



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



**Feb 2007**

[www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk)

**RAIL:**

**NEW! UKTI-supported RIA Exhibitions: 2007/8**

The Railway Industry Association has secured UKTI funding to support eligible companies\* to exhibit with the British group at the following international rail shows in 2007/8:

- **Sifer '07**, Lille France 12 – 14 June 2007
- **Africa Rail**, Johannesburg 25 – 29 June 2007
- **Rail Solutions Asia**, Hong Kong 19 – 21 September 2007
- **Elmia Nordic Rail**, Sweden 9 – 11 October 2007
- **Trako**, Poland 10 – 12 October 2007
- **AusRail Plus**, 2007 – 4 – 6 December 2007
- **Gulf Traffic**, Dubai – 9 – 11 December 2007

\*please contact Tim Gray at the RIA or your local International Trade Team for more details of available funding. Email: [Tgray@riagb.org.uk](mailto:Tgray@riagb.org.uk). *The British groups are dependent on a minimum number of companies taking part.*

**NEW! UKTI website – Don't Miss Rail 'Country Reports' & 'Opportunities'!**

Register your company free of charge on the UKTI website [www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk) and gain access to the latest Rail sector reports on Argentina, France, Russia, Finland, Saudi Arabia (and many more). PLUS register for free international 'business opportunities' emailed directly to you. Current opportunities include a tender for spares in Syria, a tender from Hungarian railways for disc brake pads and details of a new rapid rail network to be built in Tunisia.

**NEW! RAIL EVENT, DUBLIN, IRELAND, 8 – 9 MARCH 2007. *Travel Grant available to West Midlands Rail Companies!***

UKTI in association with the RIA is arranging a RAIL networking event, in Dublin 8 – 9 March 2007. This two-day event will give your company a unique opportunity to learn at first hand what is happening in Ireland's rail organisations, with opportunities for Q&A plus one-on-one meetings with buyers from the relevant organisations.

**UKTI West Midlands is offering a travel grant of £200\* for West Midlands companies who wish to attend.** For further information and a booking form, please email: [mattclive@advantagemw.co.uk](mailto:mattclive@advantagemw.co.uk) (\*one grant per company)

**Rail 'Passport to Export' Workshop: 6<sup>th</sup> March 2007, Birmingham**

*Are you an SME in the Rail sector? Are you a novice or passive exporter serious about developing overseas sales?*

"Passport to Export", an initiative from UK Trade & Investment, provides new and inexperienced exporters with the training, planning and on-going support they need to succeed overseas – **including £3,000 of matched funding**. Our Rail "Passport" to export, aimed specifically at West Midlands SMEs will be launched on 6<sup>th</sup> March, with a workshop in Birmingham. To register your interest, please email: [mattclive@advantagemw.co.uk](mailto:mattclive@advantagemw.co.uk)

**UPDATED! Railtex, Excel London: 20 – 22 Feb [www.railtex.co.uk](http://www.railtex.co.uk)**

**Meet the Buyer Event – free to UK companies! 10am – 4pm**

UKTI Rail sector team, in conjunction with the RIA, is organising a free 'Meet the Buyer' event at Railtex on 21<sup>st</sup> February. See the website for details of the Buyers and to register your interest.

[www.meetthebuyer2007.co.uk](http://www.meetthebuyer2007.co.uk) Buyers have been selected as the key decision makers from some of the fastest growing and most dynamic railway markets, including CHINA and FRANCE.

**UPDATED! Fact-Finding Rail Visit to Lithuania. W/c 19<sup>th</sup> March 2007**

The Baltic Republics are of primary importance as transport corridors for the EU and Russia, with significant EU Cohesion funds available for infrastructure projects.

Our UKTI staff based in Vilnius have now confirmed that they can assist us with a 'fact finding' rail visit to Vilnius, which will take place w/c 19th March 2007. The group is limited to just 5 or 6 companies and includes:

- travel grant of £200 per company, towards flights & hotel
- assistance with flight/hotel arrangements
- visit accompanied by UKTI staff or representative
- A group programme, with appropriate contacts in the Lithuanian rail industry.

The target group for this Mission includes: Infrastructure and Rolling stock maintenance / refurbishment, consultants, contractors or supply chain industries. If you would like to take part, please email:

[helenyendall@advantagewm.co.uk](mailto:helenyendall@advantagewm.co.uk)

**MARINE:**

**NEW! Midlands Marine Alliance: 28<sup>th</sup> Feb, Rolls Royce, Derby**

Come along to this free Emda, AWM and UKTI event, which will bring together a wide range of leisure marine businesses in the Midlands and show how the MMA can support the development of the sector. All businesses involved with the leisure marine industry are encouraged to recognise the MMA and participate in the definition of detailed programmes of support. Provisionally the objective of the MMA is to encourage and guide the development of the Midlands leisure marine industry and its contribution to the regional economies of the East and West Midlands and the UK leisure marine industry as a whole. For a programme, map and booking form, please contact: [mattclive@advantagewm.co.uk](mailto:mattclive@advantagewm.co.uk)

**MOTORSPORT:**

**NEW! High Performance Engineering Scheme: Seminar, Birmingham University. 28<sup>th</sup> Feb 9.30am – 4.30pm**

The High Performance Engineering Scheme is holding a seminar in conjunction with VIN Technology Services, covering:

