

INDIA:

NEW! Trade Mission to Mumbai & Pune, India 10 – 17 November 2007

The UKTI India Pakistan Trade Unit invites West Midlands companies to take part in a trade visit to India. The programme includes: pre-mission briefing, in-market briefing, in-market reception, appointment arranging service, if required (chargeable service). 20 places available. Closing date for applications: 3rd September 2007. All applications are subject to approval by your local International Trade Advisor. For further details please visit www.iptu.co.uk or call Rupri Nandra on: 0121 607 0106

NEW! AutoExpo, Delhi 10 – 17 January 2008

The Indian AutoExpo Show is the largest automotive show in Asia and offers UK companies a unique opportunity to access the rapidly expanding Indian market. SMMT with funding support from UKTI will be organising a British Pavilion at the show to showcase UK Advanced Engineering expertise. A range of options are available to take part in this exciting event so if India is in your future market plans, then please make a note of this event and register your early interest with Les Parfitt, SMMT on tel. 020 7344 9233

AEROSPACE:

NEW! Opportunity to Meet UKTI's Aerospace & Rail Sector Specialist from Spain: October Fernando Pons, our Rail and Aerospace sector specialist from Madrid will be in the West Midlands w/c 1st October 2007. If you are currently exporting your rail or aerospace products to Spain – or you are interested in doing so – and would like to have a meeting with Fernando for an hour either at AWM in Birmingham or at your own premises, to discuss the Spanish market, please email: mattclive@advantagewm.co.uk

AUTOMOTIVE:

NEW! CIAPE China International Auto Parts Expo - 29 Nov to Dec 1

SMMT is offering companies the opportunity to take part in the **NEW** National & International Auto Parts Expo Show in Beijing from 29th Nov to 1st December. This new Auto Parts show, supported fully by the Chinese Govt. and incorporating the leading Chinese vehicle manufacturers, multinational auto groups and world renowned purchasing groups, offers UK companies a unique opportunity to showcase their products and services to leading Chinese companies and show visitors.

Working with the Coventry & Warwickshire Chamber, SMMT is offering a 'one stop shop' package to help you 'fast track' your exhibition needs at this show. Expert assistance to cover the stand booking and all the associated stand management details is available plus advice to help you with your freight, travel and accommodation arrangements. Please contact Les Parfitt on lparfitt@smtt.co.uk to reserve your space and to receive further details on the full package.

NEW! South Korea - KOAA Show 17th -20th September – Free Exhibiting Opportunity

SMMT has been advised of a late opportunity to promote your products at the KOAA automotive trade show in Seoul Korea in September.

The Show covers Automotive Parts & Components, Systems & Modules, Accessories & Tuning, Tires & Wheels to Telematics, Repair & Automotive Services, New Technologies, and Auto Parts Production Facility and Machinery. See the website: www.koaashow.com
UK companies exhibiting or sourcing at the show are offered a shell scheme 3m x 3m booth **free of charge**. (Buyers can also be provided with a free booth as a meeting space if requested). All you would have to pay to exhibit is your air fare (approximately £600 return non-stop) and local accommodation (subsidised rate available from approximately £60 per night).

***NEW!* South Korea - Buyer's Mission 14th September in Daegu City, Korea**

SMMT has been notified of a buyer's mission immediately before the KOAA trade show and there is a further incentive for companies who can participate in both. This is a sourcing event, only for European Automotive Aftermarket Buyers and it will be an opportunity to meet 32 Korean automotive aftermarket manufacturers dealing with Automotive Parts & Components, Systems & Modules, Accessories & Tuning, Repair & Automotive Services, and New Technologies.

For further information on either of these opportunities in South Korea, please contact the SMMT: Pat Shaw pshaw@smmt.co.uk Tel: +44(0)20 7344 9260

***NEW!* Matchmaking Automotive Suppliers Event: 20– 22 November 2007: Stuttgart**

As a partner in the EU-funded Stimutran project Birmingham Chamber's European Information Centre is giving a limited number of Midlands based businesses the opportunity to enter the German Automotive market. The automotive suppliers' event is focused on meetings between companies within the automotive supply chain and provides an excellent opportunity to explore the potential for your products in Germany and further a-field.

