

Quarterly Newsletter March 2004

Dear Member,

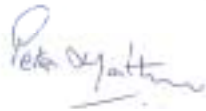
Further to our last Newsletter in December, we have now gained approximately another 50 members due to introducing our new membership offer, with the total still rising.

This year has seen some exciting events for the MWTF including the West Midlands International Trade Dinner and Awards which also marked the 2nd Anniversary of MWT and the first MWTF Members only Networking event "Growth by Export" both in February. Both of these events have been extremely successful, please note the next MWTF Members only event entitled "The New Europe" is going to be held at the Copthorne Hotel in Brierley Hill on the 20th April 2004.

Shropshire are now fully integrated into the MWTF and I look forward to meeting members from that region.

As ever, if you have any further comments regarding the MWTF, please forward them to Claire Gamage at info@mwtf.org or telephone 0121 607 1759.

Yours faithfully



MWTF Chairman

Region's best exporters scoop top awards!

An air purification firm, an industrial machinery provider, a pipefitting company and an alpacas farm have scooped the top prizes at the 2004 West Midlands Passport to Export / Midlands World Trade Forum awards.

The awards were handed out at the International Trade Dinner, jointly sponsored by the MWTF and UKTI, with the Royal Bank of Scotland and Emirates Airline.

The winner of the best new exporter was Anguil Environmental Europe; Best Prepared Exporter, Riley Industries and the Best Small Exporter, Zarza Alpacas. The MWTF Exporter of the Year is Linvic Engineering Ltd.

MWTF Chairman, Peter Mathews CMG, commented: "Linvic Engineering has shown real innovation in recruiting foreign language specialists to help with sales and making things easier for European clients."

Speakers at the Dinner included Natalie Dempster (international Economist – Royal Bank of Scotland), Simon Topman (Managing Director – Acme Whistles) and Sir Stephen Brown (Chief Executive – UK Trade & Investment). The event will take place again next year and full details will be posted onto the MWTF website as soon as dates have been confirmed.

(Left to Right)
Sir Stephen Brown –
Chief Executive, UK
Trade & Investment,
Steve Swinden –
Export Sales
Manager, Linvic
Engineering and
Peter Mathews CMG –
Chairman, Midlands
World Trade Forum



Free Membership* to Chamber of Commerce Exporters across the West Midlands

Chamber of Commerce members can now take advantage of free membership to the MWTF as of 1st January 2004. This will be an added benefit of Chamber membership and will increase the number of MWTF members of which to gain experience from and network with.

*Please note that this applies to companies manufacturing a UK product who are actively or potentially exporting. Service Providers are charged £250 + VAT if they are a member of a West Midlands Chamber of Commerce or £500 + VAT for non-members.

"Growth by Export" – a Success!

MWTF Members attended a members only event on the 27th February entitled "Growth by Export". The event consisted of two case studies of local companies that have been successful in exporting (Clevedon Fasteners and Linvic Engineering). Facilitated networking discussions then followed with a report back at the end of the event.

Alan Breese of Albert Jagger Ltd commented "this was an excellent, concise meeting". Findings from the discussion groups have now been posted onto the website at <http://www.mwtf.org.uk/index.asp?DocumentID=1640>.

Please note that the next members event will be held on the 20th April 2004 at the Copthorne Hotel, Brierley Hill on the subject of "The New Europe". The event will follow the same format and will be free of charge including a full English Breakfast.



Breakout sessions each focussing on a different aspect of International Trade.

MWTF Members Event "Growth by Export" 27th February 2004 – Birmingham Chamber of Commerce.

An Overseas Student from UCE can boost your Export Business

UCE are currently in their second year of post graduate work placements. Effectively this means companies can get an MSc or MBA student with extensive knowledge of an export market you may be looking to break into or develop further. Students are from various countries around the world.

Students get a 6-12 months UK business work experience commencing August 2004. You can get an enthusiastic, intelligent individual who can fill a gap in your marketing team, work in your accounts department, help with an IT Project, cover for a sick or pregnant colleague, whilst offering an insight into how things are done in their country that may give you that extra edge.

To find out more please contact Carolyn Keenan today on 0121 331 6293 or email: Carolyn.keenan@uce.ac.uk.

Did you know that you have access to the following?....

Do you use the MWTF Website? If not, maybe its time for you to take a look at the improved facilities available for members.

