

**July 2005**

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## **Automotive**

### **Automotive Component Suppliers: 'One-To-One' Partnering Event 25 – 27 September 2005, Lindau, Germany: *Final Registration Date: 14<sup>th</sup> July***

Following the success of this event last year, (1300 pre-arranged meetings took place, involving over 300 companies from 29 countries), UKTI West Midlands will be taking another group of companies 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 is organised by the 'Bavarian Initiative for the Automotive Components Suppliers Industry'. In addition to the pre-arranged meetings, there will be a networking dinner and presentations from key automotive players. For more information and a list of companies already registered, please see the website: [www.baika.de/lindau2005](http://www.baika.de/lindau2005)

If you would like to take part, please contact **Emma Wilcock** on **0121 5033346** or email [emmawilcock@advantagewm.co.uk](mailto:emmawilcock@advantagewm.co.uk) to receive your registration form and more information. **Final deadline for registration is 14<sup>th</sup> July.**

### **'Equip Auto Exhibition': Paris (13-18 October 2005)**

Equip Auto is the biggest show in Europe this year for the automotive parts, accessories and garage equipment sectors. Working with our Commercial team in France, UKTI West Midlands is organising a stand and subsidised visit(s) to the show for West Midlands automotive companies. The stand will be in the SMMT pavilion, exclusively for the use of West Midlands companies. If you would like to register your interest, please contact: [paulkeeling@bccbl.com](mailto:paulkeeling@bccbl.com)  
Or 'phone Paul Keeling on: 07810 377 829

### ***NEW!* Trade Mission to Australia/NZ: 9 – 22 Sept 2005**

AWM and UKTI West Midlands are organising this mission to coincide with Fine Food Australia and Hotel Australia but the mission is open to *West Midlands exporters of British products or services in any sector*. There is a travel grant available of c £750 per company. For more information and an application form, please contact Sue Barnes: Tel: 0121-380 3664 (direct line) or e-mail [suebarnes@advantagewm.co.uk](mailto:suebarnes@advantagewm.co.uk)

## **Aerospace:**

### ***NEW!* UK Aerospace Trade Mission to Japan: 3<sup>rd</sup> – 6<sup>th</sup> October 2005 NB: Closing Date for pre-registration of interest: 8<sup>th</sup> July 2005**

The Japanese Aerospace industry is going through exciting times with its large involvement in the Boeing 787, Bombardier and Embraer programmes, the major Japanese CX and PX military aircraft currently in development and with several major research and development projects in both aviation and space ongoing. This trade mission provides access for UK companies to develop in Japan, using the extensive Japanese aerospace network that UKTI and the British Embassy have developed. The intention is to allow UK companies to showcase their capabilities to Japanese industry through a seminar series and individually-targeted meetings with Japanese industry contacts. For more information and details of how to register your interest, click this link to the SBAC website: [Japan Mission](#) **West Midlands companies may qualify for funding towards this mission. Please contact [helenyendall@advantagewm.co.uk](mailto:helenyendall@advantagewm.co.uk) to find out more.**

### **NEW! Spanish Aerospace Market: New Report + Mission**

A brand new 44-page report on the Spanish Aerospace market is available free of charge on the UKTI website. NB: you *must* be registered on the site (foc) before the report will appear (under 'sectors', 'aerospace'. The report is in the box on the right hand corner).

[www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk)

In conjunction with the Midlands Aerospace Alliance and the North West Aerospace Alliance, we are planning a trade mission to Spain in mid November. Further details will be available next month, but if you would like to register your interest at this stage, please email: [helenyendall@advantagewm.co.uk](mailto:helenyendall@advantagewm.co.uk)

## **Rail**

### **NEW! Infrarail: UKTI Networking Day, G-Mex Centre, Manchester**

**15<sup>th</sup> Sept 2005. Cost= £58.75**

UKTI and the RIA invite you to attend a 'networking day' during the Infrarail exhibition in Manchester, on 15<sup>th</sup> 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](mailto:helenyendall@advantagewm.co.uk)

## **Seminars/Training:**

### **NEW! 'Prepare for Tomorrow's Challenges': Seminar for SMEs in the ICT, Manufacturing, Building and Transport sectors.**

10th August 2005, 9:00am – 15:30pm Wolverhampton Science Park

The majority of today's small businesses will not exist in 2016. Will you be one of the survivors? Foresight West Midlands, in association with WMITA, are running a series of one-day seminars, focussing on such topics as future trends, innovative techniques and idea generation. For more information or to book on-line see the website: [www.wmita.co.uk](http://www.wmita.co.uk) or contact Pete Stevens Tel: 024 7623 6392 email: [foresight@advantagewm.co.uk](mailto:foresight@advantagewm.co.uk)

### **NEW! 'Working With Japanese Business': Seminars 20<sup>th</sup> July/5<sup>th</sup> Oct 2005**

**Birmingham 9am – 5pm. Cost = £395 per delegate, including lunch**

Does Your Business Work with the Japanese? Do you really understand each other? This seminar, presented by an expert with 30 years' experience, is aimed at senior executives who need to understand how to work effectively with Japanese-owned companies or feel more in control of their working relations with individual Japanese and Japanese teams. For more information, see the pdf at [www.japanconsultancy.co.uk](http://www.japanconsultancy.co.uk) To reserve a place, call: 01299 400412

## **Motorsport**

### **NEW! UKTI-supported MIA Mission to the Gulf: 16<sup>th</sup> – 22<sup>nd</sup> September 2005**

Visit 3 emerging Motorsport markets in one week: Dubai, Bahrain, Qatar

There will be a pre-mission briefing in the UK with expert speakers advising the group on 'how to do business in the Gulf', plus an in-country market briefing and an industry networking reception in all three locations during the mission week. *Deadline for OMIS/EMRS applications: 31<sup>st</sup> July.* Contact Olivia Harper at the MIA on 02476 692 600 for more information.

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

#### **UK Trade & Investment Advisors:**

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