

MOTORSPORT:

NEW! Toyota Seminar: "Selling into Top Level Motorsport": February 27th, Holiday Inn Northampton /Rugby (Just off M1 J18)

Many companies fail to understand what the top level motorsport customer needs and consequently they fail to gain and keep business from these companies. Toyota Motorsport GmbH has demanding targets for its performance in the 2007 season and is very clear about what it needs from its suppliers to help it achieve those targets.

This is a half day event which provides a unique opportunity to hear exactly what the Toyota Formula 1 team requires from its suppliers and how suppliers can approach gaining new customers in an intelligent and effective way.

Malcolm Boote, Director of Supply and Support, at Toyota's motorsport headquarters in Cologne will advise companies how to win and then retain ongoing 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 info and bookings please contact ian.Thompson@ukti-northants.co.uk

NEW! 4th International Historic Motorsport Show, Stoneleigh. 23 – 25 March

Date for your diary. For more information, see the show website:

www.historicmotorsportshow.com

NEW! Business Development Visit to Tokyo, Japan 12 – 16 March

NEW! Business Development Mission to North Carolina & Indianapolis 19 – 28 May

NEW! Business Development Mission to Shanghai, China 1- 5 October

For more information on any of these MIA-lead visits, please contact the Motorsport Industry Association by emailing: yinsa.so@the-mia.com

RAIL:

Rail 'Passport to Export' Workshop: 6th 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. We are launching a Rail "Passport" to export, aimed specifically at West Midlands SMEs in January 2007, starting with a day workshop in Birmingham on 6th March 2007. To register your interest, please email: mattclive@advantagemw.co.uk

NEW! Dates for your diary in 2007:

Railtex, Excel London: 20 – 22 Feb www.railtex.co.uk

UKTI Rail sector team, in conjunction with the RIA, is organising a free 'Meet the Buyer' event to take place at Railtex on 21st February. The link is due to go live any day now, at which point you will be able to see the Buyers' details and register your interest. The website currently lists the countries taking part. www.meetthebuyer2007.co.uk

This event will give you the opportunity to meet one-to-one with over 20 international buyers from all over the world who are interested in your expertise. Buyers have been selected as the key decision makers from some of the fastest growing and most dynamic railway markets.

SIFER, Lille 12 – 14 June www.sifer2007.com

Elmia Nordic Rail 2007, Sweden 9 – 11 October 2007 www.elmia.se/nordicrail

West Midlands Rail Missions to Lithuania and/or Finland Spring 2007

We are still working with our colleagues in these markets to arrange a rail visit for West Midlands companies. If you would like to register your interest in a visit, please email: mattclive@advantagewm.co.uk

Multi-Sector Market Visit To Croatia: 5th - 8th March 2007

Croatia is preparing to join the E.U. and E.U. funds are already beginning to flow into the country with considerably more in the offing. This will lead to significant investment in the countries infrastructure - particularly rail - where the single state organisation is being broken up into operational divisions prior to part-privatisation. This change will give new supplier opportunities.

Closing Date for Applications – 5th February 2006 but companies requiring research must apply by 5th January. For further details and an application form, please email: helenyendall@advantagewm.co.uk.

AUTOMOTIVE

NEW! 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. UKTI funding is available for qualifying companies and the group size is likely to be around 12 companies. For further information or to indicate interest in attending, please contact David Croxson. Tel: 0207 344 9230 email: dcroxson@smmt.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

AEROSPACE:

NEW! Aerospace Visit to China: April 2007

UKTI and SBAC are negotiating details of an Aerospace Mission to China in April 2007. The objective of this mission is for UK companies to learn more about the Chinese market and particularly to meet with local companies involved in the growing presence of Western companies in China. It is hoped to secure meetings with companies in Tianjin (north of Beijing) involved in the Airbus A320 Assembly line and also companies in Shanghai involved with the Boeing and ARJ21 plants. Briefings from UK companies who already operate in China will also be included. Companies already part of the Airbus, RR and Smiths' supply chains are most likely to benefit from this visit. Expressions of interest should be sent to David Scotter at SBAC. Email: david.scotter@sbac.co.uk

NEW! Organic Finishing in the Aerospace Industry - The Future 21 February, Royal Air Force Museum, Cosford

The symposium will feature presentations by experts in the field of organic surface finishing associated with the aerospace industry with information vital to the continuing growth and sustainability of the industry. Presentations to date have been accepted from Airbus, ANAC, Arkema, Indestructible Paint, LVH, and Nadcap. The delegate cost of £95 + VAT includes refreshments on arrival, buffet lunch to be taken 'under the wings' of the Lincoln bomber, mid-afternoon refreshment and pre-prints of the presentations. During the various breaks delegates will be able to view the Museum's exhibits. Visit http://www.uk-finishing.org.uk/imf_events.htm for full details and to book your place.

REMINDER! 'Aerospace Opportunities 2007': 20th February 2006, Derby

There are still a few places left at this 'meet-the-buyer' event for the Midlands Aerospace industry, brought to you by the Midlands Aerospace Alliance & UKTI. For more information and to see which Buyers will be at the event, please see the website.

For more information please [click this link](#) for the website or contact: Amy Tudor at Business2Business: email: Amy@business-business.co.uk Tel: 020 7700 0008

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
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