

AUSTRALIA

PENNSYLVANIA'S TRADE REPRESENTATIVE

Australia & New Zealand



Angela Foley, Director

Council of Great Lakes Governors
Represented by: Foley & Associates Pty Ltd
109 Pitt Street, Suite 2002
Sydney, NSW 2000
AUSTRALIA
www.cqlg-australia.org

DIRECTOR'S BIO

In 2002, Angela established the Sydney office of the Council of Great Lakes Governors. Since that time she has assisted a large number of Pennsylvania companies with successfully finding partners and doing business in Australia and New Zealand.

Prior to establishing her own international trade consultancy, Angela worked as the Senior Group Manager, Trade & Commercial Services at the State Chamber of Commerce (New South Wales) and as the Senior Marketing Analyst - Asia Pacific for a British-American supply chain software company. She re-located to Australia, from the UK, in 1995, where she had spent eight years as a Senior Business Development Manager with the Australian Trade Commission, Australia's federal export authority, in London. Angela has an honors degree in Applied Linguistics from Dublin City University (Ireland) and postgraduate qualifications in International Marketing and Management from the Chartered Institute of Marketing (UK).

OFFICE SCOPE OF SERVICES

- Agent, distributor and direct end-user searches, identification of pre-qualified joint venture partners;
- Market viability studies & market entry strategies, in-country trade show participation;
- Referrals to private sector providers/industry groups and introductions to government and industry experts;
- State sponsored trade missions: pre-qualified business contacts, market briefings, and logistical assistance.

RESEARCH TOOLS & FACILITIES

- Offers 'hot-desk' facility at central Sydney office which includes telephone/fax/internet access;
- Member of a number of industry groups such as the Australian Industry & Defense Network; AusBiotech (national biotechnology association); the American Chamber of Commerce in Australia etc which offer local market intelligence, business matching and networking opportunities;
- Access to multiple business databases / internet / exhibitor directories / business media/industry publications.



To obtain export assistance from our Authorized Trade Representative, contact:

Larry Nelson, International Program Manager
Tel: 717-346-2256 | Email: lanelson@state.pa.us
Department of Community and Economic Development
Office of International Business Development
400 North Street, 4th Floor
Harrisburg, PA 17120-0225

