

Invitation

To Join New Exporter Development Program

Austrade and NORTH Link/NIETL (TradeStart) offer a package of free export services to assist small and medium sized Australian companies develop their business overseas and make their first export sale.

The program gives Australian business the best possible start to exporting including:

- Advice and Information about getting into exporting
- Market selection and making the right connections
- Bringing new market and opportunities to clients
- Provide advice on financial and management issues
- Information on export financing – Export Market Development Grants (EMDG)

Austrade and TradeStart will provide your business with practical assistance including:

- Reviewing your export capability and export readiness
- Selecting your export market/market research
- Developing your market entry strategy
- Informing you of economic conditions and commercial practices in your target markets
- Evaluating the suitability of your product/service for target markets
- Assisting in visiting your selected markets
- Buyer/Partner identification and selection

Who Should Register?

Companies that are considering or commencing exporting activities.

Austrade and TradeStart will help participants to grow their business through global alliances and provision of access to new and larger markets.

Are you eligible to apply?

Your business must have:

- A current Australian Business Number (ABN)
- Australia as its main place of business
- Not completed the New Exporter Development Program, TradeStart, the former Export Access program, or received Austrade's new exporter services, during the last three years (some exceptions apply)
- No recurrent export revenue in the same market over the last three years

You will need to:

- Meet various costs of participation, including travel and market research (over and above the free services in the selected market as offered by Austrade)
- Be prepared to commit resources and reasonable management time to the program

Benefits of Exporting

Exporting can be a profitable way of expanding your business, greater economies of scale and reduce your dependence on the local market. Austrade research shows that, on average, exporting companies are more profitable than their non-exporting counterparts.

Exporting introduces you to new ideas, better management practices, benchmarking marketing techniques, and ways of competing that you would not have experienced by staying at home. This greatly improves your ability to compete in the domestic market as well. Exporting companies have better growth prospects, highly skilled, highly productive staff and tend to adapt technology and best practice techniques faster.



Invitation To Join New Exporter Development Program (NEDP)

Expression of Interest Return Slip

(Please complete the following fields)

In order to judge your interest please tick one of the three boxes and fax back to 9467 8310.

- I am interested in joining the NEDP. Please contact me to make an appointment for the Export Adviser to visit me at my place of business.
- I require time to review the NEDP and I will contact the Export Adviser after further discussions with my colleagues.
- I welcome a visit from the Export Adviser to learn more about the program.

COMPANY

CONTACT


ADDRESS

EMAIL

TELEPHONE

FAX

For general enquires regarding the TradeStart – New Exporter Development Program, please contact Export Adviser – Peter Cybula on 9479 6532



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Business Endorsement of TradeStart

Remote Vision Solutions was awarded the prestigious Governor of Victoria Emerging Export Award for 2007 having achieved export success in seven countries. With management's strong vision and commitment to export, TradeStart assisted by identifying suitable markets and facilitated face to face business with major organisations. This success was instrumental in both growing our business through exports and in us receiving recognition from the Victorian State Government.

Ken McQualter, Managing Director, Remote Vision Solutions

Tuscani Beverages produce an Italian styled sparkling mineral water. The decision to have a booth and exhibit at Hofex 07 was extremely beneficial resulting in export success in Hong Kong, Singapore, Indonesia and Malaysia. Without the assistance from Austrade and TradeStart these export successes would not have been possible.

Steven James, Managing Director, Tuscani Beverages

For general enquires regarding the TradeStart – New Exporter Development Program, please contact Export Adviser – Peter Cybula on 9479 6532 p.cybula@latrobe.edu.au