



midlands
world
trade
forum

MIDLANDS WORLD TRADE FORUM

Regional Events Diary 2008

Issue 6 - October

The aim of the **Midlands World Trade Forum (MWTF)** is to positively help companies develop their international trade and export performance.

MWTF seeks to give assistance by providing a forum through which companies involved in, or aspiring to, international trade and export can:

- Come together to learn from each other's international trade experiences
- Access relevant export support services
- Make their views known on issues affecting international trade
- Obtain import and export advice

The **Midlands World Trade Forum** is sponsored by **The Royal Bank of Scotland** and is supported both by the **European Regional Development Fund** and by **UK Trade & Investment** – the Government organisation that supports UK companies develop export and international trade. MWTF attracts members from all sectors including manufacturing, distribution, services, sport and the creative industries

For further information about the forum or to become a member please visit our website www.mwtf.org.uk



Seminars & Visits

"SEMINARS AT A GLANCE"		
Topic	Location/Market	Read more on page...
Trading With India	Thursday 16 th October 2008 The Mount Hotel, Wolverhampton	4
<i>Wolverhampton City Council along with UKTI and UK India Business Council will present a range of sectoral opportunities available in India</i>		
Turkey Breakfast Seminar	Tuesday 30 th October 2008 National Metalforming Centre, West Bromwich	4-5
<i>Presentation by Head of Trade & Investment at British Consulate in Istanbul</i>		
Technology World 08	17 th -18 th November 2008 Ricoh Arena, Coventry	5
<i>Join one of the UK's largest technology 'speed meeting' events</i>		

"OVERSEAS VISIT AT A GLANCE"		
Topic	Dates	Read more on page...
Buildarch 2008	20 th -24 th October 2008	6-7
<i>India is the 7th largest and 2nd most populous country in the world</i>		
United Arab Emirates	2 nd -5 th November 2008	7-8
<i>The United Arab Emirates is the largest market in the Middle East for the UK</i>		
Riga, Latvia	9 th -12 th November 2008	8
<i>The UK is one of Latvia's main trading partners, exporting goods worth £97.2 million in 2005</i>		
Delhi, India	17 th -21 st November 2008	9-10
<i>Today India is one of the most exciting emerging markets in the world</i>		
Construct Canada	29 th November-6 th December 2008	10
<i>Construct Canada is Canada's largest annual construction and building trade show</i>		
Hong Kong and Shanghai	23 rd -27 th February 2009	11
<i>Hong Kong is a dynamic and accessible market with well-established cultural and commercial links to the UK</i>		
Manila	2 nd -6 th March 2009	12
<i>In 2007 the ADB approved total loan projects for US\$10.1 billion, grant projects for US\$672.7 million and technical assistance projects for US\$243.4 million</i>		
Washington DC	23 rd -26 th March 2009	12-13
<i>The aim of this visit is to introduce companies in the water and environmental sector to large donor organizations in Washington DC</i>		

Seminars

Trading with India

Wolverhampton City Council along with UKTI and India Business Council will present a range of sectoral opportunities available in India. There will be the opportunity to network with organisations that can support trade with India.

You should attend if:

- You are a company who wants more business
- You are a company who is ready for or contemplating new markets and sales opportunities abroad

What you will hear:

- The Indian Consul General Mrs JD Parvel will provide an economic overview of India
- UKTI will outline a range of research, marketing and face-to-face facilities available
- An overview of the trade agreement between the Wolverhampton and Black Country Chambers of Commerce and the Confederation of Indian Industry
- Details of support available to businesses

The event is **free** to attend

Date: 16th October 2008

Time: 08:00-12:30

Location: The Mount Hotel, Wolverhampton

Contact Details

Caroline Harris

Wolverhampton City Council

Tel: 01902 554197

Email: caroline.harris@wolverhampton.gov.uk

Turkey and your Business

This MWTF seminar will include Case Study from local company and a presentation by Head of Trade & Investment at British Consulate in Istanbul.

Turkey is one of the world's biggest markets with a population of 70 million. It has recently confirmed its position as the 17th biggest economy in the world and is expected to rank third for growth in the next 10 years behind India and China. With its strategic location between Europe, Middle East and Central Asia, and with a high rate of economic growth Turkey is a market that offers many business opportunities for UK companies.

A few facts...

