

RAIL:

NEW! West Midlands Rail Alliance

Colin Flack was recently appointed the Executive Director of the new West Midlands Rail Alliance. The website address for more information is: www.westmidlandsrailalliance.org

MOTORSPORT:

NEW! 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

AEROSPACE:

NEW! 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! SC21 Support for Midlands Aerospace (1) AS/EN9100 and NADCAP Accreditation

The Midlands Aerospace Alliance is offering 4 free day workshops - free of charge - to aerospace companies in the West Midlands - delivered by TEC who are leading experts in this field. The workshops can address either AS/EN9100 or NADCAP accreditation. The hands on 4-day programme is structured to provide everything your organisation needs to prepare for a successful third-party accreditation. Even if already accredited the workshop will upgrade and streamline your systems to reflect the modern and visual 'process approach' and world class best practices.

(2) Determining Excellence

The MAA is offering 5-day workshops - free of charge - to aerospace companies in the West Midlands - delivered by Midlands Excellence who are leading experts in this field. This hands-on 5-day programme is structured to provide everything your organisation needs to implement the determining excellence framework. Even if you already using the framework this workshop will enable you to upgrade and revitalise your systems to reflect world class best practices.

To apply for either of these free workshops, please email sc21@midlandsaerospace.org.uk for further information.

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

Closing Date for Applications: **21 December 2007**. For more information, please contact International Trade Advisor, Wendy Hall: wendyhall@nscci.co.uk Tel: 01782 224408

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

NEW! South Africa: March 2008

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

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.

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
Hereford, Worcs:	Nick Corley:	0845 641 1512

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