

***NEW!* Middle East Business Centre (MEBC)**

UKTI and the Black Country Chamber have launched a new website for companies who want to do business in the Middle East. It contains information on the countries surrounding the Arabian peninsula including: Routes to market, economic overviews, major manufacturers, getting around, trade exhibitions, cultures, flight information. Register free of charge today:

www.middleeastbusiness.co.uk Tel: 01384 360 479

***NEW!* Belgium - a Gateway to Europe - Thursday 14 June 2007, National Metalforming Centre, West Bromwich**

This seminar will offer advice on how to explore the opportunities in the domestic market and also look at the benefits that the Flanders region, in particular, offers as a gateway to neighbouring European markets. An informative and comprehensive programme, lasting just under two hours and followed by a networking lunch, will equip you with all the information you need to make the most out of this market.

For more information and an application form please contact mattclive@advantagewm.co.uk

***NEW!* EU's 7th Framework Programme for R&D "Transport (including aeronautics)"**

The deadline for calls for proposal to the EU's 7th Framework Programme for R&D "Transport (including aeronautics)" is **5 June**. Some priorities within this programme remain open until 28 June. Full information is available from <http://cordis.europa.eu/fp7/dc/index.cfm> the objective of the FP7 Transport theme is to develop integrated, safer, "greener" and "smarter" pan-European transport systems for the benefit of citizens and society. 4 main activities are supported: aeronautics and air transport; sustainable surface transport; cross-thematic activities; GALLILEO (European Global Satellite Navigation System).

AUTOMOTIVE:

***NEW!* 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

***NEW!* China International Auto Parts Expo, Beijing: 29th Nov – 1st Dec 2007**

This event is aimed at automotive businesses looking for opportunities for exchange and co-operation with Chinese companies in the industry. Exhibitor/visitor packages are being put together by UKTI and the SMMT, with grants available for eligible companies. In the first instance, please contact Mark Eaton at Coventry Chamber for further information: marke@cw-chamber.co.uk Tel: 02476 654 295

NEW! China – visit from Neil Floyd: Friday 15th & Monday 18th June 2007

Neil Floyd, the Consul at the British Consulate General in Shanghai, will be in the West Midlands on June 15 and 18th and is available for one-to-one meetings with companies interested in doing business in China. Neil's main area of expertise is the automotive market but he can also cover non-automotive sectors such as: aerospace, marine, rail, airports, ports and engineering. If you would like to meet Neil in June, please email mattclive@advantagewm.co.uk specifying which day you would prefer.

NEW! Outward Mission to Slovakia and Hungary - w/c 23 September 2007

As more car production moves to Central & Eastern Europe, Slovakia has become a major focus for the automotive sector. Within 200 km radius of Bratislava, production has reached 2M units pa and by 2010 it will be 3M.

In anticipation of this increase OEMs and Tier Ones in the region are urgently looking for new suppliers of components, capital equipment and engineering / testing services.

Following the launch of a comprehensive report and supplier directory on the Central European Automotive market, UKTI are organising tailored visit programmes for interested UK companies. For more information contact:

Russ Murty on E-mail rmurty@smmmt.co.uk or Tel 020 7344 9229
or Jerry Jackson on E-mail jacksonappleacre@aol.com Tel 01763 208150

RAIL:

NEW! Rail Newsletter

There is a new UKTI/Advantage West Midlands email newsletter which contains details of rail activities, opportunities, events and initiatives. It is sent out by email at two or three week intervals. If you would like to receive this newsletter (instead of, or as well as, this one), please email: mattclive@advantagewm.co.uk

VISIT SIFER, Lille: 12-14 June www.sifer2007.com

West Midlands rail industry companies are invited to join a Rail Cluster supported/subsidized visit to SIFER, which will include a market briefing, presentation by AIF, pre-arranged match-making meetings with French and Belgian rail companies, followed by a reception. Please register your interest in this visit *now* to allow sufficient time for the matchmaking process. Contact: mattclive@advantagewm.co.uk

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

UKTI On-line Rail Directory – free entry

Please register your company details on our online directory, for FREE. It could open doors for your business. [REGISTER NOW](#)

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*'. <http://www.railwayinteriors-expo.com/>

To register your company for this event, please contact mattclive@advantagewm.co.uk

SEMINARS:

NEW! China Briefing Seminar - Potential and Pitfalls - Thursday 14 June at JCB, Rocester, Staffs - 10.30 - 15.30.

The Construction Equipment Association (CEA) are presenting a Briefing Seminar on Thursday 14 June to be held at the JCB HQ in Rocester. UK Trade & Investment China Automotive Lead,

Neil Floyd, will be speaking about doing business in China - possibilities and pitfalls of doing business in China. Construction equipment industry speakers with experience of China will present case studies. CEA Exhibitions & Events Manager, Joanna Oliver, will brief on the Bices exhibition in Beijing (16-19 October) and the CEA China seminars to be held around the exhibition.