- Largest producer of buses, 2nd largest of light commercial vehicles and 3rd largest of lorries in Europe
- There is unprecedented growth in the retail sector: in 2007 the sector's turnover increased by 10% with a 21% increase in store numbers
- Largest TV and DVD player producer in Europe
- Turkey attracted 10% of FDI inflows to developing economies in 2007. The estimated FDI inflow for 2008 is \$30 billion

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Please note that details of the above events are circulated by MWTF for the purpose of updating members of international trade related events taking place around the region. The MWTF have no control over the content of events 4not organised by the forum and circulate these details for information purposes only.

- Turkish contractors are among the biggest players in the Middle East, North Africa former Soviet Union with \$84 million worth of construction projects to date

Sectors identified as priority or opportunity for 2008/9 include:

◆ **Agriculture** ◆ **Airports** ◆ **Automotive** ◆ **Education & Skills** ◆ **Environment**
◆ **Financial Services** ◆ **ICT** ◆ **Ports** ◆ **Water**

Date: Thursday 30 October 2008

Time: 07:30 am – 09:30 am

Location: National Metalforming Centre, West Bromwich

Contact Details

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Midlands World Trade Forum

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Technology World 08

Join one of the UK'S largest technology 'speed meeting' events

- Over 350 UK and 70 non-UK (overseas) companies
- Focused one-to-one speed meeting approach- more genuine business opportunities than many other events
- Over 2,200 meetings took place as a result of Technology World 07
- Total £30m business wins reported from 2 previous events

"All the meetings we had were with appropriate people who could make decisions and advise about their organisations."

-Lesley Batchelor, Director International Sales & Dealer Marketing, The TakeWare Company, TW07 visitor.

"Exposure to new ideas, solutions and good opportunities to talk in detail. Very few conferences are as geared round tangible, brokered opportunities."

-Mr A Fraaser, Customiser, TW05 visitor.

Date: 17th-18th November 2008

Location: Ricoh Arena, Coventry

For registration details, please contact: www.technologyworld08.com

Overseas Market Visits

BUILDARCH 2008

Businesses are invited to join a market visit to BUILDARCH 2008 in BANGALORE, INDIA

BuildArch 2008 is the comprehensive International Exhibition and Conference in India on Architecture, Building & Construction Technology, Materials, Interiors & Systems.

The India Pakistan Trade Unit

The India Pakistan Trade Unit www.iptu.co.uk is delighted to announce a trade visit to India. This visit, as with all our previous visits, is conducted in conjunction with the British High Commission in Delhi and the British Trade Office in Bangalore, whose contacts and standing confer very considerable benefits on participants via UK Trade & Investment www.uktradeinvest.gov.uk

BuildArch 2008

BuildArch 2008 is the comprehensive International Exhibition and Conference in India on Architecture, Building & Construction Technology, Materials, Interiors & Systems. The exhibition is designed to create a unique International networking platform in the sector to enhance business opportunities. For detailed information visit www.biecbuildarch.in

Market Preparation & Research – OMIS

The Commercial Section of the British Deputy High Commission (UK Trade & Investment) www.uktradeinvest.gov.uk is able to assist you considerably by conducting and managing elements of your visit with you.

The service is called OMIS and ranges from focused market research through to providing screened contact lists, appointment arranging and a visit service. OMIS is not free – but very highly subsidised. To learn more talk to your International Trade Advisor.

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.

- 20 October- market briefing at BTO Bangalore - **MANDATORY**
- 21 & 22 October- Participation at BuildArch
- 22 October- Evening Networking Reception - **MANDATORY**
- 23 October- one-to-one meetings and company visits
- 24 October- Depart for UK

Benefits of the Visit

- Pre-visit and in market briefing by UKTI staff
- Access to a complete cross section of Indian's Construction Industry at a single location
- Mission brochure with company profile of participants
- Excellent networking opportunities
- New contacts and shared intelligence within the market visit group
- Support of an International Trade Adviser pre, during and post 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:

Rupi Nandra, India Pakistan Trade Unit on **Tel** 0121 607 0106

Email r.nandra@birminghamchamber.org.uk

Closing Date for applications: 5th September 2008

United Arab Emirates

EXCLUSIVE BRITISH SHOWCASE AL MAROOJ ROTANA HOTEL, DUBAI 3RD NOVEMBER 2008

British interiors and lifestyle design led and manufacturing companies are invited to participate in an exclusive showcase opportunity in the UAE

The United Arab Emirates is the largest market in the Middle East for the UK. It is the 9th largest export market in the world, and has one of the highest GNPs per head in the world. The UAE's economy is booming, and its programme of investment and privatisation offers good opportunities for UK businesses. UK Interiors & Lifestyle export sales to the UAE have increase from £34 million in 2006 to £52 million in 2007 and this trend continues.

