

Automotive:

NEW! RUSSIA - Open for Business? SMMT Research & Seminar:

This is the theme for a recently commissioned market study being undertaken by SMMT with support from UKTI.

Russia is in many ways the last of the major global automotive markets that remains dominated by local producers (that have so far stayed largely independent of the major global OEMs). Ford and GM have now started local manufacturing and Renault look set to join them through their Dacia brand.

But what are the supply opportunities for UK-based OEM suppliers both at tier one level and further down the supply chain? Similarly with imports from western Europe increasing and a vehicle parc of some 16 million, what are the aftermarket opportunities? Who are the key players and what technologies and products do they require? Who's there already and what are the critical success factors for selling in Russia?

These are the questions that the SMMT research will answer. Workshops will be held in London and the West Midlands in July to disseminate the findings. Participants will receive a copy of the report. Email: gvickery@smmt.co.uk to register your interest.

NEW! UKTI Sponsored Trade Mission to Poland: 18 – 21 October 2004

This Business Link Northants mission is designed to enable UK companies from the automotive or any other sector to visit and develop business in this important market. Eligible participants will qualify for a travel grant of £250, along with full support from UKTI and the Commercial team of The British Embassy in Warsaw.

For further information contact Arlene McLeod on 01604 643777 or email on international-trade@businesslinknorthants.org.

New! British Pavilion at PAACE Automechanika, Mexico – July 2004

UKTI and the Trade and Investment Section of the Mexican British Embassy are organizing the participation of UK companies in a British Pavilion at PAACE Automechanika Mexico 2004, (the leading trade event for automotive original equipment manufacturing, aftermarket and the service industry in Latin America).

The mission will run from July 12th to 16th and there is a UKTI travel grant of 650 GBP for participating companies. Assistance can be given in arranging local transportation and lodging.

For further details, please contact: Fernando Estandía – Automotive Sector, UK Embassy Mexico City. Tel: +52 55 52 42 85 00 email: Fernando.Estandia@fco.gov.uk

Automotive Component Suppliers Forum

St. Gallen, Switzerland. 20 - 21 September 2004 (+ travel package for WM companies)

Following the success of this event in Lindau in 2003, in which over 1800 meetings took place between automotive suppliers, UKTI West Midlands is organising another group visit to the 'Bayern Innovativ' automotive match-making event. This year the forum will take place in Switzerland, just after Automechanika.

Cost will be around £350. For further details please contact Helen Yendall.

Aerospace:

New! FARNBOROUGH 2004 - DAY DEVELOPMENT VISITS
20 JULY (East Mids) & 21st July (West Mids)

The Midlands Aerospace Alliance has organised 2 'Day Development Visits' to Farnborough 2004 in July. Cost = £61.50 + VAT per person, which includes: executive coach travel, trade catalogue and entrance to Farnborough Airshow. If you would like to reserve a place, please contact Claire Abbott at the MAA. Tel: 0845 225 0503 Email: info@midlandsaerospace.org.uk

Rail:

NEW! Free Entry in UKTI Rail Directory – Supplying The World's Railways

A directory of Rail Products & Services

The next edition of this publication is now being prepared by UKTI's Rail Sector team. If you are a British company, a provider of a rail product or service and would like a free entry in this publication, please request a form by emailing: emmawilcock@advantagewm.co.uk The publication (and CD Rom) are distributed worldwide through the commercial teams in British Embassies. The deadline for returning the forms (by email) is **28th May 2004**.

InnoTrans, Berlin: 21 – 24 September 2004

The RIA is organising UK attendance at InnoTrans 2004, *the largest rail transport and technology fair in the world*.

Further details can be found at www.innotrans.com and at: www.riagb.org.uk/innotrans For further information about exhibiting at InnoTrans, please contact the RIA on: 020 7201 0777 or email: ria@riagb.org.uk. If you are interesting in *visiting* the Show, please contact helenyendall@advantagewm.co.uk

NEW! Railway Interiors Expo – Cologne, Germany

30th Nov – 2nd December 2004

This new trade show is aimed at designers, fitters and others involved with train interiors. For further information see the website = www.railwayinteriors-expo.com. Depending on levels of interest, UKTI West Midlands will be organising a sponsored visit to this show. Please register your interest by emailing helenyendall@advantagewm.co.uk

Manufacturing:

New! Metalforming Mission to Elmia Subcontracting Fair, Sweden
11 – 14 November 2004

Metformex, the export forum for the UK metalforming sector is offering an exhibiting package for UK foundry and forging companies at Elmia Subcontracting Fair. This is the largest exhibition of its kind in Northern Europe For further information, please visit: www.elmia.se/subcontractor

Thanks to UKTI subsidies, the cost, which includes hotels, transport and exhibition space, will be approximately £1,500. For further information please contact Karina Naylor at the British Embassy in Stockholm karina.naylor@fco.gov.uk

*SMEs = Small & Medium-sized enterprises, with fewer than 250 employees and turnover under £28m

Contacts: Overseas Exhibitions: Stuart Whitehill (Overseas Fairs Division) - 01564 784 999

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