

Our Sponsors

APSCo would like to thank Squire Patton Boggs and Saffery Champness for their generous sponsorship of this Trade Delegation.

Our comprehensive programme of events would also not be possible without the support and insight of our other sponsors. In particular, we would like to thank **Precision Global Consulting** for their generous support of the trade delegation.

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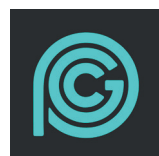
Squire Patton Boggs are a full-service global law firm with real expertise in the recruitment industry. They understand the challenges you face and their wealth of industry experience means they are considered as partner of choice for a wide range of recruitment companies. Their dedicated, multijurisdictional and multidisciplinary team is focused on helping you achieve your goals. They are ideally placed to help you to expand in the USA.

Saffery Champness
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Saffery Champness is a top 20 firm of Chartered Accountants and Registered Fiduciaries whose concept of service is to solve problems, take advantage of opportunities and turn advice into action. For over 160 years we have provided advice to our clients and, thanks to our distinctive partnership culture, we work together to deliver the very best for them.

Zeifmans
Ideas with impact

Zeifmans, associates of Saffery Champness through Nexia International, is a full-service tax, accounting and consulting firm based in Toronto, Canada, ranked as one of Canada's top 20 firms by revenue. Beyond the traditional offering, our services include business advisory, valuation, corporate finance, transaction services, corporate turnaround and insolvency, and estate and succession planning, supporting our 9,000+ clients through every step of the business life cycle. Great ideas. Positive impact. That's Zeifmans.



Precision Global Consulting is a workforce management platform that employs workers on our client's behalf. We engage directly with your workforce and take on responsibility for employing those workers – employees and independent contractors – managing payroll, taxes, insurances, benefits, contracts, compliance and day-to-day HR issues for you. We're proactive, working closely with you to make the process seamless and the complex simple.

About
APSCo

APSCo was formed in 1999 to give all firms involved in the recruitment of professional talent that have a commitment to excellence, the specialist support and distinctive voice they need to be successful. It gives candidates and employers a trusted badge of quality whilst providing member firms with an innovative range of services designed for them by recruitment experts. Celebrating its 20th anniversary this year, APSCo is the only recruitment trade body with an international profile with separate operations in the UK, Germany, Singapore and Australia.

20 APSCo
20 YEAR ANNIVERSARY | 1999-2019
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US/Canada Trade Delegation

11-15 November 2019

11-12 November New York

14-15 November Toronto

- North American staffing market showing strong growth
- Low barriers to entry and similar business culture
- Skilled talent pool

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Saffery Champness
CHARTERED ACCOUNTANTS

The Opportunity

The \$133bn US staffing market is the largest in the world and continues to see strong growth while Staffing Industry Analysts (SIA) forecasts that the Canadian staffing market will be worth CAD 9.7 billion in 2019.

This growth, together with low barriers to entry, has made the United States and Canada target destinations for staffing firms looking to expand their global footprint and diversify their growth strategies. Following highly successful Trade Delegations to Hong Kong, Brazil, China, Abu Dhabi & Qatar, Dubai, The Netherlands and a previous delegation to the US, APSCo is delighted to confirm that the United States and Canada will be the destinations for the next APSCo Trade Delegation.

The event, kindly sponsored by Saffery Champness and Squire Patton Boggs, will travel to New York and Toronto.

Whatever sectors you cover - whether it's Finance, Life Sciences, Technology, Creative & Media or Energy and Renewables - the business opportunities in the US and Canada are immense and our fully supported programme of seminars and hosted meetings will provide delegates with all the expert information they need to inform their business planning and drive future growth.



The Programme

- **Pre-visit briefings**
- **Business briefings**
- **Seminars and events**
- **Social evenings**



APSCo has used its experience of running successful Trade Delegations for over 15 years to design an itinerary and programme that will offer delegates great business opportunities and introductions with maximum flexibility.

The Delegation will be led by Ann Swain (APSCo Chief Executive).

During the trip, delegates will receive privileged access to key contacts across the sector, briefings from specialists about business opportunities and market trends in the main growth regions of New York and Toronto, and practical advice from experienced recruitment executives.

As well as including a full programme of unique events and meetings, delegates will have time to build their own network of contacts - and see the local sights!

The programme will give delegates first-hand insight into how the regions operate, important advice on how to establish and build a successful recruitment business in North America and a rare opportunity to meet important decision makers in a positive and open environment.

If you would like to develop your business in the US or Canada or simply want to "dip your toe in the water" this trip will enable you to make a cost-effective assessment of the opportunities available to your company in these regions.

The Investment

Thanks to the generosity of our sponsors, APSCo is able to offer places at significantly reduced rates. APSCo members also receive a further £300 discount and the itinerary is designed to be flexible so that delegates can include New York or Toronto or both.

APSCo member rates:

	UK (£)	Germany (€)	Singapore (\$)	Australia (\$)	New Zealand (\$)
New York AND Toronto	£1950	€2256	\$3429	\$3586	\$3811
New York OR Toronto	£1400	€1619	\$2462	\$2574	\$2737

Non APSCo member rates:

	UK (£)	Germany (€)	Singapore (\$)	Australia (\$)	New Zealand (\$)
New York AND Toronto	£2250	€2602	\$3956	\$4135	\$4397
New York OR Toronto	£1700	€1966	\$2989	\$3124	\$3323

All costs are subject to VAT

These fees cover all the seminars, hosted meetings, networking events and support for the duration of the Delegation. Standard flights between New York and Toronto are also covered for delegates attending both legs of the programme.

Please note that return flights to the US, accommodation and travel insurance are not included in the fee and will need to be met by delegates.

Booking

Places on the APSCo Trade Delegation to the US and Canada are limited and will be allocated on a first come first served basis - so please let us know as soon as you can if you are interested in participating.

All confirmed delegates will receive a comprehensive pack of information including a detailed itinerary.

For further information and to book your place, please e-mail:
josie.holroyd@apsco.org



**Ann Swain, Chief Executive,
APSCo Global**