



TRANSPORT TECHNOLOGIES CLUSTER UK TRADE & INVESTMENT (West Mids) NEWSLETTER



Oct 2004

www.uktradeinvest.gov.uk

NEW! Free Exhibitor Training For West Midlands Companies: 1st November 2004

The International Commercial Centre in conjunction with the Association of Exhibition Organisers is holding an Exhibitor Training Workshop for West Midlands SMEs. The workshop will focus on exhibiting successfully, both at home and overseas. It will offer various solutions and tips on how to steer clear of the many pitfalls that exhibiting companies fall into. Additionally it will provide distinctive guidelines on how to manage your exhibition activity effectively before, during and after a show.

The workshop is offered free of charge and will take place on 1st November 2004 at the NEC. For further information contact Nicola Bell (AEO) on: 01442 873331 or register on the website: www.aeo.org.uk/sosseminar.

Automotive:

NEW! Inward Mission from Turkey: 8 – 10 November

An EU-funded trade mission from Izmir is visiting the West Midlands next month, with the support of the Turkish Chambers of Commerce. Some information on the participating companies is on the CIP website: <http://www.kbnet.co.uk/cip/turkey1.htm>

The companies are looking for reciprocal business, contract production, direct sales and joint venture partnerships and all have been visited by the organisers prior to the mission. If you are interested in meeting any of the Turkish companies, please contact Roger Browne on: 07802 248 256.

NEW! Exploiting Opportunities in The Heart of Europe (Germany, Poland, Czech Republic)

Would you like to assess business opportunities in Central Europe at first hand? A sponsored 2-day 'Heart of Europe Business Networking Forum' will be held at a Business & Technology Centre in Saxony in Spring 2005. Find out more at a **free networking event at Coventry Chamber (12th November 08.00 – 10.00)**. The event in 2005 will include visits to some of the major companies in the area and one-to-one meetings with local companies in your sector, including delegates from Poland and the Czech Republic. For more information, please email Hilary Green: hilary@europartnerships.co.uk

Aerospace:

NEW! Aeromart International Business Convention on Aerospace Industries: 1-2 December 2004

The Society of British Aerospace Companies (SBAC) with support from the Regional Trade Associations will be co-ordinating the UK Pavilion at Aeromart International Business Convention on Aerospace Industries in Toulouse, France. See link for further details: <http://www.sbac.co.uk/newsview.asp?n=1629>

NEW! India Air Show 2005: 9 – 13 February 2005

The SBAC is once again co-ordinating the UK Pavilion at Aero India 2005. The bi-ennial exhibition is one of the Asia's most prestigious aviation, aerospace and defence events. The participating costs for non SBAC Members for a shell scheme stand is £642 per sq m and for self build stands it is £200 per sq m with a management charge of £800 for self build companies. For further information on either event, please contact Penny McPherson on 020 7227 1042. Email: penny.mcpherson@sbac.co.uk

Rail:

NEW! Railtex: UKTI/RIA Networking Day: 3 November 2004, NEC

Railtex is the UK's premier rail exhibition, involving over 600 exhibitors and 10,000 visitors over 3 days. This networking day provides a unique opportunity to present your company's capabilities to overseas delegates visiting the show. You can select up to 8 countries per delegate (from a total of over 20 countries). You will be allocated a timed appointment with each. Buffet lunch and refreshments are provided. Cost = £50 + VAT. For a booking form, please email: emmawilcock@advantagewm.co.uk

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 those involved with train interiors. For further information see the website: www.railwayinteriors-expo.com. Flying with Lufthansa from Birmingham on the evening of 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

Major Railway Projects Seminar: London, 18th November 2004

UKTI and the RIA are hosting a one-day 'Major Railway Projects Seminar'. 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 specially 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. Cost = £195 + VAT per delegate. For a seminar programme and/or booking form, please email: emmawilcock@advantagewm.co.uk

High Performance Engineering:

NEW! Performance Racing Industry Show, Indianapolis: 9 – 11 December 2004

The MIA is offering companies the opportunity to visit or exhibit at PRI, the largest Motorsport show in the world. For SMEs there is a UKTI exhibiting grant of £2,500 or a trade mission grant of £500 towards travel and hotel costs. The show attracts over 1,300 exhibitors and 40,000 trade visitors and offers access to 3 major motorsport markets: IRL; NASCAR; NHRA Drag Racing.

For more information, contact Tom Wilson, Tel 02476 692 600. email: Tom.wilson@the-mia.com.

NEW! EUROPEAN AUTOMOTIVE COMPONENTS EXPO 05

This Stuttgart show starting May 31st for 3 days, has a changed format from last year. This year the emphasis is on OE components. Running simultaneously in adjacent halls are ENGINEEXPO, TESTINGEXPO, AND VEHICLE DYNAMICSEXPO. The SMMT has space available, and is offering a package for those interested in exhibiting. Contact: rmurty@smmt.co.uk

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

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