

August 2005

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Aerospace

NEW! Italian Aerospace Partnering Event: 16th – 19th October 2005

Working with our colleagues in the Milan and Naples Consulates, local Chambers of Commerce and the Midlands Aerospace Alliance, UKTI West Midlands is organising part one of **a reciprocal visit programme between Midlands and Italian aerospace companies**. This visit is aimed at companies interested in forming alliances and working in collaboration with companies in the Italian aerospace clusters in Milan and Naples. The 3-day programme will comprise one-to-one meetings in both regions, company visits and networking evenings. The travel package will be subsidised for West Midlands companies. For further details and to register your interest, please email: helenyendall@advantagewm.co.uk *Please note that places are limited and priority will be given to companies who best 'match' the companies in Italy.*

NEW! SBAC Middle East Seminar – London, 15th August: 9.30am

SBAC and Defence Export Services Organisation (UK Ministry of Defence) are hosting a briefing on the market and opportunities available within the Middle East. There will also be presentations by Marshalls of Cambridge (on the practical aspects of doing business in the region) and the organisers of Dubai International. There is no cost to attend. If you are interested, please email: penny.mcpherson@sbac.co.uk.

Automotive/Motorsport

NEW! 'West Midlands Automotive' at Equip Auto', Paris (13-18 October 2005)

For the first time, UKTI West Midlands is taking a booth at this show (Hall 6, Stand C70), as part of the SMMT pavilion and branded '**West Midlands Automotive**'. This is the biggest Show in Europe this year for automotive parts and accessories. www.equipauto.com

We are offering use of the stand and the opportunity to display literature and logo/branding on all our publicity material, to a maximum of 20 West Midlands companies **who take part in our two organised visits to the show** (2 full days each: 13th – 14th and 17th – 18th October).

We will be showcasing the West Midlands automotive industry and your company will benefit from all marketing, press releases, company profiles (translated into French), etc *at no extra cost*. The travel package for this event has been costed at c.£400 for a two-day visit, but this will be refunded by 50% on return from Paris. To register your company for this event, please contact Paul Keeling. Tel: 07810 377 829. email: paulkeeling@bccbl.com

Opportunities for Meetings with Automotive Overseas Trade Officers

We have an on-going programme of visits to the region by our overseas commercial staff from British Embassies and Consulates. There are opportunities for local companies to meet them (foc). If you would like to meet any of the following automotive/motorsport officers, to discuss the market and the possible opportunities for your products/services in their country, please email: helenyendall@advantagewm.co.uk

- Astrid Ritter-Heinrich (Munich, Germany) - Automotive 7 September
- Deniz Diker (Turkey) – Automotive 27 – 28 September
- Erica Azevedo (Brazil) – Motorsport* 6 -7 October

*Erica has identified 'areas of opportunity' for UK companies in Brazil as: "seat belts, seats, electronic instrumentation, fire extinguisher, suspension, brake especially in the rally sector"

Automotive Component Suppliers: 'One-To-One' Partnering Event

25 – 27 September 2005, Lindau, Germany:

NEW Extended Final Registration Date: 14th August

Join our group of 10 Midlands companies on our 3rd visit to the Bayern Innovativ partnering event. Travel, registration and hotel costs will be subsidised for West Midlands companies, bringing the price to around £300.

This event includes: pre-arranged meetings, networking dinner, presentations from key automotive players, plus, for our group: a pre-event briefing in the UK, lead by our Commercial Officer in Munich and free German translation of company profile. For more information and a list of companies already registered, please see the website:

www.baika.de/lindau2005

If you would like more information, please contact Emma Wilcock on 0121 5033346

NEW! Opportunities in the Polish & Central European Automotive Market: Trade Mission: 19 – 21 October 2005

UKTI Automotive Sector Group and UKTI West Midlands are arranging this visit to Silesia (Southern Poland), supported by a travel grant, for companies interested in exploring opportunities with central European vehicle manufacturers and their growing supply chains. The intention is to offer UK companies a tailored package, (using our experienced Polish partners) and we aim to identify potential customers/business partners and arrange appointments. For further details, please email: helenyendall@advantagewm.co.uk

NEW! India Automotive newsletter issued by the New Delhi UKTI Post.

If you are interested in the Indian automotive market and would like to receive this newsletter, please contact Joanne Freeman, 2nd Secretary Commercial, Tel 00 91 (0)11 26872161, Email Joanne.Freeman@fco.gov.uk. or contact Ken Hunt, Trade and Investment Adviser, UKTI, Tel 01225 790758; kenv.hunt@btopenworld.com.

Engineering:

NEW! MSV 2005 - 47th International Engineering Fair & The International Fair for Transport & Logistics 3-7 October 2005 Brno, Czech Republic

Exhibit with the Engineering Industries Association. The last MSV exhibition attracted over 100,000 visitors from 62 countries. UK Trade & Investment will give financial support to UK exhibiting companies, which will enable SME eligible firms to take part at a reduced cost of 50% of expenditure on stand space, construction and freight. For more information, contact Karen Finegold at the Engineering Industries Association. Tel: 020 8950 9832

Rail

Infrarail: UKTI Networking Day, G-Mex Centre, Manchester 15th Sept 2005. Cost= £58.75

UKTI and the RIA invite you to attend a 'networking day' during the Infrarail exhibition in Manchester, on 15th September 2005. InfraRail is the UK's premier rail exhibition this year (14-16 September), involving over 200 exhibitors and 4,000 visitors over 3 days. The networking day will involve rail decision makers/buyers from 10 countries and includes: 10 minute pre-arranged meetings; buffet lunch & refreshments; rail sector reports for selected markets on CD Rom. For a booking form and networking schedule, please email: helenyendall@advantagewm.co.uk

NEW! Date for your diary: Rail Interiors Expo, Cologne 29th, 30th Nov, 1st Dec 2005

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

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