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Help For Exporters



The New South Wales Department of State and Regional Development (DSRD) provides support and information for businesses wishing to start or expand their export activities.

Export Advisors Network

The [Export Advisors Network](#) is designed to help businesses overcome the barriers to export by helping them to look for new export markets and to develop their export skills. Advisors are based in Wagga, Port Macquarie, Bathurst, Tamworth, Nowra, Parramatta and Gosford.

NSW Exporters Network

[NSW Exporters Network](#) is an interactive, web-based club designed to promote networking and the sharing of export advice and information among new and established exporters throughout NSW. Face-to-face meetings are also held for members to discuss export-related issues.

Membership is free and the services available include:

- Access to DSRD's export and other industry assistance programs, including the Department's Trade Mission and Market Visit Program.
- A confidential members' discussion forum where companies and departmental staff can discuss export issues and trade impediments, and share export tips, leads and contacts.
- A directory of hot-linked export market research websites, where members can undertake research into specific country markets, legal, regulatory, political, economic and trade related fields.
- An Export Service Providers database of organisations and firms which can supply specialist advice on aspects such as export finance, insurance, packaging, documentation, shipping, airfreight, marketing, etc.

New Export Opportunities Program

This program assists small to medium-sized companies, including existing exporters, to develop a better understanding of customer requirements. The program incorporates an extensive schedule of trade missions and market visits to bring exporters in direct contact with agents, distributors and end users.

Trade Missions

Trade missions are open to all NSW businesses with tradable goods or services that are export-ready. The missions take companies to high-potential and emerging markets for their goods and services, particularly those considered suitable for first-time and small to medium-sized exporters.

Missions generally cater for a broad range of products and services, although participation is usually limited to ensure the highest level of individual service. Trade missions in 2005 included visits to the UAE, Singapore, Malaysia, New Zealand, Thailand, Korea and China. Visit our [Small Business](#) website for more information about trade missions.

Market Visits

Market visits are arranged for small groups of up to six companies to enable them to develop first-hand knowledge of a new market. Business owners are briefed about what they need to do to successfully enter that market and are linked to prospective customers and agents for in-market meetings.

Market visits are generally scheduled to coincide with a major trade fair or exhibition relating to a key industry sector.

For more information, visit our [Small Business](#) website.

For more information

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