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IN THIS ISSUE: - Automotive Events, Rail, Motorsport Events, Aerospace Events, UK based events, UKTI Market Visits, Focus on UKTI Service and In-Market Sector Reports!

NEW! AUTOMOTIVE:

Automechanika 2008, Frankfurt! (16th-21st September 2008)

Once again UKTI West Midlands will be taking a stand at Automechanika in Frankfurt in September branded 'West Midlands Automotive' and will be inviting West Midland based SME's to join us on the stand. If you're interested in visiting this show then this package offers your visit so much more! It is completely free and adds a lot of extra exposure for your company! Some of the benefits for companies are:

- £200 Travel Grant,
- Your A4 company profile sheet translated into German and included in the stand brochure,
- Company product images included in stand imaging,
- An up to date market report available to all companies that join the West Midlands Automotive Stand,
- Use of the stand for company meetings,
- Use of the Product Pilot Service (a business matching service from Messe Frankfurt bringing together buyers and suppliers from all over the world),

This package is *free* to all West Midlands Companies who are selling into the automotive industry.

For more information please email jamesahearn@advantagewm.co.uk

India: Automotive Business Development Visit and Technical Seminar, 1-9th September 2008.

The SMMT working with UKTI Sector Group and regional partners has developed an effective programme in India to help UK companies find new business partners. The programme provides an opportunity to attend two key business forums. The event starts in Delhi where UK companies will attend key conferences of the India automotive industry, ACMA & SIAM. The second part of the programme will feature an 'Advanced Engineering Seminar' in Chennai and this will incorporate additional time for direct one2one discussions with the attending Indian companies.

For further information please contact Les Parfitt at lparfitt@smt.co.uk or telephone 020 7344 9233.

CEA India Seminar Mission – Week Commencing 8 September 2008

As a follow up to the research carried out in 2007, the CEA is organising a series of *Meet the Buyer Seminars* in India in 2008. The Seminars will take place in the Indian construction equipment and component cluster cities of Pune, Chennai and possibly Bangalore on the week commencing 8 September 2008. The Chennai Seminars will be held in conjunction with SMMT events and a joint networking reception will be held to maximise speaker exposure to potential customers.

If your company is looking to break into the Indian market, source components, meet end users and distributors or find Indian partners, the CEA Seminar Mission is a great way to raise your profile in the Indian market.

Speakers are strictly limited to six companies – so if you are interested in participating please register your interest with Joanna Oliver Joanna@aslnorth.co.uk

RAIL:

For information on events in the rail industry in the West Midlands please see the separate Rail Newsletter published by Sue Barnes of UK Trade & Investment (Tel: - 0121 380 3664 or email suebarnes@advantagewm.co.uk).

You can download a copy of the latest newsletter from the rail sector pages of the [UKTI Portal](#).

MOTORSPORT:

Professional Motorsport World Expo 2008 - UKTI Package of Support

UKTI are offering a special package to UK Motorsport businesses that haven't exhibited at this show before. The package includes a 9m² shell scheme stand (carpets, furniture, electricity etc. are included), participation in a Meet the Buyer, Gala Dinner tickets and hotel rooms for 2 delegates for 3 nights. For more information please email mattclive@advantagewm.co.uk or call on 0121 503 3365.

'Meet the Buyer' at Professional Motorsport World Expo 2008, 12th November.

15 minute one-to-one meetings with around 8-10 international motorsport buyers (from a selection of up to 30 who will attend from all over the world). We are looking for innovative UK companies offering high-tech solutions in many product areas including: Composite Materials, Cooling Systems, Electric and Electronics, Engines and Engine Parts, Seats and Safety, Pit Equipment.

Buyers who attended the previous event in 2007 include: Audi Sport, BMW Motorsport, BMW Sauber F-1, Citroen Sport, NASCAR, NISMO, Riley Industries, VW Motorsport

For further information please contact Matt Clive at mattclive@advantagewm.co.uk or call 0121 503 3365.

NEW! AEROSPACE EVENTS:

Doing Business in Defence Seminar - 16th September 2008, Oaktree Conference Centre, Coventry, 10:00 – 16:00.

