

Seminars

Members' Networking Event & AGM

MWTF is holding an informal style Annual General Meeting combined with a Networking event on Tuesday 29 January. There will be the added interest of a guided tour of the Park Brewery in Wolverhampton, the well known home of Banks's beer.

Space is limited and we regret that we can only accommodate one delegate per company – so please book early to avoid disappointment. This event is free to attend and a buffet and drinks will be served.

Programme: 3.15 – 3.30 pm Arrival and Registration
3.30 – 4.15 pm Annual General Meeting
4.15 – 5.00 pm Drinks and networking
5.00 – 5.40 pm Brewery Tour

Date: Tuesday 29 January 2008
Location: Marston's Training Centre, Summerfield Road, Wolverhampton WV1 4PR
Contact: Glenis Poletti, MWTF. T. 0121 607 1759. E. g.poletti@mwtf.org.uk

Export Documentation Training

Delegates will learn about the important documents used in international transactions. The seminar takes a practical approach to why and when documents are needed with instructions on how to complete them correctly.

CONTENTS: The export quotation, Export invoices, Export Cargo Shipping Instructions, Certificates of Origin, Movement Certificates EUR1 & ATR & invoice declarations, Airway Bills, Bills of Lading, CMR Notes, Export Licences, ATA Carnets, Packing Lists, Standard Shipping Notes, Dangerous Goods Notes, Insurance Certificates, Certificates of Shipment, C88/SAD Forms, Inspection Certificates and Bills of Exchange

Date: Wednesday 16th January 2008
Time: All Day
Location: Birmingham Chamber of Commerce, 75 Harborne Road, Birmingham
Cost: Members price: £195 + VAT. Non members price: £215 + VAT
Contact: Peter Moore, Birmingham Chamber of Commerce. Tel. 0121 450 4219
E. p.moore@birminghamchamber.org.uk

TIME OUT! The Truth about doing business in France

France and the UK are major economic and trade partners, with France being the UK's third largest export market (the second largest in Europe) and the UK's third largest supplier. Exports to France in 2006 reached almost £21 billion, accounting for 9% of total UK visible exports.

With so much opportunity, businesses in the Coventry & Warwickshire region are in the perfect position to build on the trade relationships with France. With this in mind, Coventry & Warwickshire Chamber of Commerce is offering a lunchtime event providing a market spotlight on France where there will be genuine practical tips available to help improve your business chances.

This event will provide businesses with the opportunity to hear from Gisele Pellegrini, Positive G Ltd. Gisele is both a French national and resident of the UK, and this along with her experience in working with companies trading in and out of France, enables her to provide a great insight into the best way to develop trade in France. Our second speaker of the event is Paul Tomlinson, Tomlinson Tube & Instrument Ltd. Paul has a niche manufacturing company and again has gained invaluable experience of selling into France for 2 years. Find out what his secret is...

Book on-line by visiting www.cw-events.co.uk

Date: Wednesday 6th February 2008
Time: 11:45 – 13:45
Cost: FREE
Place: The Chamber, Oak Tree Court, Coventry, CV3 2UN
Contact: The Events Team 024 76 654 321

Documentary Letters of Credit

Staff working in export administration, sales and finance need to have an in-depth and practical working knowledge of the procedures required to ensure payment for goods under a Letter of Credit. The course is designed to make attendees aware of the pitfalls that hold up and prevent payment. CONTENTS: Overview of Letters of Credit; A review of other payment methods; Letters of Credit and how they work – administration & procedure – terminology – costs & content; L/C types and levels of security; reviewing export documents; avoiding and resolving discrepancies; understanding shipping terms; uniform customs and practice for documentary credits.

Date: Wednesday 20th February 2008
Time: All Day
Location: Birmingham Chamber of Commerce, 75 Harborne Road, Birmingham
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Email: p.moore@birminghamchamber.org.uk

Focus on Doing Business in the USA

The Opportunities

The US market, with every major industry represented, offers many opportunities with few limitations on foreign firms seeking to do business. The US is particularly attractive to UK exporters and investors because the UK and the US share a common history and culture; the UK is seen in a positive light by US business people and consumers and UK goods have traditionally enjoyed a good reputation for quality in the US.

