



# TRADE MISSIONS

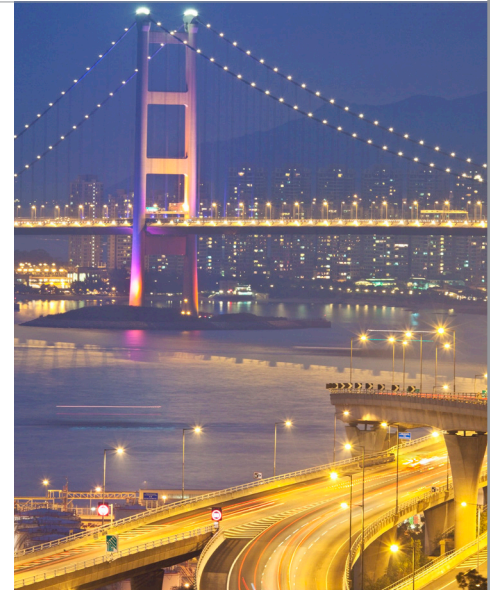
Shake hands with potential customers and partners...in their country!

## INDIVIDUAL SCHEDULES WITH THE COMFORT OF GROUP TRAVEL

Face-to-face meetings are as important to international business as they are to domestic marketing. We help Virginia companies meet potential customers and partners through participation in trade missions. VEDP-International Trade arranges these trips for several companies to travel together and individually meet with potential buyers or distributors that are pre-qualified based on your export market objectives.

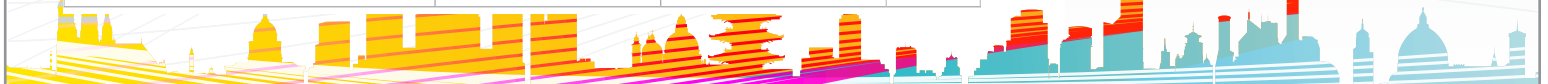
### TRADE MISSIONS AND TRADE SHOWS

TRADE MISSION OR EVENT	DATES	REGISTRATION DEADLINE	FEE
USAFRICOM Africa Endeavor (Madagascar)	August 24 - 26, 2016	July 29, 2016	\$500
Trade Mission to Southern Africa	September 5 - 9, 2016	July 8, 2016	\$2,500
AUSA Annual Meeting & Exposition	October 3 - 5, 2016	August 26, 2016	\$1,500
Trade Mission to Costa Rica	October 10 - 14, 2016	August 12, 2016	\$2,500
Italy Technology Expo 2016	October 19 - 20, 2016	September 16, 2016	\$500
Trade Mission to Southeast Asia	October 24 - 28, 2016	August 26, 2016	\$2,500
England Technology Expo 2016	November 1 - 3, 2016	September 30, 2016	\$500
Trade Mission to Saudi Arabia & Qatar	November 6 - 10, 2016	September 9, 2016	\$2,500
IESMA 2016 (Lithuania)	November 16 - 17, 2016	October 14, 2016	\$500
Trade Mission to Colombia & Peru	Nov. 28 - Dec. 2, 2016	September 30, 2016	\$2,500
Trade Mission to India	February 6 - 10, 2017	December 9, 2016	\$2,500
Trade Mission to the United Arab Emirates	February 12 - 16, 2017	December 16, 2016	\$2,500
Winter Germany 2017	February 17, 2017	January 13, 2017	\$500
IDEX 2017 (United Arab Emirates)	February 19 - 23, 2017	December 16, 2016	\$1,500
Trade Mission to Mexico	March 27 - 31, 2017	January 27, 2017	\$2,500
Feria Aeroespacial Mexico 2017	April 26 - 29, 2017	February 24, 2017	\$1,500
Exponor 2017 (Chile)	May 15 - 19, 2017	March 17, 2017	\$1,500
CANSEC 2017 (Canada)	May 31 - June 1, 2017	March 31, 2017	\$1,500
ISDEF 2017 (Israel)	June 6 - 8, 2017	April 7, 2017	\$1,500



FOR MORE INFORMATION  
AND TO PARTICIPATE, CONTACT:

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## WHY TRAVEL WITH VEDP?

“This trade mission gave my company the opportunity to meet our distributors face to face, learn our competitor’s strategies and position in the market, familiarize ourselves with the regulatory requirements in Mexico, and make strong, direct contacts with a new potential customer base.”

– *Trade Mission to Mexico, 2015*

“The meetings arranged for my company were excellent and I learned great deal about the Vietnamese market. We sold two orders as a result of the trip, valued over \$25,000. We would definitely participate in future trade missions.” – *Trade Mission to Southeast Asia, 2013*

“We were able to have high-level meetings every day with interested clients and partners. We now have real opportunities to follow up on. VEDP does a great job ensuring all of the meetings are properly vetted, providing an in-depth agenda, and working with us to secure specific meetings we request.”

– *Trade Mission to Colombia, 2015*

“The meetings were precise to our target market, giving us an opportunity to learn more about local market needs. We had direct access to key clients and generated many leads. Due to VEDP’s help, we made a sale to a new customer, which increased export revenue and opened a new customer segment for additional future sales.” – *Trade Mission to Saudi Arabia, 2014*

“As my first trade mission with VEDP, I could not have been more impressed with the support and professionalism that went in to making this trip a success. This trip would have been difficult, if not impossible, without the resources provided by VEDP. The availability of this resource will allow our company to promote and provide services and products to markets that would otherwise be seen as unreachable.” – *Trade Mission to Costa Rica, 2012*

# 94%

The percentage of companies that would participate in another trade mission or trade show with VEDP.

# 135

The number of companies that traveled to international markets with VEDP last year.

# 21

The number of countries visited by Virginia companies last year.