Explores the challenges and opportunities in the defence sector and highlights current market trends. Useful to both established players and newcomers the event will provide a valuable opportunity for networking. Speakers include:

- John Sneller – Head of RAF Airlift Business Unit, **Marshall Aerospace**
- Dr Helen Almey, Head of Centre for Defence Enterprise, **Ministry of Defence**
- Howard Gibbs, Head of Small Business Unit, **UKTI/DESO**

For Further information contact Charlotte Leiper at info@midlandsaerospace.org.uk

UK Aerospace Sector Mission to Japan, 29th September – 3rd October

UKTI are organising a trade mission to coincide with Japan Aerospace 2008. The Japan aerospace exhibition is due to be held in Yokohama from 1 – 5 October 2008. This air show takes place every 4 years and is the only event in Japan where the whole Japanese aerospace industry gathers in one location.

For further information contact Lucy Ealham at lucy.ealham@sbac.co.uk

NEW! UK BASED EVENTS:

MWTF Seminar – ‘Thailand Means Business 2008’, Tuesday 7th October, Edgbaston Cricket Ground, Birmingham.

The British Chamber of Commerce Thailand will be passing on its wealth of knowledge and practical experience of doing business in Thailand to UK companies at this half day event in Birmingham. The UK is Thailand’s largest European investor and last year Thailand enjoyed GDP growth of 4.8%. This is a great opportunity to find out more about the latest business opportunities and the practicalities of doing business in this important market.

For further information please contact Sally Vemuri at international@nscci.co.uk or telephone 01782 224409

MWTF – Breakfast Seminar on Turkey, Thursday 30 October at the National Metalforming Centre, West Bromwich.

Discover the keys to doing business in one of the worlds largest markets. This event will include presentations on the latest business opportunities in Turkey, a company case study, and the opportunity for pre-booked one to one meetings with representatives from UK Trade and Investment in Istanbul and from the Investment Support and Promotion Agency in London.

For further information or a booking form please contact Glenis Poletti at g.poletti@mwtf.org.uk or telephone 0121 607 1759.

NEW! FOCUS ON UKTI SERVICE:

Overseas Market Introduction Service from UKTI

Did you know that all British companies have direct access to the skills and local market knowledge of British Embassies around the world? You can access these Embassies through UK Trade & Investment's OMIS (Overseas Market Introduction Service), a unique, fast-track market entry scheme tailored to help your company with its exports. By commissioning an OMIS, the commercial staff at British Embassies overseas can for example, help you find potential distributors, agents and partners, provide market sector overviews, make appointments with selected customers and contacts, accompany you to meetings and provide help with interpretation, business etiquette and culture. For more information please speak to your local International Trade Advisor*, or call: 0121 607 1795 or email: omis@wmit-llp.co.uk

*log onto the UKTI website and fill in your postcode to locate your local trade team: www.uktradeinvest.gov.uk

SECTOR REPORTS:

These reports are available to download free from the [UKTI Website](#) once registered (also free to register). If you experience any problems in locating or downloading these files please email jamesahearn@advantagewm.co.uk and he will send you the files by email.

Aerospace: India, Mexico, Netherlands, Singapore, Central and Eastern European, France, Ireland, Spain, Hong Kong, Civil airlines in India, Brazil, Switzerland, China, Australia, Japan, Hungary (executive summary), Canada, South Korea and Taiwan.

Automotive: Czech Republic, France, Mexico, Austria, Romania, Brazil, Hungary, Ireland, Mexico, Hong Kong, Slovakia, South Korea, Australia (Brief Overview), Turkey (Izmir region), South Africa, Thailand, Southwest China, India, Iran, Germany and Switzerland.

Rail: Executive Summary report of the transport sector in India, Slovakia, France, Russia, Switzerland, Transport and Logistics in Estonia, Argentina, Romania, Large Transport Infrastructure Projects in Russia, Hong Kong, Hungary, Spain, India, Ireland, Saudi Arabia, South Korea, China, Syria, Rail Sector Scoping Mission to India, Fact Finding Mission to Russia, France, Rail Infrastructure Finland, Germany, Norway, Taiwan, Poland and South Africa.

Marine: France, Netherlands, Advanced Engineering Sector in Ireland, Norway leisure boats sector, South Korea, Shipbuilding in NW Russia, Greece, China, New Zealand, Taiwan and Shipbuilding in Poland.

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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