Ask the Expert

<http://www.mwtf.org.uk/askexperts.asp>

Got a particular problem/query you need specialist advice on e.g. documentation, Joint Ventures, European Issues or just general exporting queries? Why not log in and ask one of our panel of experts? An email will be automatically generated to the nominated 'expert' and your query will be answered as soon as possible. This will not only save you valuable time ringing around to obtain the right person for your query but will ensure your query is put to the right person straight away!

Discussion Forum

<http://www.mwtf.org.uk/forum.asp>

Have you any particular queries or just general good advice you would like to distribute to fellow exporters? If so, why not enter it onto our discussion forum where members can read and answer messages posted by other members. Regular discounted offers for MWTF members are also posted onto the Discussion Forum – so please take time to take a look.

Member Search/Directory

<http://www.mwtf.org.uk/members.asp>

This facility allows you to search by alphabetical order by company name to company experience and sector. Remember, our members have a wealth of business experience which they are generally prepared to share to help you develop.

Lobbying

<http://www.mwtf.org.uk/index.asp?DocumentID=1126>

This facility allows you to put forward your views on any particular issues you would like to raise that you feel the MWTF may be able to lobby for on your behalf e.g. joining the Euro, Air Transport in the UK.

Contact your local Board Member

Find contact details of MWTF representatives in your area – either your local MWTF Board Member or International Trade Adviser based in your local International Trade Team.

Royal Bank of Scotland economic commentary link

By visiting

<http://www.mwtf.org.uk/index.asp?DocumentID=1568>

members have access to our Sponsors – The Royal Bank of Scotland's daily updated reports on the UK and World Economy and the opportunity to receive weekly Group Chief Economist Briefings.

Forgotten your password? Contact Claire Gamage on 0121 607 1759 or email info@mwtf.org.uk for a new one.

Forthcoming Events

- **Romania: Explore the Opportunities**

26th March 2004 – Birmingham Chamber of Commerce
Information and advice for companies thinking of or already exporting to Romania. Speakers include Quinton Quayle, British Ambassador – Bucharest, Ian Munro – BAI Systems (speaking about the Offset Programme) and two case studies from companies who have been successful in the market.

- **MWTF Members Event – "The New Europe"**

20th April 2004 – The Copthorne Hotel, Brierley Hill
Case Studies and facilitated networking sessions surrounding the issue of selling to the 'New Europe'. This event is free of charge and is for MWTF members only.

- **Rebuilding Iraq**

30th March 2004 – Burton Town Hall
Experts on the reconstruction process will be speaking at this free of charge event and details will be available of a proposed Trade Mission to Iraq in the Autumn.

- **Invest in China**

21st April 2004 – Birmingham Chamber of Commerce
This event is designed to make UK Businesses aware of the opportunities for investment in the region of Weihai, Shandong, China. Representatives from the Weihai Government, including the Mayor of Weihai will be in attendance.

- **UK Trade & Investment Products & Services**

18th May 2004 – Birmingham Chamber of Commerce
Information and advice from International Trade Advisers on how to access the various Government Services available for Exporters through UK Trade & Investment.

- **Managing Risk & Getting Paid**

19th May 2004 – Black Country Museum
Seminar being run by the Black Country International Trade Team on the above subject.

- **Help and Services for Exporters Open Day**

Date to be confirmed in June 2004 – Birmingham Chamber
Open Day on the various services available through Birmingham Chamber of Commerce for Exporters including International Trade Support, Documentation, Translations, International Commercial Centre and the European Information Centre.

Forthcoming Trade Missions/Export Explorers

Peru and Ecuador	4-12 May 2004 <i>Visiting Lima and Quito</i>
Brazil	31 May – 4 June 2004 <i>Visiting Sao Paulo</i>
Mexico	5-11 June 2004 <i>Visiting Mexico City</i>
Germany (Reach Bavaria Project)	14-16 June 2004 <i>Visiting Munich, Nuremberg and Erlangen</i>
China	14-18 June 2004 <i>Visiting Beijing and Shandong</i>
Netherlands	21-23 June 2004 <i>Visiting Amsterdam</i>

For further information on any of the above events or Trade Missions please visit <http://www.mwtf.org.uk/events.asp>

If you need any help or further information in respect of the forum, or have any comments or suggestions that you would like to put forward, please don't hesitate to contact Claire Gamage, MWTF Coordinator, on 0121 607 1759, or email info@mwtf.org.uk