

Regional Events Diary 2008

Edition 3

SEMINARS

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Seminars

Hong Kong & Fujian- Your winning formula in China

Invest Hong Kong & Fujian DOFTEC invite you to attend a special event.

Hong Kong and Fujian are a winning combination for UK firms looking to expand in China and they are hosting a 1-day conference designed to highlight growth opportunities for your company in Hong Kong and Fujian. The 1-day conference will be an invaluable opportunity to:

- Learn how UK companies can benefit from establishing regional headquarters in Hong Kong and/or Fujian
- Understand how to optimise this strategic location to oversee your manufacturing facilities and sales operations
- Hear case studies and gain practical tips on how to capitalise on the advantages that trade from China can offer
- Network with high-level government officials and business executives on a one to one level

Date: Thursday 17th April 2008

Time: 09:30 am – 17.00 pm

Cost: FREE to attend

Location: Hall 5, The International Convention Centre, Broad St, Birmingham, B1 2EA

REACH- how it will affect your business

REACH is new EU legislation that could affect ANY business that uses ANY chemicals. It is very broad and could impact across the whole range of UK businesses. This briefing will explain REACH and how you can prepare.

Who should attend?

Companies that use chemicals in their business and are not familiar with REACH.

They will be of particular interest to managing directors, buyers, facility managers and health and safety reps.

What will it cover?

- What is REACH?
- The scope of REACH
- How REACH will operate
- Experiences of business already preparing for REACH

To book a place please call:

0845 4089574 or e-mail reachmeetings@hse.gsi.gov.uk

Date: Wednesday 23rd April 2008

Time: 08:30 am – 12.30 pm

Cost: FREE to attend

Location: Birmingham Chamber of commerce, 75 Harborne Road, B15 3DH

Contact: 0845 4089574 or e-mail reachmeetings@hse.gsi.gov.uk

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.

Date: Tuesday 20th May 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

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

Overseas Market Visits

Baltic States, Estonia

Businesses are invited to join a market visit to the Baltic States, Estonia with an option to continue to Latvia and/or Lithuania

Companies are invited to join a market visit to The Baltics being led on behalf of the West Midlands by Coventry & Warwickshire Chamber of Commerce. This is an ideal opportunity to scope three States if you are new to the area, or a chance to build on existing contacts. This is a flexible visit with each company free to choose the States of interest to them.

Benefits of the Visit

- Reception in British Embassy Tallinn
- Excellent networking opportunities through support of British Embassy and participation in a West Midlands UK Trade & Investment Market Visit
- Enhanced networking through Market Visit with a group – sharing market intelligence
- Reduced costs through group travel
- Support of an International Trade Adviser pre and post visit

Estonia, Lithuania and Latvia represent some of the fastest growing economies in Europe, with 11.9% in Latvia in 2006. A highly educated population, have long made them an attractive destination for investors. The recent membership of the EU, good infrastructure and a business-friendly environment with low market entry barriers, has made these countries a strategic location for access to a wider Baltic market, Nordic, Eastern and Northern Europe countries. All countries are aiming to join the Euro Zone.

For further information on this market visit, please contact:

Mick Page or Kate French on Tel: 02476 654272 / 370 Mob: 07702 860704

Email: mickp@cw-chamber.co.uk katef@cw-chamber.co.uk

or your local UKTI International Trade Adviser

Dates of visit: 18 – 23 May 2008

Closing Date for Applications: 4 April 2008

Barbados, Trinidad & Jamaica

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

Opportunities in the Caribbean

Although trade figures have fluctuated over the years bilateral trade relations remain good.

Barbados was the UK's 4th largest export market in the Caribbean in 2005. However, when seen as part of the wider, fragmented 7- independent countries of the Organization of East Caribbean States (OECS) market covered by the British High Commission in Bridgetown, it is the second largest market for British exports to the Caribbean.

The economy is enjoying a period of robust growth. **Trinidad and Tobago** offers significant prospects for UK exporters. There is an infrastructure boom-taking place driven by soaring revenues from oil and gas exports. The major opportunities are: products and services to the energy and infrastructure sectors alongside more traditional sectors such as transport, engineering, ICT and consumer items.

