your check payable to the Team Pennsylvania Foundation,** and forward with a copy of this agreement to:

Team Pennsylvania Foundation

Attn: Lindsay Michael

100 Pine Street, 9th Floor

Harrisburg, PA 17011

COMPANY NAME:	EIN:	
ADDRESS:		
CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	
COMPANY CONTACT:	TITLE:	
EMAIL:	WEBSITE:	
SIGNATURE:	DATE:	

## PARTICIPATION AGREEMENT

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 Governor's Business Development Mission to France & Germany:

- Only PA commodities and/or value-added products and services may be a part of the participating company's portfolio.
- The company must have an office and staff or manufacturing facility in Pennsylvania.
- In the event of withdrawal from the mission, the company agrees to forfeit the participation fee in full.
- No public announcement of company participation can be made without prior approval from the Department of Community and Economic Development's Communications Office.

All participating companies must provide information on the results attained through participation in this event to the Pennsylvania Department of Community and Economic Development (DCED). "Results" are current and future sales and dealings transacted as an outcome of attending this mission. This information is confidential and will be held in strictest confidence.

### Interested in Sponsoring?

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