The Challenges

The exchange rate hovering at \$2 to the pound, the credit crunch and increased security have made doing business in the US more challenging. Knowledge of the market and understanding of the latest issues are more important than ever in the development of a sound business strategy.

Please join us to explore how your business can be successful in the current business climate.

This event is being organized jointly by MWTF and BABC Midlands.

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Overseas Market Visits

Mexico, Monterrey

Businesses from all sectors are invited to join a market visit to Monterrey, Mexico led by North Staffordshire Chamber of Commerce & Shropshire Chamber of Commerce

Why Mexico? The Opportunities

Mexico is a country of huge potential, covering an area the same size as Western Europe. Mexico is the largest trading nation in Latin America and one of the world's top ten. The implementation of the EU/Mexico Free Trade Agreement signed in July 2000, led to the elimination of all tariffs on EU origin industrial goods on 1 January 2007. With no import duties, UK exporters can now compete on equal terms to US and Canadian exporters who already enjoy preferential access to the Mexican market. There are many sectors offering opportunities for UK companies, including: **Healthcare, Oil and Gas, Automotives** and with a population of over 105 million, and a growing middle class, there are also opportunities to export consumer goods and luxury items.

Benefits of the Visit

- UKTI support and advice from a team of Commercial Officers in Monterrey and your local
- International Trade Adviser pre and post visit.
- Briefing meeting in Monterrey by the Commercial Team of UKTI.
- New contacts and shared intelligence within the market visit group
- Reduced costs through financial package/group travel
- Services of an experienced market visit leader during the visit
- Subsidised tailored market research through the Overseas Market Introduction Service (OMIS) to enable you to maximise the benefit of your visit by meeting preferred partners

Eligibility

Companies should contact their local Chamber of Commerce International Trade Adviser to discuss their eligibility for the market visit and to arrange the commissioning of any pre-visit information required.

Contact Details

For further information or to book a place, please contact:

International Trade Adviser: Wendy Hall

North Staffordshire Chamber of Commerce Tel: 01782 224408/07734 814934

E: wendyhall@nscci.co.uk

Or, Head of International Trade, Phil Challinor

Shropshire Chamber of Commerce Tel: 01952 701211/ 07971 824062 or

E: p.challinor@shropshire-chamber.co.uk

Visit Dates: 11th - 15th February 2008
Closing Date for applications: 21 December 2007

India, Delhi

West Midlands companies are invited to join a visit to India, Delhi

The India Pakistan Trade Unit www.iptu.co.uk is delighted to announce its third West Midlands trade visit to India this financial year.

This visit, as with all our previous visits, is conducted in conjunction with the British High Commission in Delhi, whose contacts and standing confer very considerable benefits on participants via UK Trade & Investment - www.uktradeinvest.gov.uk

Overview of India

India has both historical and cultural links and shares many things with the UK. One of the most important attributes is that although the official language of the country is Hindi, the business language is English.

India is the 7th largest and 2nd most populous country in the world. It is also the 4th largest economy in the world in terms of Purchasing Power Parity. A series of ambitious economic reforms aimed at deregulating the economy and stimulating foreign investment has moved India firmly into the front-runners of the rapidly growing Asia Pacific Region and unleashed the latent strength of a complex and rapidly changing nation.

Today India is one of the most exciting emerging markets in the world. Skilled managerial and technical manpower that matches the best available in the world and a middle class whose size exceeds the population of the USA or the European Union, provide India with a distinct cutting edge in global competition.

Programme

The programme will be sufficiently flexible for participants to arrange their own meetings. Of course, you can take advantage of the aforementioned OMIS service for this purpose.

