



# AUSTRALIAN EXPORT AWARDS

We cordially invite you to the

## TOP EXPORTERS PANEL DISCUSSION LUNCHEON "WINNING WAYS – SUCCESSFUL EXPORTING"

### PANEL DISCUSSION OUTLINE:

- What makes an exporting company successful?
- Innovative export marketing techniques
- Key advice for potential or growing exporters
- Export award applications – benefits for your company and what the judges are looking for
- Questions and answers

### PANELLISTS:

#### • STEVE BIRKBECK

Managing Director, Mt Romance Australia Pty Ltd

MT ROMANCE WON THE 2003 WA SMALL TO MEDIUM MANUFACTURER AWARD, 2003 AUSTRALIAN SMALL TO MEDIUM MANUFACTURER AWARD, THE PREMIER'S AWARD FOR EXCELLENCE IN THE 2003 WA INDUSTRY AND EXPORT AWARDS, THE REGIONAL EXPORTER OF THE YEAR CATEGORY IN 2002, DESIGN OF THE YEAR IN 1999 AND NEW EXPORTER OF THE YEAR IN 1996.

#### • NATHAN BUZZA

Chief Executive Officer, Commtech Wireless

COMTECH WIRELESS WON THE 2003 WA INFORMATION AND COMMUNICATIONS TECHNOLOGY EXPORT AWARD IN 2003.

#### • ROD MACDUFF

Technical Director, Q-Mac Electronics Pty Ltd

QMAC WON THE SMALL TO MEDIUM MANUFACTURERS AWARD IN THE STATE INDUSTRY AND EXPORT AWARDS IN 2000, 2001 AND 2003 AND THE NATIONAL EXPORT AWARDS FOR 2002.

#### • PETER O'BYRNE

Managing Director, Austrade

#### • PHILIP NIXON

CCIWA Board Member and Chair, CCIWA International Trade Committee, General Manager, United Farmers

### DATE:

Thursday 10 June 2004

### TIME:

12 noon for 12.30 – 2.30pm

### VENUE:

Novotel Langley Perth  
221 Adelaide Terrace, Perth

### COST:

\$55.00 per person inc. gst  
\$500.00 for a table of ten

### SPECIAL GUEST:

The Hon. De-Anne Kelly, MP  
Parliamentary Secretary, Office of the Minister for Trade

### KEYNOTE ADDRESS:

Dr Fiona Wood  
Burns Specialist

### RSVP:

By Friday 4 June 2004

Complete and return the registration form  
to the Australian Export Awards Secretariat

PRESENTED BY



Australian Government  
Austrade



EVENT DIRECTED BY



### LUNCHEON REGISTRATION COUPON

To reserve your place at the Panel Luncheon, complete this form together with the correct payment details and return by Friday 4 June to: Anne-Marie Flynn • EMAIL: amflynn@charlton.com.au • FAX: 02 9401 6717

- PHONE: 02 9981 2208 • POSTAL: PO Box W15, Brookvale NSW 2100
- OR TO REGISTER ONLINE VISIT: [www.charlton.com.au](http://www.charlton.com.au) PLEASE NOTE: PRE-PAYMENT IS ESSENTIAL

PLEASE RESERVE:  tickets at \$55.00 each (inclusive of GST)  table(s) of 10 people at \$500.00 each (inclusive of GST)

NOTE: please attach a full list of guests attending (including guest name, position, company, contact phone on the attached Guest List) and send with registration form.

METHOD OF PAYMENT: (please tick)  Cheque enclosed payable to First Charlton Communications for \$A\_\_\_\_\_  Please debit my credit card for \$A\_\_\_\_\_ (tick appropriate box below)

Bankcard  Mastercard  Visa  Diners Club  Amex CARD NO: \_\_\_\_\_

EXP / CARDHOLDER'S NAME SIGNATURE

NAME POSITION COMPANY

ADDRESS SUBURB POSTCODE

PHONE ( ) FAX ( ) EMAIL

## ABOUT THE EVENT:

The Australian Export Awards have earned the reputation throughout the Australian business community as the most prestigious and significant industry awards.

The Top Exporters Panel Luncheon is part of the 2004 Australian Export Awards Event Program. Panel members include past State and National winners. The event will be an interactive sharing of knowledge where leading exporters discuss their success stories, experiences and future challenges with other Western Australian exporters.

FOR INFORMATION ON THE 2004 WESTERN AUSTRALIAN EXPORT AWARDS VISIT [www.doir.wa.gov.au/awards](http://www.doir.wa.gov.au/awards)  
OR CONTACT JUNE PHILLIPS • PHONE: 08 9327 5435 • EMAIL: [awards@doir.wa.gov.au](mailto:awards@doir.wa.gov.au)

For awards  
information visit

[www.austrade.gov.au/exportawards](http://www.austrade.gov.au/exportawards)

### 2004 AUSTRALIAN EXPORT AWARDS PROUDLY SPONSORED BY:



**P&O NEDLLOYD** AGRIBUSINESS AWARD

**AUSTRADE** ARTS & ENTERTAINMENT AWARD

EDUCATION AWARD

**AUSINDUSTRY** EMERGING EXPORTER AWARD

INFORMATION AND COMMUNICATIONS TECHNOLOGY AWARD

**AUSTRALIAN MADE** LARGE ADVANCED MANUFACTURER AWARD

MINERALS AND ENERGY AWARD

**EXPORT FINANCE AND INSURANCE CORPORATION** SERVICES AWARD

**COMMONWEALTH BANK** SMALL TO MEDIUM MANUFACTURER AWARD

**AUSTRALIA POST** REGIONAL EXPORTER OF THE YEAR AWARD

**ACCOR** TOURISM AWARD

**DHL AUSTRALIAN EXPORTER OF THE YEAR AWARD**