- New manufacturing technologies, presented by members of the Mechanical Engineering department (the people developing the technologies). How to exploit these technologies for your business, presented by Gino Bellavia of VIN Technology Services
- New Business Support structures to be implemented in April 2007 presented by Ray Portman of Birmingham Chamber.
- Marketing opportunities for manufacturing businesses presented by Sammy Rose Marketing
- Manufacturing trends presented by Birmingham Business School

The seminar is free and is open to manufacturing companies and business support partners. To book your place, please contact: Ray Portman at Birmingham Chamber: Tel: 0121 607 1872  
Mobile 07921 339306 [R.Portman@birminghamchamber.org.uk](mailto:R.Portman@birminghamchamber.org.uk)

**Toyota Seminar: "Selling into Top Level Motorsport": February 27, Holiday Inn Northampton/Rugby (M1 J18)**

Malcolm Boote, Director of Supply and Support, at Toyota's motorsport headquarters in Cologne will advise companies how to win and then retain on-going business with top level teams and explain some of the trends in motorsport that are affecting the supplier industry.

Places are limited. Cost = £25 + vat per delegate. For more details and to book on-line, see:

<http://www.northants-chamber.co.uk/product.php/1889> or book your place by phoning the Northamptonshire Chamber Events Team on 01604 490 490

## ENGINEERING

The Engineering Industries Association has announced its exhibitions for 2007/8. These have UKTI funding for eligible companies. Please contact Karen Finegold at the EIA for further details: tel: +44 (0) 1923 828991 Fax: +44 (0) 20 7298 6456 email: [kfinegold@aol.com](mailto:kfinegold@aol.com)

- MTA SINGAPORE: 28 – 31st March 2007
- INTERMACH 2007 9 – 13 MAY 2007, BANGKOK, THAILAND
- MTA MALAYSIA: 16 – 20 MAY 2007
- ASIA HVAC ASIA, JULY 2007 - SHANGHAI, CHINA
- MTA VIETNAM 4 – 7 JULY 2007, HO CHI MINH CITY, VIETNAM
- METAL, 27 – 29 SEPTEMBER 2007, KIELCE, POLAND
- MSV INTERNATIONAL ENGINEERING FAIR/  
TRANSPORT AND LOGISTICS: 1 – 5 OCTOBER 2007 BRNO, CZECH REPUBLIC
- MANUFACTURING TECHNOLOGY IRELAND: 7 - 8 NOVEMBER 2007, DUBLIN
- CIIF (CHINA INTERNATIONAL INDUSTRY FAIR), 6 – 10 NOVEMBER 2007, SHANGHAI
- METALEX: 15 - 18 NOVEMBER 2007 BANGKOK, THAILAND
- MANUFACTURING INDONESIA: 5 – 8 DECEMBER 2007 JAKARTA, INDONESIA
- MEMEX: Middle East Manufacturing Exhibition: 9 – 12 DECEMBER 2007, Abu Dhabi

## AUTOMOTIVE

### **NEW! Slovakia: Opportunity to meet Commercial Officer: 21/22 Feb 2007**

Ivana Winbladh, our Automotive Commercial Officer from the British Embassy in Bratislava will be in the West Midlands later this month and would be pleased to meet with automotive companies who are interested in the Slovakian market – either at your premises or at Advantage West Midlands in Birmingham. If you would like a meeting with Ivana, please contact [Mattclive@advantagewm.co.uk](mailto:Mattclive@advantagewm.co.uk)

### **AAME (Automotive Aftermarket Middle East), Dubai 12 – 14 March 2007**

SMMT are organising the UK pavilion at this show in 2007, which will be the first time the UK has exhibited in Dubai as a group. For further information or to indicate interest in attending, please contact David Croxson. Tel: 0207 344 9230 email: [dcroxson@smm.co.uk](mailto:dcroxson@smm.co.uk)

If there are sufficient interested companies, UKTI West Midlands will also be arranging a visit to the Show. A £450 travel grant is available to qualifying companies (payable retrospectively). To register your interest, please email: [mattclive@advantagewm.co.uk](mailto:mattclive@advantagewm.co.uk)

## AEROSPACE:

### **NEW! MAA members Meeting: Weds, 21 March, RAF Museum Cosford**

Keynote speaker: Chris Geoghegan SBAC President and Chief Operating Officer, BAE Systems Open to all. See the MAA website for other events and to book on-line: [www.midlandsaerospace.org.uk](http://www.midlandsaerospace.org.uk)

### **NEW! Boeing UK Briefing 2pm, 2 March 2007, SBAC, London**

This briefing, hosted by the SBAC, will provide an overview of Boeing's portfolio of products and services, activities in the UK and Boeing's current defence programmes in the global market. Cost: £25 + VAT for SBAC & MAA Members and £50 + VAT for non-members. Places are limited to 1 per company, on a first-come, first-served basis. For a booking form contact Cher Bell-Smith [cher@sbac.co.uk](mailto:cher@sbac.co.uk). All bookings must be made by the 28 February.

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

Area	Advisor	Telephone
Birmingham & Solihull:	Steve Cunnane:	0121 450 4205
Staffordshire	Maggie Neale	0845 071 0191
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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