

28<sup>th</sup> May 2013

Standing Committee on Foreign Affairs, Defence and Trade  
P O Box 6100  
Parliament House  
Canberra VIC 2600

Re: Export Market Development Grants Amendment Bill 2013

We are writing to you to submit our objection to the above amendment bill.

Who-Rae Pty Ltd is an EMDG success story. Over the past six years with the assistance of this grant we have grown from a small business in 2008 employing 8 and turning over \$7M to in 2013, now employing 18 people and expecting to turnover \$21M.

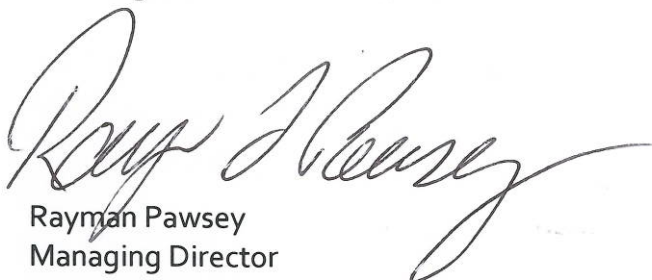
This is largely due to the support we received from the EMDG which enabled us to grow our export business to the USA and Canada. We have had our success stories featured twice on the Austrade web site. Here is the link for our current featured story:

<http://www.austrade.gov.au/Export/Export-Grants/What-is-EMDG/emdgcasestudies>

It is important to note that the time to grow our business in the USA has been over this six year period, with the largest rewards beginning in the 2013 financial year.

We therefore feel it is very important that the grant should be available over at least the seven year period to enable businesses to reach a firm hold in the export market.

Kind Regards



Rayman Pawsey  
Managing Director