

MOTORSPORT:

***NEW!* 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@advantagemw.co.uk

***NEW!* Professional Motorsport World Expo, Cologne, November 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 who are planning to exhibit at or visit the Show. 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@advantagemw.co.uk Show website: www.professionalmotorsport-expo.com

SEMINARS & WORKSHOPS

***NEW!* REACH Regulation Automotive Supplier Workshop: 16th July 2007, 9.15am - 3.30pm, Heritage Motor Centre, Gaydon, Warwickshire – a few places remaining!**

Ford, Honda, Jaguar, Land Rover, the SMMT, Business Sustain and CAT Alliance are working in partnership to support the automotive sector in complying with the EC REACH Regulation in the most cost effective way.

REACH *will* have an impact on your business. The proactive companies will be the winners. Will you ensure your company is a winner? This seminar is organised by Business Sustain*. With confirmed speakers from Government, Ford, Honda and the automotive Task Force on-REACH, it is designed to give you an understanding of the issues affecting your business and provide help, support and solutions. For further information please [click here](#)

Cost = £30 per delegate. However, funding may be available for Accelerate-eligible SMEs in the West Midlands region. See the website for more details.

*Business Sustain is a leading provider of environmental training and consultancy to the automotive industry in the West Midlands region. www.business-sustain.com

***NEW!* The Queen's Awards for Enterprise 2008: 7.45am - 9.10am: 5th September 2007, Birmingham**

The Queen's Awards are highly respected and provide tangible benefits for companies who receive them. They are recognised in the UK and overseas as a mark of quality and success by the business community. To help companies better understand the awards scheme and how to apply, UKTI, supported by Advantage West Midlands, is holding a *breakfast awareness event* on 5th September 2007 in Birmingham. The event is a great opportunity to hear from and network with past winners and find out about the application process from members of the Queen's Awards

Office. If you are interested in attending please email uktradeandinvestment@advantagewm.co.uk for more details. In advance of the event, more information can be found on the Awards website www.queensawards.org.uk.

***NEW!* Chinese Design Engineering Workshop: Coventry, 24 September 2007**

Following a successful series of seminars on Design Engineering organised by UKTI in China in March, we are now planning to invite a number of senior Design Engineers from some of China's emerging vehicle manufacturers to visit the UK in late September. As part of this visit it is hoped the visitors will participate in a workshop outlining the future plans of their companies and how to do business with them. This will include an opportunity to network with the visitors. Although plans for this are still to be fully firmed up, should you wish to hear more about this as they do, please contact Mark Norcliffe from UKTI, m_norcliffe@yahoo.co.uk, or Les Parfitt from SMMT, lparfitt@smt.co.uk.

ENGINEERING:

***NEW!* Czech Republic Engineering Report**

UKTI's Engineering Sector team has commissioned a 58 page report on the Manufacturing and Engineering sectors in the Czech Republic. The report contains case studies, information on routes to market, a detailed market analysis and much more. If you are interested in exporting to or investing in the Czech Republic and would like a copy of the report, please contact neil.semple@uktradeinvest.gov.uk

AEROSPACE:

***NEW!* China Asian Aerospace, Hong Kong 3 – 6 September 2007**

Registration cut-off date: 23rd July 2007

The SBAC will be taking a group of UK businesses to [Asian Aerospace](#) with UKTI support via the [Tradeshow Access Programme](#) (TAP). With a renewed focus on commercial aerospace, Asian Aerospace creates optimum business, trading, networking and educational opportunities with major Asia-Pacific aviation buyers. As Asia's premier aerospace event, Asian Aerospace is strongly supported by the world's leading aerospace suppliers.

The contact for this event is Gen Richards gen.richards@sbac.co.uk at SBAC. Please contact her for further details.

AUTOMOTIVE:

***NEW!* RUSSIA – NEW EXHIBITION FOR AUTO COMPONENTS & SERVICE PROVIDERS + a new service from SMMT October 9-12 Togliatti, Samara**

For those wishing to showcase their company product/service at this exhibition in the heart of Lada and GM, SMMT has a pavilion and SMMT staff are willing to 'front' companies who do not have the time to attend in person. For more details on how this works, please contact Russell Murty on 0207 344 9229 or at rmurty@smt.co.uk

***NEW!* SOUTH AFRICA, South African Automotive Week: Port Elizabeth 3-7 October '07**

Organised on behalf of NAACAM , (the South African components association), NAAMSA (the South African vehicle manufacturers' association) and the South African DTI, this event is a business-to-business initiative focused on automotive component manufacturing and opportunities for the sector in Africa and beyond.

It will consist of a trade show, conference, visits to automotive sites and matchmaking missions. More detailed information is at www.saaw.co.za

SMMT is discussing the possibility of a group visit. If you might be interested, please contact Roger Hambrook at the SMMT: Tel 020 7344 9231 or email: rhambrook@smt.co.uk

***NEW!* Auto Expo Delhi: 10 – 17 January 2008**

Date for your diary. We are currently in discussion with the SMMT about a visit/exhibition opportunity to this show early next year. Further details will be available shortly but if you wish to register an interest at this early stage, please email: helenyendall@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:	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
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