Potential partners in the UAE in this sector are looking for companies who can provide products which:

- Are of a high quality, innovative and exclusive.
- Will give a WOW! Factor to their homes, professional public areas and hotels.
- Will present an innovative corporate image.
- Will enhance the comfort and experience of their customers.

This event will be supported in market by the British Business Group in Dubai, the Professional Housekeepers groups in the UAE as well as the British Embassy. Through these partners, we will identify a targeted invitation list of:

- Hotel decision makers i.e. Housekeepers, General Managers.
- Architects
- Interior Design companies
- Galleries
- High-end Independent stores and boutiques, to include interiors and fashion.

Event date – 3rd November 2008

Visit dates 2nd – 5th November 2008

Closing date for applications – 30th August 2008

Delegate company profile:

- Design or manufacture in the UK.
- Offer high quality innovative interior products i.e. décor products, furniture, tabletop, textiles
- Offer High quality innovative lifestyle products i.e. Fashion, toiletries, spa products etc.
- Can offer innovative turndown and guest gifts i.e. toiletries, treats, small tasteful gifts.
- Innovative, design led corporate wear.
- Innovative festive decoration.

Benefits of visit:

Participation in a group visit from within the Interiors & Lifestyle industry.
Excellent networking opportunity
New Contacts and shared market intelligence within the group
Support of International Trade Advisor, pre, post and during the visit.

For applications and queries please contact:

Pat Steele
North Staffs Chamber of Commerce
Stoke on Trent,
ST1 5BE
Tel. 01782 224401
Email: patsteele@nscci.co.uk

Riga, Latvia

West Midlands ICT companies are invited to join a visit to Latvia's capital city, Riga.

Date: 9th-12th November 2008

Closing date for applications: 3rd October 2008

Pre-visit Briefing: During week commencing 27th October 2008

Benefits of the visit

- Pre-visit and in market briefing by UKTI staff/ Latvian Embassy
- British Embassy hosted reception
- Basic research in Latvia conducted by the Embassy's commercial team and provided to all delegates free of charge
- Excellent networking opportunities through the support of the 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

Opportunities in Latvia

The UK is one of Latvia's main trading partners, exporting goods worth £97.2m in 2005. UK exports have more than doubled in the last 4 years and investment continues to rise – the UK is now the 10th largest foreign investor in Latvia.

Substantial changes have taken place in Latvia's economy since independence was regained in 1991. Foreign trade and prices are almost fully liberalised, and most of the institutions needed for a market economy have been established.

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International Trade Advisor, UK Trade & Investment

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Dehli, India

Business & Professional Services

West Midlands Companies Are Invited To Join A Visit TO Delhi, India 17th-21st November 2008

Closing Date for applications: 12th September 2008

Pre-visit Briefing: Late October 2008

The India Pakistan Trade Unit

The India Pakistan Trade Unit www.iptu.co.uk is delighted to announce its second 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.

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 the local business community. This is also **mandatory**.

Benefits of the Visit

- *Pre-visit and in market briefing by UKTI staff*
- *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*
- *Excellent networking opportunities through the support of the British 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*
- *Access to general and specific market information via IPTU www.iptu.co.uk*

Contact Details

Steven Cunnane

Regional International Trade Advisor

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Construct Canada

Businesses are invited to join the building technologies cluster visit to Toronto, Canada, for the Construct Canada exhibition. Visit will also include accompanied construction site visits of construction business opportunities.

Date: 29th November-6th December 2008

Location: Toronto, Canada

Construct Canada is held in conjunction with Property Management Expo, Homebuilder & Renovator Expo, Design Trends and Concrete Canada, 5 major trade shows at one venue. The shows attract over 23,000 visitors with 1,200 exhibits, 500 seminars and 250 presentations. It is Canada's largest annual construction and building trade show.

Attendees include builders, architects, engineers, contractors, property managers, building owners, developers, specifiers, distributors and buyers – essentially all those responsible for the design, construction, retrofit and renovation of commercial, office, high rise, residential, industrial, medical, retail, educational, and institutional buildings.

Benefits of the visit

- Participation of a group visit from within the Construction industry
- Opportunities to meet possible clients or representatives in market
- Excellent networking opportunity
- Promotional literature
- New contacts and shared market intelligence within the group
- Reduced costs through package offered
- Support of International Trade Advisor pre and post and during the event

Contact Details

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North Staffordshire Chamber of Commerce

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Hong Kong & Shanghai

West Midlands Business & Professional Services Companies are invited to join a visit to Hong Kong and Shanghai.