The normal admission fee is €300, but for companies joining through the Stimutran programme the fee is reduced to €100. This fee covers food at the event. Travel and hotel costs in Germany are not covered.

The deadline for applications is 25th September 2007. The first 40 people to apply will be offered a museum tour to DaimlerChrysler. For more information please contact Cathy Davies, European Information Centre, Birmingham Chamber of Commerce Tel: 0121 454 6171. email: c.davies@birminghamchamber.org.uk

***NEW!* Seminar: Automotive & Engineering Opportunities in Central Europe**

Thursday 6th September 2007, Haynes Motor Museum, nr Yeovil

It is forecast that 3 million vehicles per year will be produced in this region by 2010. This is creating outstanding prospects for suppliers into the automotive supply chain. You are invited to attend this seminar, hosted by UKTI, for an update on the extraordinary growth in this sector of Central Europe and the opportunities there. For further information and to reserve your place please visit: www.keystone-group.co.uk/centraleurope

UKTI/SMMT Central European Automotive Report

A new report, in 3 volumes, has just been published, featuring: Key market trends and drivers relating to the growing automotive base in Central and Eastern Europe; identification of the implications and opportunities for the UK's automotive industry, key trends in the main central European countries.. and much more! Volumes I and II are free of charge – access by visiting: www.smmt.co.uk/centraleuropeandirectory

Volume III costs £50 (£30 to SMMT members) and consists of an extensive, searchable CD database of over 4000 entries of automotive suppliers in 11 countries.

Mission to Slovakia & Hungary 23 – 28 September 2007

Following the launch of this comprehensive report, UKTI and the SMMT are organising a mission to Slovakia and Hungary, for interested UK companies. For further information, a provisional itinerary and application form, please email: mattclive@advantagewm.co.uk

SEMINARS AND WORKSHOPS:

NEW! Building Success with Japanese Companies, Birmingham:

9.30am – 4pm Weds 26th September 2007

Presenter: Stephanie Oyama B. Phil, M.A., Japan Consultancy. Designed for: Senior executives who need to understand how to work effectively with Japanese-owned companies and organisations, or feel more in control of their working relations with individual Japanese and Japanese teams. **Cost:** £395 per person. Includes all refreshments and course notes
For more information or to reserve a place at this event contact Stephanie Oyama on 01299 400412 or email japan@ovama.fsbusiness.co.uk

MOTORSPORT:

Motorsport Market Visit to Japan: 13 – 21 October 2007

The Japanese motorsport market is thriving and offers potentially lucrative returns for UK motorsport businesses, with British automotive products forming the largest single export to Japan. There is high awareness and appreciation of British motorsport capabilities and heritage and many of the major racing series teams use UK products and services. To help you take advantage of these excellent opportunities in the Japanese motorsport sector, UKTI is leading a market visit to Japan, with grant funding for eligible companies. For further details, please contact: helenyendall@advantagewm.co.uk

Updated! Professional Motorsport World Expo, Cologne, 7 Nov 2007: Meet the Buyer

Following last year's successful event, UKTI, in collaboration with the Show organisers, UKIP, are arranging another international 'Meet the Buyer' event for UK exhibitors and visitors to the PMWE Show in Cologne on 7th November 2007.

This is *free of charge** to qualifying UK motorsport companies and includes entry to the Show, a gala dinner and entry in the Show catalogue. Last year's top quality motorsport buyers were from 8 different countries and included BMW Motorsport, Toyota GmbH and Audi. To apply for a place as a UK supplier at the Professional Motorsport World Expo, email:

mattclive@advantagewm.co.uk Show website: www.professionalmotorsport-expo.com

*refundable deposit is payable to secure your place.

If you have any questions about exporting or UK Trade & Investment services, please contact your local International Trade Advisor:

Area	Advisor	Telephone
Birmingham & Solihull:	Mark Sankey:	0121 607 1755
Staffordshire	Wendy Hall	01782 224408
Black Country:	Paul Keeling:	01384 360444
Coventry & Warwickshire:	Malcolm Vaughan:	02476 654274
Shropshire	Chris Armistead	0845 641 1514
Hereford, Worcs:	Nick Corley:	0845 641 1512

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