



Make international trade work for you

The Midlands World Trade Forum is sponsored by The Royal Bank of Scotland and UK Trade & Investment Passport to Export Programme.



QUARTERLY NEWSLETTER

January 2007

President's Message

Dear Members

It only seems like yesterday that I wrote you my previous newsletter and 2007 is now upon us already - doesn't time go quickly in international trade?

The MWTF continues to strengthen with our membership slowly but surely heading towards the magic 600 number. This is absolutely amazing, when we consider when we launched we won't have expected more than 300 and as you most probably know, notice has been taken outside our region as to how to run an "export club", with our close friends in the Yorkshire World Trade Forum leading the way and working very closely with us as well as colleagues outside the region but especially in the East Midlands.



Initially when we looked at setting up the MWTF we looked at other export clubs throughout the UK of which there was quite a number with very few genuine exporters. Instead many of these export clubs were merely opportunities for members of the service sector to get together. One of the main rules, when we set up the organisation, was to make sure we were not overwhelmed by members of the service sector and that is still the case. Our 5:1 target ratio is now something like 37:1. That has allowed our growth! At the same time, I should stress, that we do value the role played by the service members that we have on board, because clearly they are part and parcel of what we need for international trade. We are delighted to have them with us, especially our sponsors, The Royal Bank of Scotland who have just recently agreed to continue their sponsorship for another year.

We are always trying to identify what is best and most informative for the MWTF membership and with that in mind, we are running a seminar on the EU Services Directive on the 2nd February. The Services Directive will effect all companies, whether Service Providers or companies who need to purchase services, so I hope you will give this seminar your support, as it will keep you briefed and up to date on these matters.

In the first quarter of 2007, we have our MWTF mission to Kenya, 19th - 23rd February, which is being managed by Claire Gamage (0845 603 0084) and led by yours truly. Please call Claire if you have any interest. On 5th March, along with the support of Graham Ashmore we are going to visit Croatia, a country which will be joining the European Union after Romania and Bulgaria and which is well on it's way to coming into line with things like the aforementioned Service Directive!!

Croatia is obviously a stepping stone into the Balkan area and we would hope to be looking especially at infrastructure, environment and tourism on our visit there. If you are interested, please contact Graham on 01384 360464.

And of course, as usual, we are always looking for your comments and support as we go into the New Year, which I hope will be very prosperous for all of you.

Peter M Mathews CMG
Chairman
Midlands World Trade Forum



Banking Made Easy for European Trade

For some years the EU has been seeking to streamline the elements of banking within Europe. This article seeks to capture the challenges faced by businesses in the Midlands who are starting or progressing to a different stage of the international exporting process. It also highlights the critical need of businesses to work alongside their bank in ensuring the correct financial structures and solutions are in place to enable them to reap the benefits of such international activity. At The Royal Bank of Scotland (RBS) many of the customers require export finance and here we share some of our experiences in how this is best managed.

[Click here to find out more](#)



Forthcoming Events

Information on forthcoming events including:

The MWTF Annual General Meeting and B2B Networking Event
Slovakia - Trade Workshop
Romania - Trade Workshop
Czech Republic - Trade Workshop
EU Services Directive – Seminar
Export Documentation Training
Overseas Group Visits – Dubai, Canada, New York, India, Kenya, Croatia & Japan.

[Click here to find out more](#)



IntaTrade ... a service for you?

The IntaTrade service, targeted at businesses that are thinking about growing or protecting their business by finding an overseas partner, was launched by UKTI West Midlands in April 2004. This **free service**, delivered by Coventry University Enterprises Ltd, is available to **every** business located within the West Midlands.

[Click here to find out more](#)



Does your overseas trade require you to use languages?

**And... Could you explain how those language skills are vital to your business?
Yes?...**

Then our colleagues at the Regional Language Network (RLN) would love to hear from you.

The RLN frequently receives requests from schools looking for local companies to assist them in delivering talks to students about working with languages. As you can imagine, it is a difficult and time consuming task to find businesses who are interested in taking part and that is why the RLN is appealing for your help.

[Click here to find out more](#)



Who represents the heart of England at the heart of Europe?

West Midlands in Europe has been representing the region's interests to EU decision makers since 2000. We advise our members on EU policy, funding programmes and proposed legislation and, working with the Confederation of West Midlands Chambers of Commerce and other business support organisations, ensure the voice of WM business is heard by policy and decision-makers in Brussels.

For more information about West Midlands in Europe's services or membership. [Click here](#)

London 2012 Olympic & Paralympic Games

Good News for Businesses!

The London 2012 Games will bring huge opportunities for businesses, both large and small. Almost every conceivable type of product and service will be required. Your business can be alerted **NOW** to these tender opportunities as they arise. [Click here to find out more](#)

New Members this Quarter

Find out who the 28 companies are who have joined us this quarter. [Click here](#)

"While we make every effort to ensure that the information and advice we provide is accurate and appropriate, the final decision on any action you take must be your own commercial responsibility"

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