Date: 23rd-27th February 2009

Closing date for applications: 14th November 2008

Pre-visit briefing: January 2009

Hong Kong and the UK are close trading partners and have been for nearly 200 years. In 2006 Hong Kong took £4.1bn in value of British goods and services. Hong Kong is a dynamic and accessible market with well-established cultural and commercial links to the UK. A major market in its own right, Hong also serves as a trading gateway to mainland China.

China is the great world economic success story of the past quarter century. GDP growth has averaged at more than 9% per year during this period with further similar growth predicted. Shanghai is the dynamic business heart of this economic powerhouse.

For continued success and economic growth business and professional services of the highest quality are essential to develop trade and to build infrastructure.

Benefits of the visit

- Pre visit and in market support from UKTI staff
- Briefing and opportunities and current market conditions in Hong Kong and Shanghai at the offices of the British Consulates in both
- Consulate hosted receptions in Hong Kong and Shanghai
- Visit brochure featuring all participants circulated widely in both destinations
- Reports on the business and professional services sector in Hong Kong and China prepared by UKTI teams in market
- Excellent networking opportunities through the support of the Consulates 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 for eligible firms
- Support of an International Trade Advisor to prepare for the visit, in market during the visit and with follow up on return

Contact Details

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The Asian Development Bank HQ, Manila (Plus optional sub-group visit to Hanoi, Vietnam)

Date: Manila 2nd-6th March followed by Hanoi 9th-11th March 2009

The UK Trade & Investment Aid-Funded Business Service in collaboration with the UKTI Sections of the British Embassy in Manila and the British Embassy in Hanoi are organizing a specialist Business Visit to the Headquarters of the Asian Development Bank in Manila, Philippines followed by an optional visit to the largest ADB borrowing member country – Vietnam to meet ADB Project Officers, Project Implementation Units and the World Bank Office. The UK will also be partnering with other EU member countries on this mission, which will provide networking opportunities for UK companies and will aim to secure higher-level contacts within the ADB.

Why Vietnam?

Vietnam is one of the fastest-growing economies in Asia, recording average annual gross domestic product (GDP) growth of about 7.5% over the last decade, and 8.5% in 2007. Vietnam is also currently the largest borrowing-member country from the ADB and the largest recipient of resources from the concessionary Asian Development Fund (ADF) with a total of \$578 million allocated for 2007 and 2008.

Preliminary Programme

03/03/09 UK- Manila (transfer to EDSA Shangri-la Hotel)

04/03/09 Briefing Meeting & Doing Business Seminar
Networking Cocktail Reception (17:30-19:30)

05/03/09 Sectorial group and individual meetings

06/03/09 Individual Appointments finish – fly to Hanoi over weekend

09/03/09 Briefing Meeting, presentations from ADV and World Bank Networking Reception

10/03/09 Presentations from Donors continue

11/03/09 Companies free to pursue contacts made/possible site visit – fly back to UK

How do I book a place/register my interest?

Contact **Claire Gamage** on **0845 603 0084** or email c.gamage@afbs.org.uk for a company profile form and an information pack. You will be asked to complete and return this form so that your company can be vetted by the British Embassy, Manila.

The World Bank HQ, Washington D.C.

Date: 23rd-26th March 2009

The UK Trade & Investment Aid-Funded Business Service and Environment and Water Sector Team in collaboration with UK Trade & Investment at the British Embassy in Washington D.C. is organizing a specialist outward visit to the headquarters of the World Bank Group and Inter-American Development Bank, Washington D.C. for companies specializing in:

- Water and wastewater treatment technologies
- Environmental technologies, principally solid waste management and contaminated land remediation

Objective of the Outward Visit

The aim of this outward visit will be to introduce companies in the water and environment sector to key staff located in two large Donor organizations located in Washington D.C. – The World Bank Group and Inter-American Development Bank. In order to do business with and via these organizations it is essential to know the process and how to market your company to the decision makers in the borrowing member country and the Bank itself. Bank Water and Environment Specialists can offer early intelligence as to what and where they are looking to focus their funding and are often called upon to assist in drawing up short lists for consultants. The Banks also directly hire consultants for short-term assignments, feasibility studies and evaluation reports.

This particular mission will highlight the UK’s capabilities in this sector through individual meetings and a group presentation to Water and Environment specialists at the Banks. We are inviting companies with expertise in this area to take advantage of this rare and unique opportunity.

How do I book a place/register my interest?

Contact **Claire Gamage** on **0845 603 0084** or email c.gamage@afbs.org.uk for a company profile form and an information pack. You will be asked to complete and return this form so that your company can be vetted by the British Embassy, Washington D.C.