

Seminars & Visits

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<i>This course is designed to make attendees aware of the pitfalls that hold up and prevent payment</i>		
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Nice tricks for experienced players		
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<i>Course will highlight the key mechanisms for managing currency exposures and reducing the risk of exchange losses</i>		
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<i>Course designed for staff involved in sales & marketing and the control and the appointment of agents and distributors</i>		
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"OVERSEAS VISIT AT A GLANCE"		
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Visit will enable UK Companies to have prime access to the Procurement Officers		

Seminars

Documentary Letters of Credit Training

The Documentation Departments of the Chambers of Commerce can help with the issue and certification of documents to ensure your goods and services are exported or imported with ease and confidence.

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.

This 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, L/C types and levels of security, Reviewing export documents, Avoiding and resolving discrepancies, Understanding shipping terms, Uniform customs and practice for documentary credits (UCP 600)

For further information about this course please contact **Peter Moore** 0121 450 4219 or p.moore@birminghamchamber.org.uk

Date: Thursday 17th July 2008
Time: 09:15 – 16:30
Location: Birmingham Chamber of Commerce, 75 Harborne Road, Birmingham
Cost: Members price: £195 + VAT. Non members price: £210 + VAT
Contact: Peter Moore, Birmingham Chamber of Commerce. Tel. 0121 450 4219
E. p.moore@birminghamchamber.org.uk

The Keys to Export Success: Expanding Export

UK Trade & Investment is the Government organization, which helps UK-based companies succeed in an increasingly global economy. Its range of expert services is tailored to the needs of individual businesses in order to maximize the opportunities for international success. Its knowledge, advice and practical support is available to UK businesses who want to develop Overseas trade.

An introduction to UKTI's unique market research and on-the-ground support service facilitated through the British Embassy in the territory

Date: 10th September and 16 September 2008
Time: 08:15 – 12:00
Cost: **FREE**
Contact: Local International Trade Team: Herefordshire & Worcestershire: 0845 641 1613
Birmingham: 0121 450 4205, North Staffordshire: 01782 202222, Coventry
& Warwickshire: 02476 654370, Black Country: 01922 862600

Credit Management for Exporters

Import and Export Training From the Experts

A one-day course aimed at exporters who are concerned with:

- Credit control management, risks and cash flow pressures associated with overseas sales
- Managing the risks associated with exchange rate

The course will help exporters understand how to establish an effective credit control policy and assess the alternative methods of payments as a means of:

- Securing overseas debts
- Negotiating favourable credit terms to promote the growth of overseas sales
- Obtaining credit against approved finance houses

The course will also highlight the key mechanisms for managing currency exposures and reducing the risk of exchange losses.

For more information please contact:

International Trade Team on: 0845 641 1613 or email internationaltrade@hwchamber.co.uk

Date: Thursday 18th September 2008

Time: 09:30 am – 04:30 pm

Cost: Members £175, Non-Members £200

Location: Severn House, Prescott Drive, Worcester, WR4 9NE

Contact: Hereford and Worcestershire International Trade Team on 0845 641 1613

Email: internationaltrade@hwchamber.co.uk

Quaff my Bluff - Members Only

In keeping with one of our core objectives - providing the opportunity for companies to make their views heard on issues affecting international trade - we are organising a Fringe Event at this September's Conservative Party Conference, which is being held in Birmingham.

The event, entitled Quaff my Bluff, will be a light-hearted programme of wine tasting combined with the more serious objective of networking with MP's and MEP's. In between tasting the very best imports from around the world, as well as some wines we export from the UK, there will be an opportunity for you to talk to local and national MP's to make your views known on the support we need from local, central and European government. In return they will have opportunity to find out how we generate millions of pounds for the West Midlands and national economy.

Final acceptances have to be confirmed, but we expect to have representation from the Shadow Cabinet, as well as the shadow Treasury and BERR (Business Enterprise and Regulatory Reform) teams.

