

**ABOUT THE EVENT:**

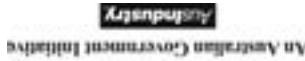
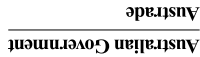
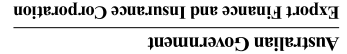
The Australian Export Awards (AEA) has earned the reputation throughout the Australian business community as the most prestigious and significant industry awards on the business calendar.

The Regional Exporters Luncheon is part of the Australian Export Awards Event program. The event is designed to be an interactive sharing of knowledge and offers the chance for leading exporters to discuss their success stories, experiences and future challenges with other regional exporters.

FOR INFORMATION ON THE 2004 PREMIER'S NSW EXPORTER OF THE YEAR AWARDS VISIT [www.aiex.com.au/nsw](http://www.aiex.com.au/nsw)  
OR CONTACT ANDREW SUTTON AT THE AUSTRALIAN INSTITUTE OF EXPORT (NSW)  
• PHONE: 02 9350 8170 • EMAIL: [andrewsutton@aiex.com.au](mailto:andrewsutton@aiex.com.au)

For awards information visit

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



DHL AUSTRALIAN EXPORTER OF THE YEAR AWARD

ACCOR TOURISM AWARD

AUSTRALIA POST REGIONAL EXPORTER OF THE YEAR AWARD

COMMONWEALTH BANK SMALL TO MEDIUM MANUFACTURER AWARD

EXPORT FINANCE AND INSURANCE CORPORATION SERVICES AWARD

MINERALS COUNCIL OF AUSTRALIA MINERALS AND ENERGY AWARD

AUSTRALIAN MADE LARGE ADVANCED MANUFACTURER AWARD

INFORMATION AND COMMUNICATIONS TECHNOLOGY AWARD

AUSTRALIAN EDUCATION INTERNATIONAL EDUCATION AWARD

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P&O NEDLLOYD AGRIBUSINESS AWARD

2004 AUSTRALIAN EXPORT AWARDS PROUDLY SPONSORED BY

**REGIONAL EXPORTERS LUNCHEON  
WAGGA WAGGA**

"WINNING WAYS – SUCCESSFUL EXPORTING"

PRESENTED BY



Australian Government

Austrade



AUSTRALIAN CHAMBER OF COMMERCE AND INDUSTRY



**ARE YOU AN EXPORTER  
OR THINKING OF EXPORTING?**  
IF SO, THIS IS A MUST ATTEND EVENT:



**AUSTRALIAN  
EXPORTERS AWARDS**

We cordially invite you to the

**WAGGA WAGGA REGIONAL EXPORTERS LUNCHEON**  
PART OF THE 2004 AUSTRALIAN EXPORTERS AWARDS PROGRAM

**PANEL DISCUSSION:**

Moderated by Geoff Bamberry, Associate Professor of Public Administration in the School of management at CSU, has completed a doctoral thesis on regional development and who has recently presented a seminar paper at Queensland University of Technology on Internationalisation and Regional Development.

**PANEL MEMBERS:**

- Mr Daryl Day,  
Managing Director, Precision Parts
- Ms Cheryl Preston,  
Chief Executive Office, Oberon Air
- Mr Leith Doody,  
Victorian State Manager, Austrade

**PANEL DISCUSSION OUTLINE:**

- What makes an export company successful and why?
- Product positioning – a vital factor in penetrating new overseas markets
- Innovative export marketing techniques
- Key advice for potential or growing exporters
- Questions and answers

**DATE:**

Thursday 22 July 2004

**TIME:**

12 noon for 12.30 – 2.30pm

**VENUE:**

Country Comfort Wagga Wagga  
Morgan Street, Wagga Wagga

**COST:**

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

**WELCOME ADDRESS:**

Mrs Kay Hull, MP,  
Member for Riverina

**SPECIAL GUEST:**

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

**RSVP:**

By Friday 16 July 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 Regional Exporters Luncheon, complete this form together with the correct payment details and return by Friday 16 July 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

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