Neil will then be available in the afternoon for one to one meetings. A buffet lunch will be provided. Ample parking is available to JCB. Places are strictly limited - for reservations contact Joanna Oliver - joanna@aslnorth.co.uk

***NEW!* West Midlands Business Council Seminar: Croatia & Your Business: 13th June, 1pm, Birmingham**

In partnership with the Midlands World Trade Forum and UK Trade and Investment, we would like to invite you to a FREE Trade Seminar, including buffet lunch and refreshments, on Weds 13th June at 1.00 p.m. at Matthew Boulton College, Birmingham. Find out at this free trade seminar why the key Mediterranean nation of Croatia can lead to value partnering opportunities that can help boost your bottom line. To register your interest please contact the West Midlands Business Council on 0121 245 0140 or b.edwards@wmbusinesscouncil.org.uk

***NEW!* UK Nano Forum 2007: 27th November, London**

Following the success of UK Nanoforum 2006, UK Trade & Investment is holding the second edition in November this year. This one day conference and exhibition will bring together 100 senior delegates from 20 countries with the best of the UK's nanotechnology community. There will be an exhibition showcasing over 60 UK nanotechnology companies/universities and extensive partnering opportunities. The focus is on trade, investments and collaborations. To register your interest, please email: uknanoforum2007@brackenevents.co.uk

SMMT SEMINAR: Business Opportunities In the Americas in the Advanced Engineering, Aerospace, Automotive & Mobility Sectors: 17th May 2007: The Oak Tree Conference Centre, Coventry

A panel of market experts will cover a wide range of subjects, including industry overviews, location of the main business clusters, market entry case studies, flex fuel technologies, routes to the US aftermarket, legal frameworks, desired expertise/technology and how one American market can be used to access the others.

For more information about the programme of this SMMT seminar and an application form please email mattclive@advantagewm.co.uk as soon as possible as places are limited.

ENGINEERING:

Total Processing & Packaging Show, 15-16 May, NEC Birmingham: Meet the Buyer Event

Inward missions and a 'Meet The Buyer' event have been organised around the Total Processing & Packaging Show by the UKTI Advanced Engineering Sector Team in partnership with Business to Business Exhibitions Ltd and the PPMA. Meet key buyers from Brazil, Malaysia, Russia, Singapore & Vietnam. Cost £25 per delegate. Please contact Mathias@business-business.co.uk to book your place or call 020 7700 0008.

There is also an opportunity to meet Commercial Officers from Thailand, Indonesia, Singapore and Malaysia on 15th at the Show OR in Birmingham on the 16th May. For meetings at the Show, please contact as above and for meetings with the COs on 16th May, please email: mattclive@advantagewm.co.uk with details of your interest and/or existing business in these markets.

AEROSPACE:

***NEW!* Supply Chain Development: Tuesday 15th May - 5:00 - 7:00pm, Rolls-Royce Learning & Development Centre, Derby**

This interactive session will attempt to demonstrate how supply chain development can deliver on the bottom line and play a key role in acquiring a competitive edge. It will explore purchasing processes, supplier appraisals, supplier reviews, the importance of vendor rating and how this all impacts on improved response times and cost effectiveness. To reserve your free place contact Linda Mee on 0116 252 5926.

NEW! MIRA Aerospace Seminar and Open Day: 15th May 2007, MIRA, Nuneaton

For a long while MIRA has been at the forefront of introducing aerospace technology into the automotive industry with innovations including opening Europe's first dedicated automotive wind tunnel.

This seminar and open day will demonstrate how MIRA can deliver experience and expertise gained in the automotive industry back into aerospace. For further information or to register please contact Liz Cuff on 024 7635 5290 or email elizabeth.cuff@mira.co.uk

NEW! UAV Seminar: 25th June 2007, CDTI (Centre for Technological Industrial Research), Madrid

This seminar is aimed at promoting partnership agreements between UK and Spanish companies. It will consist of a series of presentations on the overall UAV industry capacity in the UK and Spain as well as on business opportunities. At the moment, BAE Systems (UK) and EADS - CASA and Indra (Spain) have expressed their interest. The presentations will then be followed by one-to-one meetings with the main players in the Spanish UAV industry. UK firms may wish to extend the market visit until the 26th in order to have meetings / visits to the premises of Spanish firms.

For more information, please contact: Derek Marshall at the SBAC: Tel. 0207 091 4517. Email Derek.Marshall@sbac.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:	Steve Cunnane:	0121 450 4205
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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