



## **Selling to the Public Sector Reverse Trade Show**

Holiday Inn - St. John's, NL

November 15, 2010 - 1:00 PM - 4:30 PM

You are invited to join us for the **SELLING TO THE PUBLIC SECTOR REVERSE TRADE SHOW** being held at the Holiday Inn, St. John's, NL, on Monday, November 15, 2010, from 1:00 pm - 4:30 pm.

This event offers you an opportunity to meet with public sector purchasers to discuss how **your** products and services could meet **their** needs.

You can visit the exhibitor booths of public sector purchasers to learn more about the goods, services and construction-related products that are required by the provincial, federal, and municipal governments, academic institutions and the health care sector. As well, you can visit the booths of select agencies to learn more about the programs and services they offer, which can assist Newfoundland and Labrador firms in growing their business.

During the trade show, there will also be three workshops on topics of current interest:

- ✓ *Canadian Innovation Commercialization Program (CICP) - Government of Canada;*
- ✓ *Bidding on Federal Procurement Opportunities; and*
- ✓ *Understanding INTRD Programs and Services - Department of Innovation, Trade and Rural Development.*

Don't miss this opportunity to explore the possibilities of selling to the public sector, and learn about the various programs and services that could help your business.

We have enclosed a registration form for this FREE event. Pre-registration is recommended as workshop participation is on a first-come, first-served basis, and space is limited.

**The deadline for registration is Friday, November 5, 2010.**

If you have any questions regarding this show, please contact Dale Williams, INTRD, at [williamsdh@gov.nl.ca](mailto:williamsdh@gov.nl.ca), 709-729-7003, or Mike Follett, INTRD, at [mikefollett@gov.nl.ca](mailto:mikefollett@gov.nl.ca), 709-729-4578.

We look forward to your participation in this event!





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### Event Registration

Name:

Company Name:

Phone:  Email:

PO Box / Street:  Town/City:

Province:  Postal Code:

**Participation Level:** Please identify which workshops you will be attending.

Full participation is recommended to obtain the maximum benefit.

Will Attend

- |                                                                  |                          |
|------------------------------------------------------------------|--------------------------|
| Full Participation: Trade Show and all three (3) workshops       | <input type="checkbox"/> |
| Workshop 1: Canadian Innovation Commercialization Program (CICP) | <input type="checkbox"/> |
| Workshop 2: Bidding on Federal Procurement Opportunities         | <input type="checkbox"/> |
| Workshop 3: Understanding INTRD Programs and Services            | <input type="checkbox"/> |
| Trade Show Only                                                  | <input type="checkbox"/> |

Four ways to return the form once completed:

- 1.) Click "Submit Form" on the top right hand corner of this electronic document
- 2.) Email to: [supplierdevinfo@gov.nl.ca](mailto:supplierdevinfo@gov.nl.ca)
- 3.) Fax to: (709) 729-5124
- 4.) Courier to:

Department of Innovation Trade and Rural Development  
PO Box 8700 (2nd Floor Confederation Building, West Block)  
St. John's, NL, A1B4J6  
Attention: Mike Follett, Strategic Industries Division