Jamaica is the largest island in the Commonwealth Caribbean and the third largest in the Caribbean. Opportunities exist in the following areas: construction - building products; safety and security equipment across all sectors; infrastructure development; education and training; medical equipment; drugs, pharmaceuticals, industrial chemicals; ICT, telecommunication - equipment and facials for mobiles and mobile phones; All Services & Consumer items

Benefits of the Visit

- British High Commissions - Support
- Online visit brochure featuring all participants circulated widely in markets
- Excellent networking opportunities through support of the High Commission
- 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

To Book a place contact:

Ajay Desai or **Gurpaal Virdee**. (Coventry & Warwickshire Chamber of Commerce)

Oak Tree Court, Binley Business Park, Harry Weston Road,

Coventry CV3 2UN, Tel 024 76 654273 Tel 07889807476

Email ajayd@cw-chamber.co.uk Email gurpaalv@cw-chamber.co.uk

Fax: 024 76 654266

Dates of visit: 2-13 June 2008

Closing Date for Applications: 18th April 2008

Pre visit briefing: 12th May 2008

Nigeria (Lagos) & Ghana (Accra)

Companies are invited to join a market visit to Nigeria and Ghana being led by Birmingham Chamber of Commerce & Industry.

Nigeria has strong historical, language and constitutional ties with the UK with British investment in the country being well in excess of £1bn. It is the UK's second largest African market, with exports worth £836 million (2006) and increasing by over 12% in 2007. Nigerians look to quality British goods and services first before considering any other country.

Ghana also has strong historical, cultural and commercial ties with the UK. There is immense goodwill and loyalty towards the UK with preference shown for good quality British products and services.

The World Bank's 'Doing Business 2008' survey ranks Ghana as the number 3 reformer (out of 178 countries) as the efficiency of its public services continues to improve, and bottlenecks and delays for new businesses continue to reduce. Ghana has a record of improved political governance, and looks forward to its 5th consecutive free and fair elections in December, matched by a decade of respectable growth (6.2%) and macro-economic stability.

Benefits of the visit:

- Reception hosted by the British High Commissioner at his residence (in both Nigeria and Ghana)
- Visit brochure featuring all participants circulated widely in market, also available online
- Excellent networking opportunities through support of the British High Commissions
- Press releases sent out in country prior to departure
- New contacts and shared intelligence within the market visit group
- Reduced costs for travel/accommodation through financial support package
- Support of an International Trade Adviser pre and post visit
- Services of an experienced market visit manager during the visit

For further information on this market visit, please contact:

Alethea Warburton, Birmingham Chamber of commerce, B15 3DH, Tel 0121 450 4205, email a.warburton@birminghamchamber.org.uk

Dates of visit:	11 – 18 June 2008
Closing Date for Applications:	30 April 2008
Pre visit briefing:	17th April 2007 at Birmingham Chamber

CHINA (Beijing and Shandong)

Coventry & Warwickshire Chamber of Commerce supported market visit to CHINA (Beijing and Shandong)

Companies are invited to join a market visit to China being organized by Coventry and Warwickshire Chamber of Commerce and supported by UK Trade & Investment.

Opportunities in China

China, with a population of 1.5 billion, is vast in territory and potential market. Its gross domestic product is growing on average by over 9.0% per year. One thing is certain - this market will continue to grow and is already a major force in world trade. The timing of the mission will allow members to attend a Business-to-Business Conference to be held in Shandong Province with the full support of the Shandong government and Shandong CCPIT. These partners will arrange one to one meetings for each delegate.

Benefits of the Visit

- Opportunity to participate in a business-to-business conference in Shandong
- On line visit brochure featuring all participants
- 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

For further information on this market visit, please contact:

Mark Eaton / Huiling Jia

Tel: 02476 654 295 Email: marke@cw-chamber.co.uk or huilingj@cw-chamber.co.uk

Dates of visit: 15 – 20 June 2008

Closing Date for Applications: 16 May 2008