



THE HON FRAN BAILEY MP

MINISTER FOR SMALL BUSINESS AND TOURISM

PO BOX 6022
PARLIAMENT HOUSE
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LETTER OF INTRODUCTION – MR KIM J FITZPATRICK

I am pleased to be able to provide this letter of introduction for Kim.

Kim is the proprietor of Tradition Stained Glass, established nearly 100 years ago in Holland by Kim's grandfather.

Tradition Stained Glass is an innovative business from North Fremantle in Western Australia. Kim has overseen an expansion of the business and is delivering on very specialised orders for stained glass products from across South East Asia, including Hong Kong and Macau.

Tradition Stained Glass has also embraced technology to communicate with potential clients in South East Asia including email, video conferencing and the development of a DVD to showcase Kim's product. Kim showcases his business at www.traditionstainedglass.com.au.

The success of Tradition Stained Glass is exemplified by its selection by the Australian Trade Commission, Austrade, as a public case study of an Australian small business which is able to use its specialisation as a competitive advantage in international markets.

I commend Kim to you, and wish you well in your business endeavours.

Yours sincerely

A handwritten signature in blue ink that reads 'Fran Bailey'. The signature is written in a cursive style with a large, sweeping 'F' and 'B'.

FRAN BAILEY

04 SEP 2007