A briefing on arrival by the British High Commission staff will be **mandatory** for all participants. An evening reception will be arranged by the BHC to allow our party to meet with the local business community. This is also **mandatory**

Benefits of the Visit

- British High Commission hosted reception – New Delhi
- Visit brochure featuring all participants
- Basic market information available free of charge on the IPTU website www.iptu.co.uk
- New contacts and shared intelligence within the market visit group
- Support of an International Trade Adviser pre and post visit
- Services of an experienced market visit manager during the visit
- Access to general and specific market information via IPTU www.iptu.co.uk

Contact Details

For further information on this market visit and an application form please contact your local International Trade Adviser or:

Gurpaal Virdee

International Trade Administrator, Coventry & Warwickshire Chamber of Commerce

Tel 024 76 654273 Email gurpaalv@cw-chamber.co.uk

www.iptu.co.uk

Visit Dates:

11th – 22nd February 2008

Closing Date for applications:

25th January 2008

Manila, Philippines

Seminar and Business Visit to the ADB Headquarters, Manila.

The UK Trade & Investment Aid-Funded Business Service in collaboration with the British Embassy in Manila is organising a specialist Business Visit to the Headquarters of the Asian Development Bank (ADB) in Manila, Philippines.

Why should I participate?

This visit will not only provide participants with the opportunity to listen to key hints and tips on doing business with the ADB from its own procurement staff, but will also provide you with the opportunity to make contacts relevant to your company through a personalised programme of appointments.

The appointments will be arranged by the British Embassy in Manila on your behalf after you have provided a 'pen-picture' of what your company is looking to present to the ADB. UK Trade & Investment will also host a networking reception in the Shagri-la Hotel inviting local contacts within the International Donor and business community.

For further information on this market visit please contact:

Claire Gamage on 0845 603 0084 or email c.gamage@afbs.org.uk for a company profile form.

You will be asked to complete and return this form so that your company can be vetted (and deemed suitable for the visit) by the British Embassy, Manila. Alternatively, please complete and return the expression of interest form below. The closing date for applications is Friday 11th January 2008.

Due to the nature of this visit and to ensure the best possible service from the British Embassy in Manila, places on this visit are limited therefore early application is advisable

Visit Dates: 25 – 28 February 2008

Turkey

Companies are invited to join a market visit to Turkey being organised on behalf of the West Midlands by the Black Country Chamber of Commerce.

Opportunities in Turkey:

The Turkish economy is growing rapidly and offers opportunities for both exports and investments

Target sectors identified by UKTI include:

Automotive	Marine
Education	Power
Environment	Textiles
Water	Tourism
Financial and Legal	ICT

Benefits of the Visit

- Visit brochure featuring all participants circulated widely in the market
- Excellent networking opportunities through support of British Embassy and participation in a
- West Midlands UK Trade & Investment market visit
- New contacts and shared intelligence within the market visit group
- Reduced costs through group travel and financial package
- Support of an International Trade Adviser pre and post visit
- Services of an experienced market visit manager during the visit

Contact Details:

To register your interest or for further information on this market visit please contact:

Continued on the next page...

Graham Ashmore
Tel No: 01384 360464

<mailto:grahamashmore@blackcountrychamber.co.uk>

Visit Dates: 25TH-29TH February 2008

Closing Date for Applications: 25th January 2008 but if research is required 19th December 2007

Pre visit briefing; Workshop 12th October 2007. A further briefing will be arranged if required.

Hong Kong

Companies are invited to join a market visit to Hong Kong being led on behalf of the West Midlands by Coventry & Warwickshire Chamber of Commerce

Benefits of this Visit include:

- British Consulate-Briefing
- Support through the established Hong Kong/UK Business
- Excellent networking opportunities through support of the British
- Consulate-General and Hong Kong Trade Development Council
- New contacts and shared intelligence within the market visit group
- Reduced costs through group travel and financial package
- Support of an International Trade Adviser pre and post visit
- Services of an experienced market visit manager during the visit

Hong Kong, although geographically small, has for many years been one of the world 's most dynamic economies. It is by far the wealthiest city in China, with the advantage of enormous expertise on China trade, matched by extensive investment and business ties to the mainland.

Eligibility

Small and Medium sized enterprises will be eligible to join the market visit to Hong Kong providing it is part of an agreed export strategy and it is a new market for them and they do not have an existing agent or distributor in the market.

Companies should contact their local International Trade Adviser to discuss their eligibility for the market visit to Hong Kong and to arrange the commissioning of any pre visit information required.

