

Automotive:

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

Aerospace:

'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 organised by UKTI West/East Midlands and the Midlands Aerospace Alliance. Reserve your complementary place at the launch and you could be the first to hear which buyers will be attending the main event in October and the first to book 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 organisers 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

Rail:

NEW! UKTI-sponsored visit to 'Rail Interiors Expo', Cologne: 29th Nov (pm) – 1st Dec

Join UKTI West Midlands on a 2-day visit to this new trade show which is aimed at designers, fitters and all those involved with train interiors. For further information see the website = www.railwayinteriors-expo.com. Flying with Lufthansa from Birmingham on the evening of Mon 29th Nov, this is a time and cost-effective package, giving 2 full days at the show. Costs are estimated at £400 (hotel & flights) and 50% of this travel package will be refunded to participating West Midlands companies on return from Cologne. To register for the visit, please email: helenyendall@advantagewm.co.uk

NEW! UKTI Rail Sector Reports

UKTI have recently updated a number of their detailed Sector Reports which are available for download, free of charge, from: www.uktradeinvest.gov.uk/railways At the same address you will find over 20 'Sector in Market' summaries giving an overview of the rail sector in over 20 countries. UKTI have done the basic research for you, however, if you need more detailed reports, tailored to your company's specific needs, contact an International Trade Advisor at your local Business Link (see list below).

NEW! 18th November: Major Rail Projects Seminar, London

UK Trade & Investment, in partnership with the Railway Industry Association, is hosting a "Major Railway Projects Seminar" on 18 November at Savoy Place, London. Projects valued at over **£25 billion of potential export business** will be presented. Delegates will hear the very latest details of some of the world's largest railway projects direct from the Project Directors, who will fly in especially for this event. Contracts ranging from £10,000 to £100 million will be on offer, so companies of all sizes should attend to ensure that they are fully briefed on how their company can participate in these mega projects.

The seminar will feature detailed presentations of railway projects in **Central Europe, Denmark, Bulgaria, Spain, Sweden, France, Germany, Hong Kong, Italy, Switzerland and Taiwan**. Cost = £195 + VAT. For a programme and booking form, please email helenyendall@advantagewm.co.uk

High Performance Engineering:

NEW! SAE Congress & Exhibition: 16 - 18 November 2004
Transamerica Expo Center, Sao Paulo, Brazil

UKTI's team in Brazil will have an information stand at this event, which UK companies are welcome to use as a base if visiting or, if you would like to send promotional material for display on the stand, please address it to: Erica Azevedo, British Consulate General Rua Ferreira de Araujo, 741 - 2nd Floor – Pinheiros, 05428-002 - Sao Paulo - SP

Further details are at <http://www.saebrasil.org.br/> - click on 'Congresso'.

NEW! The Government Motorsport Unit's website - www.gmuweb.com – has been launched. It provides details of the cluster development programme sponsored by the GMU which supports skills, business & technology development, widening participation & recruiting volunteer officials in the sport and explains how to get involved with projects.

**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

Manufacturing/Engineering:

NEW! Eindhoven Chamber is bringing a delegation of companies to the region and we are setting up one-to-one meetings with West Midlands companies on 16th September at the NEC. The Dutch companies are looking for UK partners, particularly injection moulders, metal stamping companies and cable/wire assemblers. If you would like to be involved in the meetings, please contact Helen Yendall.

NEW! 15th /16th September 2004 “The Manufacturer Live 2004” event, at The International Centre, Telford. This free event consists of seminars, presentations and workshops conducted by top organisations such as Airbus, Rolls Royce and JCB. The organisers aim is “to create the most content-rich free manufacturing event ever staged in Britain: sharing, showcasing and celebrating manufacturing best practice.” For further details please see www.themanufacturer.com/live

NEW! Global Success for Shropshire Company

Shropshire-based 'Independent Parts and Service Ltd' (IPS) has developed exports totalling 40% of sales within 12 months, thanks to UKTI. The company supplies equipment and services for industrial aerial work platforms. M.D Rick Mustillo first contacted the International Trade Team at Shropshire Business Link in Sept 2003. Employing just 10 people and with sales derived entirely from the UK, IPS joined UKTI's 'Passport to Export' programme to help develop overseas business. The company now has 22 employees and about 40 per cent of its total sales are exports. In the past year, the company has taken orders from Malaysia, Iceland, Hungary, Poland, Argentina, Hong Kong and Australia. www.independent-parts-service.com

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

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