

Automotive:

NEW! Supported Visit to Sweden: 24-26 May 2004

The 'SME 2 SME' team at Coventry University is organising a supported visit for 12 companies, including travel between Stockholm and Goteborg on the fast (and tilting) X2000 train. The itinerary will include meetings at the Embassy, a formal dinner and possibly a joint workshop with Swedish businesses. There is also a logistics and transport exhibition on offer in Goteborg and most importantly, one-to-one meetings with Swedish companies who *have expressed an interest in what you offer*.

This project is looking not just for automotive supply chain business but for those able to take automotive engineering forward into the 21st Century – businesses able to work with telemetry, sensors, software, and other avionics aspects such as head up displays.

For more information, please contact: Roger Browne. Tel: 07802248256 Email: roger.browne@btinternet.com

Business Visit to 'Z-2004' Subcontracting Fair, Leipzig, Germany 21st – 24th June 2004: Supplier-Meet-Supplier:

Deadline extended to 30th April 2004

There are four optional elements to the visit:

- 2 day Automotive Conference (with speakers from BMW, Volkswagen and Audi)
- Visit programme (to BMW, Porsche factories or to a Plastic Material Centre)
- Exhibition
- Supplier-meet-supplier match-making event & Purchasing Days

Estimated costs = £400 (after subsidy, available to WM companies) For more information, see the Show website: www.leipziger-messe.de and contact helenyendall@advantagewm.co.uk

NEW! SMMT Business Group Visit to IRAN - 25 June 25 to 1 July *Grant available for qualifying companies*

With major investment being poured into Iran by Renault, Peugeot and now VW, the country is starting to develop into a major powerhouse for the region. In addition, with the strong trading links being developed between Iran and Europe, this country could be a key trading partner for the future.

The SMMT is an experienced leader of missions to Iran and have an established network of contacts. For details of the programme and travel package, please contact: Les Parfitt
Tel: 020 7344 9233, or email lparfitt@smmat.co.uk

NEW! Automotive Component Suppliers Forum

St. Gallen, Switzerland. 20 - 21 September 2004 (travel grant available for West Midlands companies)

Following the success of this event in Lindau in 2003, in which over 1800 meetings took place between automotive suppliers, UKTI West Midlands is organising another group visit to the Bayern Innovativ automotive match-making event. This year the forum will take place in Switzerland, just after Automechanika.

For further details, or to register your interest, please contact Helen Yendall. Tel: 01213803587

Aerospace:

NEW! Farnborough 2004: Exhibition Workshops

The Midlands Aerospace Alliance is running 2 workshops for Farnborough exhibitors, to be held in the East Midlands:

Thursday 6 May: 'Optimising the Exhibition Visit' half-day Workshop

Friday 7 May: 'Optimising your Exhibition Attendance' full-date workshop

To reserve your place, please log on to the MAA's website: www.midlandsaerospace.org.uk

Farnborough International Airshow: - July 19th – 25th 2004

International Space Pavilion – for the first time in 2004, space companies will have a dedicated area to exhibit their products, technologies and capabilities. The British National Space Centre, European Space Agency and NASA as well as a number of commercial organizations are already confirmed.

Participation at Farnborough International can be tailored to suit all marketing budgets. A shell scheme package stand of 3 x 5 m is available for around £4,888 (+ VAT), and prices for private meeting rooms start from £6,000 (+ VAT) for the week.

If you are interested in exhibiting in the Space Pavilion or elsewhere in the Show, please contact Penny McPherson, SBAC for further details on: 020-7227-1000.

Rail:

NEW! Rail-focussed 'Passport To Export' Scheme

Are you a novice or passive exporter in the Rail sector, with a firm commitment to increasing your overseas business over the next 12 months? UKTI West Midlands is launching a 'Passport' scheme for SME* rail companies. There is up to £5,000 available for each company, in the form of matched-funding, training and mentoring. For further details on the Passport scheme, please see the website: www.passportwm.co.uk or contact Helen Yendall: 0121 380 3587.

InnoTrans, Berlin: 21 – 24 September 2004

With assistance from UKTI, the RIA will be organising UK attendance at InnoTrans 2004, *the largest rail transport and technology fair in the world*. Participating UK companies will receive a package of support including market briefing information and assistance with general exhibiting arrangements. In addition, SMEs may apply for a UKTI grant of up to £2,500.

Further details can be found at www.innotrans.com and at: www.riagb.org.uk/innotrans For further information about exhibiting at InnoTrans, please contact the RIA on: 020 7201 0777 or email: ria@riagb.org.uk. If you are interesting in *visiting* the Show, please contact helenyendall@advantagewm.co.uk

High Performance Engineering/Motorsport:

Performance Racing Industry (PRI) Show 9 – 11th December 2004

Due to the success of the PRI show, exhibiting spaces for the 2004 show are running out fast. If you are a UK-based SME* you could receive a £2,500 grant towards your exhibiting costs or a £500 grant if you wish to go on the MIA trade mission to visit the Show. For a chance to enter a market worth \$15 billion or consolidate your existing business contact [Oliver Ellis](#) at the MIA. Tel: 02476 692 600

*SMEs = Small & Medium-sized enterprises, with fewer than 250 employees and turnover under £28m

CONTACTS: Overseas Exhibitions: Stuart Whitehill (Overseas Fairs Division) - 01564 784 999

| Region | UKTI Advisor | Telephone |
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| Coventry & Warwickshire: | Malcolm Vaughan: | 02476 654274 |
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