For further information on this market visit please contact:

Alan Durham-Director, International Trade Tel 024 76 654293

Email aland@cw-chamber.co.uk

Visit Dates: 9 March – 12 March 2008

South Africa, Johannesburg and Cape Town

West Midlands businesses are invited to join a market visit to Johannesburg and Cape Town led by the Birmingham Chamber of Commerce

Why South Africa - The Opportunities

- UK is South Africa's largest trade & investment partner with over £7 Billion in two-way trade in goods and services and £24 Billion of UK investment in the market.
- South Africa and the UK are natural trading partners, with English as the main business language and similar legal systems and business cultures.
- Opportunities exist in the following sectors:
Construction, ICT, Healthcare, Power, Transport, Automotive, Education & Training and Sports & Leisure Infrastructure
- South Africa is also a gateway to southern Africa and its 185 million people.

Benefits of the Visit:

- UKTI support and advice from a team of Commercial Officers in Johannesburg and Cape Town and your local International Trade Adviser pre and post visit
- Briefing meeting in Johannesburg by the Commercial team of UKTI
- Networking opportunity through UKTI hosted reception in Johannesburg and with other local companies participating in the market visit
- New contacts and shared intelligence within the market visit group
- Reduced costs through financial package/group travel
- Services of an experienced market visit leader during the visit
- Subsidised tailored market research through the Overseas Market Introduction Service (OMIS) to enable you to maximise the benefit of your visit by meeting preferred partners

Eligibility

Small and Medium sized enterprises will be eligible to join the market visit providing it is part of an agreed export strategy and it is a new market for them to trade with and they do not have an existing agent/distributor in market.

Companies should contact their local International Trade Adviser (ITA) to discuss their eligibility for the market visit and to arrange the commissioning of any pre visit services such as OMIS. Failure to contact an ITA enables Birmingham Chamber to reject applications for this market visit.

For further information on this market visit, please contact:

Mark Sankey, International Trade Adviser
Birmingham Chamber of Commerce

Tel No: 0121 607 1755

Email: m.sankey@birminghamchamber.org.uk

Date of Visit: 10 – 14 March 2008

Closing Date for Applications: 14 December 2007

Import Procedures

The aim of this course is to ensure that all those attending understand the necessary requirements for successful importing into the UK and EU - and how they can apply those requirements in their place of work

This programme is designed to give an in-depth study of the administrative, legal, logistical and financial which are vital for ensuring that goods are delivered cost –effectively and with the minimum of delay.

The course is applicable for all those who work for importing Companies – whether as new employees - or for those who need further in-depth knowledge of current import requirements

CONTENTS: Factors to be considered to ensure successful importing, Sources of advice and information

HM Revenue & Customs entry requirements, The Customs 'Tariff', Types of Import Entry, Import documentation, Preferences and Quotas, The role of Freight Forwarders, Methods of payment Successful delivery of goods & INCOTERMS.

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E. p.moore@birminghamchamber.org.uk

An Introduction to International Trade

This course is designed to ensure attendees are made aware of the administrative, legal, transport and financial considerations vital for cost and speedy movements of goods when entering into International trade

Delegates will receive a sound foundation in the requirements of importing and exporting – whether as new employees or as new exporting and importing Companies

The training will provide many procedures tips and hints that have proven to save money and reduce costs at both import and export.

CONTENTS: Where to get help, Sources of supply for Importers – Market sourcing for Exporters, The importance of documents to export and import despatch procedures, Freight quotations and freight charging, Working with your freight forwarder, A review of the payment methods, Working with HM Revenue & Customs, Import and export licensing, Customs' entry procedures at export and import, Duties and VAT – how they are calculated – and how they can be reclaimed.

Date: Thursday 26th June 2008
Time: All Day
Location: Birmingham Chamber of Commerce, 75 Harborne Road, Birmingham
Cost: Members price: £195 + VAT. Non members price: £215 + VAT
Contact: Peter Moore, Birmingham Chamber of Commerce. Tel. 0121 450 4219

E. p.moore@birminghamchamber.org.uk