

January 2008

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RAIL:

Rail Opportunities 2008 - March 2008

Introduce your company, through private face-to-face sales appointments, to your choice of buyers from over 30 international and UK engineers, specifiers and buyers from the rail industry who are actively looking to source new suppliers within the UK. For more information please contact Anita White on 02476 236 290 or email Anita@business-business.co.uk

MOTORSPORT:

Updated! Dates for your diary:

- Autosport 2008, NEC : 10 – 13 January 2008 www.autosport-international.com
- Race Retro Historic Motorsport Show, Stoneleigh Park: 14 – 16 March 2008
www.historicmotorsportshow.com
- Professional Motorsport World Expo 2008: 11th-13th November 2008
www.professionalmotorsport-expo.com

AEROSPACE:

Aerospace Procurement 2008: Meet The Buyer for the Aerospace Sector Thursday 13th March 2008. 9am – 5pm, Old Trafford Football Stadium, Manchester.

North West Aerospace Alliance and UKTI are organising a 'Meet the Buyer' event for the Aerospace sector. This is a time-efficient, cost-effective way of generating significant new business opportunities in the aerospace industry. You can introduce your company, through private face-to-face sales appointments, to your choice of buyers, engineers and specifiers from over 25 international aerospace organisations who are actively looking to source new suppliers within the UK. Organisations will be attending from international markets such as Canada, France, Germany, Italy, Japan, Spain, Sweden, Singapore, Switzerland, China, India, Brazil and the USA. For further details, see the website: www.aerospaceprocurement08.com

NEW! Midlands Aerospace Alliance Seminar: Diversifying Into Defence Markets

Wednesday 30 January 2008 10am – 5pm, Oaktree Conference Centre, Coventry.

This event is part of the MAA's Aerospace Business Strategy Programme. For further details and to register, please see the MAA's website: www.midlandsaerospace.org.uk

UKTI MARKET VISITS:

NEW! UKTI WEST MIDLANDS MARKET VISIT TO MEXICO: 11th – 15th Feb 2008

Businesses from all sectors are invited to join a market visit to Monterrey, Mexico, led by North Staffordshire and Shropshire Chambers of Commerce.

Financial Package: Eligible companies can receive a £650 travel grant from either the Advantage West Midlands Building Technology Cluster or the UKTI Market Visit Support programme.

For more information, please contact International Trade Advisor, Wendy Hall:

wendyhall@nscci.co.uk Tel: 01782 224 408

UKTI Market Visit to Turkey: 25th-29th February 2008

Turkey has a strong automotive sector and is a significant importer and exporter of automotive components as well as finished vehicles. This visit will give participants the opportunity to visit the WIN exhibition featuring automation, electrotech hydraulic and pneumatic products. All companies are welcome and for West Midland based small and medium sized enterprises a grant of £200 is available towards the costs of the visit. Companies wishing to have more information should email: GrahamAshmore@blackcountrychamber.co.uk

Updated! South Africa: March 2008 *HURRY! DEADLINE IS 11TH JANUARY!*

West Midlands businesses are invited to join a Market Visit to Johannesburg and Cape Town led by the Birmingham Chamber of Commerce in March 2008. Travel grant assistance may be available.

- UK is South Africa's largest trade & investment partner with over £7 Billion in two way trade in goods and services and £24 Billion of UK investment in the market.
- South Africa and the UK are natural trading partners, with English as the main business language and similar legal systems and business cultures.
- South Africa is also a gateway to southern Africa and its 185 million people

Opportunities exist in the following sectors:- Construction, ICT, Healthcare, Power, Transport, Automotive, Education & Training and Sports & Leisure Infrastructure.

For further information, please contact: Mark Sankey, Birmingham Chamber of Commerce
Telephone:44 (0) 121 607 1755 Email:m.sankey@birminghamchamber.org.uk

***NEW!* Trade Mission to Delhi, India. 16-22 February 2007**

Programme will include pre mission briefing, in-market briefing, in-market reception and appointment arranging service (chargeable service). Closing date for applications is the 25th January 2008. Contact Rupi Nandra on 0121 607 0106 or r.nandra@birminghamchamber.org.uk for further details.

AUTOMOTIVE:

***NEW!* Czech Republic, Autotech 2008, Brno 4 – 8 June 2008**

SMMT and UKTI are considering a visit/mission to Brno to coincide with Autotec 2008. Autotec is the only specialised commercial vehicle show in Central Europe. It is primarily a truck, van, bus, trailer, body and service exhibition but also there are many OE components and aftermarket parts on display.

Companies interested in exhibiting or visiting as part of a business group (which would include individual meeting programmes), should contact Russell Murty at SMMT on 020 7344 9229, rmurty@smmt.co.uk

***NEW!* SMMT Visit to Hungary/Slovakia – Spring 2008**

It is planned to follow up this visit with another in Spring 2008, perhaps with VW hosting a Tier One set of meetings, so if any company wishes to register interest now, please contact Russell Murty at the SMMT, as above.

COMMERCIAL OFFICER VISITS:

***NEW!* Your chance to meet with our automotive experts from Slovakia and the Czech Republic; Ivana Winbladh and Filip Franek!**

Ivana and Filip will be in the West Midlands and available for one to one meetings on the 7th February 2008. If you would like to speak with them either in Birmingham or at your company premises please email mattclive@advantagewm.co.uk

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

| Area | Advisor | Telephone |
|--------------------------|------------------|------------------|
| Birmingham & Solihull: | Helen Yendall: | 0121 607 1915 |
| 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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