

25<sup>th</sup> March 2008

The Hon Simon Crean MP  
Member for Trade  
Parliament House  
Canberra ACT 2600

Dear Minister,

**Re: oversubscription of EMDG grant and subsequent reduction in final payment.**

KFSU Pty Ltd as a start up company with new technology and new products for export has found the EMDG grant to be a godsend in regards to being able to get its sales and marketing message across.

It has allowed KFSU to reach countries and markets earlier than anticipated, and with greater impact due to the increased marketing budget that this scheme allows.

Therefore it is with some dismay that I have heard of the current shortfall in the EMDG budget due to oversubscription in the 2006-2007 fiscal year.

That more companies have accessed this grant points to its obvious success and an increased marketing push by companies like us gives empathies to increasing Australia's exports.

The subsequent reduction in round two of the 2006-2007 EMDG grant will impact heavily on our company's finances for this year as we had already budgeted for this funding to go into further marketing.

Therefore I ask that you seriously consider funding the budget shortfall so that companies like us and hundreds of others may further utilise this grant to market Australia's products to the rest of the world.

Yours Sincerely,



Gordon Edwards