

Automotive:

NEW! Singapore: 'Automotive Electronics Parts & Components' Inward Mission

As Asia is a growth market for the automotive sector, it is expected that Singapore will play an even stronger role in the future as a base for technology, high value-added manufacturing and as a partner for assembly operations in the region.

A group of 6 Singapore automotive electronics companies will be visiting our region on 27th September and wish to meet WM companies who supply automotive components and modules to OEMs, Tier 1s and 2s, in order to explore potential outsourcing and collaboration efforts (e.g. technology partnerships, licensing and joint ventures) to jointly enter into a third market in Asia Pacific, eg: China, Thailand).

For further details and/or to register your interest in meeting these companies, please contact helenyendall@advantagewm.co.uk

NEW! SMMT Supplier Campus 2004: Royal Court Hotel, Coventry: 17 – 18 November

This 2-day programme offers training and excellent networking opportunities. Supporting the theme 'Knowledge and Application: Linking Skills For Business Needs', the programme offers a choice of 5 workshops, 3 'business wide' seminars and 9 'dedicated' seminars. See the website for more information: www.suppliercampus.co.uk

NEW! Volkswagen Group 'Supplier Platform'

If you are interested in presenting your products and/or services to Volkswagen, with a view to becoming a potential supplier, you may wish to register your company on the worldwide Volkswagen 'Supplier Platform'. This is free of charge (but you must have a DUNS number which can be obtained from: www.dnb.com). The website www.vwgroupsupply.com has full information and a helpline. Press 'Team up with us' in order to complete the initial form. Once this has been approved by Volkswagen, you will receive a user name and you can create your company's 'business card' for the supplier database. According to the website, the more detail you included in the supplier database 'the better are your chances of being considered for VW's requirements'.

Aerospace:

NEW! 'Aerospace Procurement 2004' LAUNCH event: 7th September 2004, Derby

Discover how you can increase your sales in record time by attending the **free launch** of the Aerospace 2004 procurement event, which is being organized by UKTI West/East Midlands and the Midlands Aerospace Alliance. By reserving your complementary place at the launch you could be the first to hear which buyers will be attending the main event in October and the first to book your exclusive sales meetings with the buyers of your choice. 30 major international aerospace buyers will be coming to Rolls Royce, Derby on 20th October 2004. The purchasing decision-makers from these organizers are attending specifically to meet new UK suppliers, like you. For further information or to book your place, please contact Kim Newton. Tel: 020 7700 0008 email: kim@business-business.co.uk

NEW! India Airshow: 9 – 13 Feb 2005: SBAC/UKTI sponsored event

A regional aerospace exhibition, organised by the Indian Ministry of Defence, the 'India Airshow' is 50% commercial and 50% defence. This exhibition is an opportunity for companies to explore the potential upcoming business opportunities in this region. The UK Group consists of approximately 15 companies.

New! Australian Airshow: 15 – 20 February 2005: SBAC/UKTI sponsored event

This exhibition has grown in stature to become one of the major aviation, aerospace and defence related events in its region. It provides a focused forum and wealth of networking opportunities. The UK Group consists of approximately 10 companies. Show website: www.airshow.net.au

For further information on either of these exhibiting opportunities, please contact the SBAC Exhibitions Department: Tel: +44 (0) 20 7227 1043 e-mail: exhibitions@sbac.co.uk

Rail:

NEW! RAILTEX 2004: Networking Day: (10am – 4.30pm) 3rd NOVEMBER

UKTI and the RIA are holding a 'networking day' during Railtex at the NEC. There will be over 18 countries participating and UK suppliers will have the opportunity to pre-select up to 8 countries and present their company's capabilities to key players in the industry. Cost, including lunch and refreshments = £50 +VAT. For a booking form and further details, please email: helenyendall@advantagewm.co.uk

Rail Sector Forum: EU Accession States – Hilton Hotel, Paddington, London 13/14 September 2004

There are still places on the UKTI Rail Sector team's EU Accession State forum, which includes workshops and one-to-one meetings for UK companies with representatives from 7 EU Accession States: Poland, Hungary, Slovakia, Slovenia, Czech Republic, Romania and Bulgaria. For UK companies the cost is £100 per delegate (incl.VAT). For more information, please contact Mrs Merlyn Guthrie. Email: Merlyn.Guthrie@dti.gsi.gov.uk tel: 020 7215 4773

High Performance Engineering:

NEW! 'High Performance Engineering' Scheme

This business improvement programme is funded by Advantage West Midlands and offers qualifying West Midlands SMEs* a low-risk opportunity to look at diversification, product development and new investment. It also encourages companies to work together to share best practice and identify opportunities for supply chain development.

The scheme is open to companies currently engaged in the HPE sector (ie: supplying motorsport or aerospace sectors, or using specialist materials or equipment) OR companies engaged in the conventional automotive supply chain who wish to introduce new technologies into their business.

To find out more, please contact Harry Balmer at Coventry Chamber on: 02476 654153 email: harryb@cw-chamber.co.uk

NEW! MIA Trade Mission: Las Vegas Auto Industry Aftermarket Week Incorporating The SEMA and AAPEX Shows. November 2 – 5 2004, Las Vegas, USA

This is *the* Automotive Aftermarket event of the year. If you have a strong product range in this sector, SEMA and AAPEX are the shows for you. With over 1600 exhibitors each, the 2 shows form one of the largest gatherings of auto industry professionals in the world and are the gateway to the US performance street retail market. The mission is supported by UKTI in the form of a £500 grant (for eligible companies). For further information, please contact Tom Wilson at the MIA. Tel: 02476 692600. tom.wilson@the-mia.com

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

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