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NEW! AUTOMOTIVE:

Automechanika Middle East 2008, Dubai! (1st - 3rd June 2008)

UKTI West Midlands will be leading a group of automotive SME's to Automechanika in Dubai at the start of June. Participants will benefit from a **£450 travel grant** and the networking advantages of being in a British group. **Hurry, last chance to get those few remaining places!**

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

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,
- An optional individual 'warmed or validated' list of companies who are interested in your product and who will be at the show (charges start at £250),
- 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),
- Recommended Group Hotel in Frankfurt.

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

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

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 NOW!

Conmex – Sharjah, UAE - 20 - 23 October 2008.

The CEA has facilitated grant support of £1,400 for companies exhibiting at the Conmex show in Sharjah - www.conmex.ae Conmex Middle East (CME) is jointly organised by Sharjah Fairs and IMAG – the International arm of Messe München the Bauma organisers.

Conmex is the region's only trade exhibition dedicated solely to construction equipment, vehicles, attachments and spares for the construction industry. In 2007 the event attracted 8,000 trade visitors from 65 countries. It is held at Expo Centre Sharjah <http://www.expo-centre.co.ae> in the United Arab Emirates. The CEA can help you book space, build your stand and get the most out of your participation at the show. Contact Joanna Oliver joanna@asnorth.co.uk for further details.

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.

NEW! AEROSPACE EVENTS:

International Business Exchange - 15-17 July - International Farnborough Airshow

UK companies have the opportunity to meet overseas companies for 15 minute one-to-one introductory meetings.

- Meetings will take place in the UKTI Chalet.
- Lunch and refreshments are provided in the chalet between 13.00-14.00
- UKTI has secured ample space if delegates wish to hold follow-up meetings in the afternoon with the International delegates.
- The event incurs a charge of £65.00+VAT and does not include a ticket to the Airshow. (*Lunch is included if pre-booked*)

How the event works:

- Companies register their interest directly with Business to Business.
- International delegate list and catalogue is available and updated regularly so suppliers can assess who they would like an appointment with.
- The UK company selects which organisations they would like to have an introductory meeting with.
- Appointments are then matched and pre-arranged based on the suppliers capability and International needs. Appointments are only made where there is a significant match. Once the meetings have been pre-arranged suppliers receive an appointment list of who they are meeting and at what time.

FOR FURTHER INFORMATION PLEASE CONTACT:

**Angela Sobers, Project Assistant, Business to Business Ltd. Email: angela@btob.co.uk
Tel: +44 (0)20 7700 0008**

NEW! BUSINESS DEVELOPMENT VISITS:

Meet with Ivana Winbladh on the 3rd June 2008 - Automotive Industry in Slovakia

Ivana is the automotive commercial officer based in the British Embassy, Bratislava. This is your chance to meet and discuss opportunities for your automotive business in the Slovakian market. To book an appointment please email jamesahearne@advantagewm.co.uk

Meet with Astrid Ritter-Heinrich on the 7/8th July 2008 - Automotive Industry in Germany

Astrid is the automotive commercial officer based in the British Consulate Munich. This is your chance to meet and discuss opportunities for your automotive business in the German market. To book an appointment please email jamesahearne@advantagewm.co.uk

NEW! UK BASED EVENTS:

MWTF Seminar - Unlock Brazil & Mexico!

Wednesday 25 June 2008, *Birmingham Chamber of Commerce & Industry*

Discover the key to trading with the UK's largest export markets in Latin America. MWTF is running this interactive half day seminar, which will give you the opportunity to hear from market specialists and company case studies. In the second part of the morning there will be break-out sessions, giving the opportunity for closer discussion with our experts and the chance to raise specific questions.

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

The Keys to Export Success **FREE Seminars**

There are 3 different seminars taking place, each occurring 3 times at different locations. All 9 seminars start at 8:15 and finish at 12:00 noon.

The first set of seminars are titled 'Starting export' and are a springboard for beginners and those considering export for the first time.

The second set is titled 'Improving Export' and are for developing and learning for export growth.

The third set of seminars is titled 'Expanding Export' and will act as the toolbox for experienced exporters.

'Starting Export' dates: 20/5/08 - Kidderminster.

'Improving Export' dates: 14/5/08 - Cannock, 19/6/08 - Kidderminster, 10/7/08 - Solihull

'Expanding Export' dates: 10/9/08 - Kidderminster, 16/9/08 - Cannock, 11/2/08 - Solihull

To register for any of the above seminars please call 0121 607 0121.

UKTI MARKET VISITS:

Market Visit to Nigeria and Ghana

There will be market visit going out to Lagos (Nigeria) and Accra (Ghana) from 11th - 18th June 2008. If your company is currently investigating these markets, this may be the ideal trip for you! For more information and a programme please email

mattclive@advantagewm.co.uk

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 jamesahearne@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 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, 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:	Helen Yendall:	0121 607 1915
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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