

AEROSPACE:

***NEW!* MAA: Aerospace Business Strategy Programme Launch event: 5th July 2007: Oaktree Conference Centre, Coventry 9am - 4pm**

Register for this event to learn how the Midlands Aerospace Alliance can improve your company's understanding of market trends and issues in the aerospace industry, so you can effectively plan for your company's long-term success in this globally competitive market.

The Aerospace Business Strategy programme will run for 18 months and is aimed at all managers and owners of companies in the Midlands aerospace supply chain who are currently responsible for company strategy or aspire to be in future. At the launch event you will hear from industry leaders and take part in discussions to understand and shape the support available.

Book your place via the [online](#) booking form.

AUTOMOTIVE:

***NEW!* Opportunity to Meet UKTI's Automotive Sector Specialist from Austria: 25th June**

On Monday 25th June, Miles Fisher, our Automotive sector specialist from Austria will be in the West Midlands. If you are currently exporting your auto products to Austria – or you are interested in doing so – and would like to have a meeting with Miles for an hour, either at AWM in Birmingham or at your own premises, please email: mattclive@advantagewm.co.uk

***NEW!* Opportunity to meet UKTI's Automotive Sector Specialist in Paris: 2nd July**

On Monday 2nd July, Xavier Owen, our Automotive sector specialist based at the British Embassy in Paris, will be in the West Midlands. If you are currently exporting your auto products to France – or you are interested in doing so and/or you're exhibiting at Equip Auto in October – and would like to have a meeting with Xavier for an hour, either at AWM in Birmingham or at your own premises, please email: mattclive@advantagewm.co.uk

***NEW!* 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

***NEW!* Automechanika, Frankfurt 16 – 21 September 2008**

Looking ahead to next year, the SMMT is planning to organise the UK group of exhibitors, as usual. Preparations start early for this show and the SMMT will be launching their offer to companies in the next

couple of months. If you would like to register your interest, to obtain details as they come through, please email Roger Hambrook: rhambrook@smtt.co.uk

BAIKA: International One-to-One Partnering Event 24 – 25 September 2007, Lindau, Germany

Traditionally a match-making event for the automotive sector, this has now been extended to include aerospace, electronics and microtechnology, machinery and equipment and new materials. At last year's event, in St.Gallen, Switzerland, approximately 330 participants from 31 countries took part in 1100 pre-arranged meetings. There is likely to be a group visit to this event from the West Midlands, in conjunction with Accelerate. If you would like further information, as it becomes available, please register your interest by emailing: mattclive@advantagewm.co.uk

ENGINEERING:

***NEW!* Manufacturing Indonesia 2007: Exhibiting Opportunity**

UKTI is supporting UK exporters interested in selling into the massive Indonesian manufacturing sector. They have again selected the region's biggest industrial exhibition, Manufacturing Indonesia, 5-8 December 2007 to host an official UK Pavilion. The Pavilion is being coordinated by the Engineering Industries Association (EIA) and subsidies of up to £1,800 are available to qualifying SME's. The manufacturing sector in Indonesia imported capital goods and industrial equipment worth US\$ 58 billion in 2005 with an 8.3% annual growth predicted through to 2009. For further details email: sluff@oesallworld.com

RAIL:

Rail Market Visit to LITHUANIA - Date to be confirmed

West Midlands companies operating in the rail industry are invited to register interest in joining a subsidised mission to Lithuania which will include pre-arranged matchmaking meetings.

Contact: mattclive@advantagewm.co.uk

Railway Interiors Expo 2007 – 6th-8th November 2007, Cologne

UKTI West Midlands is once again taking a booth at this show (18m²) and it will be branded '*West Midlands Rail*'. To register your company for this event, please contact mattclive@advantagewm.co.uk

SEMINARS

***NEW!* Russia Seminar + Tour of TWI, Cambridge: Thursday 28 June 2007 from 10.00-16.00 (tea and coffee from 9.30 am).**

Join the Construction Equipment Association for a free tour and seminar at TWI, in Cambridge. A presentation from Dr Graham Wylde, on "How TWI keeps Companies Ahead in World Competition" will be followed by a discussion on "The Market Place in Russia" by David Cant, the definitive expert on doing business in Russia. David can be available for individual appointments before and after his presentation.

This networking event is FREE OF CHARGE, but please book in advance and advise us of any cancellations in good time. Tel: 01883 334499 E-mail: pam@admin.co.uk

***NEW!* IP Protection, Fraud & Mismanagement In China: 28th June 6pm – 7.30pm, Martineau Johnson, Colmore Square, Birmingham. Free of Charge**

Despite the efforts of the Chinese Government, China is one of the world's largest producers of fake goods of all types, from software and luxury goods through to parts and tooling. For the ever increasing number of businesses which have decided to outsource production of products to China, avoiding imitators becomes a daily challenge.

In this seminar we will look at the scope of protection of intellectual property that is available, examine pitfalls to avoid and put forward some practical ideas on protective measures that can be taken. If you would like to attend please email [Kelly Massey](mailto:Kelly.Massey) with your details.

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	Wendy Hall	01782 224408
Black Country:	Paul Keeling:	01384 360444
Coventry & Warwickshire:	Malcolm Vaughan:	02476 654274
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