The wine tasting part of this event is based on the TV favourite Call My Bluff. A panel of experts will describe the wines you taste and attempt to convince you their explanation of the wine is the true one. It will be up to you to decide who is bluffing and who is telling the truth. Full programme details below

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Date: Tuesday 30th September 2008
Time: 6:00 pm – 08:00 pm
Cost:
Location: The Brasserie, University College Birmingham, Summer Row, Birmingham B3 1JB
Contact: Sunny Claire, Midlands World Trade Forum. E. s.claire@birminghamchamber.org.uk.
T. 0121 455 0268

Managing Overseas Agents and Distributors

Import and Export Training From the Experts

What is this seminar about?

It is vitally important you establish good business relationships with agents and distributors to ensure they are working to increase sales.

This course has been specifically designed for staff involved in sales and marketing and the control and appointment of agents and distributors. It covers in detail techniques to increase sales volume by using agents and distributors, and spends time looking at a number of case studies giving delegates an opportunity to discuss any issue they may be placed with.

This presentation is ideal as a refresher as well as an introduction to anyone new to this area of international trade. Due Diligence checklist, draft contracts and an exhibition questionnaire will be included and delegates are encouraged to be prepared to discuss their own business requirements in this relaxed environment.

For more information please contact:

International Trade Team on: 0845 641 1613 or email internationaltrade@hwchamber.co.uk

Date: Wednesday 1st October 2008
Time: 09:30 am – 04:30 pm
Cost: Members £225, Non-Members £250
Location: Severn House, Prescott Drive, Worcester, WR4 9NE
Contact: Hereford and Worcestershire International Trade Team on 0845 641 1613
Email: internationaltrade@hwchamber.co.uk

UK Customs Procedures Update

Import and Export Training From the Experts

What is this seminar about?

Changes to import and export procedures are so common these days that it is almost a full time job monitoring the new trends and amendments to current regulations. In a busy working environment changes to regulations can slip by unnoticed or without being fully understood – sometimes with worrying consequences.

Chamber of Commerce Herefordshire and Worcestershire and S&H have been regularly putting on this event since 2006 to give you an easy way to get up-to-date information. Delegates attending this seminar should have some knowledge of current export and import procedures, as time cannot be taken to explain basic principles and regulations.

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For more information please contact:

International Trade Team on: 0845 641 1613 or email internationaltrade@hwchamber.co.uk

Date: Monday 6 October 2008

Time: 09:30 am – 04:30 pm

Cost: Members £225, Non-Members £250

Location: Severn House, Prescott Drive, Worcester, WR4 9NE

Contact: Hereford and Worcestershire International Trade Team on 0845 641 1613
Email: internationaltrade@hwchamber.co.uk

Overseas Market Visit

The United Nations & OSCE, Vienna

Organized by Birmingham Chamber of Commerce & Industry Supported by UK Trade & Investment and organized in partnership with the British Embassy in Vienna

Birmingham Chamber of Commerce, in collaboration with UK Trade & Investment and The British Embassy in Vienna is organising a one-day seminar and meet the buyer event on "Doing Business with International Agencies" based in Vienna.

The Aim:

As the majority of UN procurement orders are not advertised internationally, contact with the Procurement Officers is extremely important. Regular visits to the UN agencies are essential to update you on UN procurement opportunities and market your products/services to the decision makers in Vienna.

The visit will enable UK Companies to have prime access to the Procurement Officers from the following organizations: United Nations Industrial Development Organization (**UNIDO**); International Atomic Energy Agency (**IAEA**), Comprehensive Nuclear-Test-Ban Treaty Organization (**CTBTO**) United Nations Office at Vienna (**UNOV**) and the Organization for Security and Co-operation in Europe (**OSCE**)

What the visit has to offer your company:

PRESENTATIONS/ADVICE FROM PROCUREMENT PERSONNEL

You will have the opportunity to bring a stand/samples of your goods/literature to the Ambassador's residence. We will invite key Procurement personnel to attend and give presentations and advice to delegates and then provide you with the opportunity to network over lunch.

ONE-TO-ONE MEETINGS

Companies will have the opportunity to conduct one-to-one meetings with Procurement Staff during the afternoon. Each company will have their own table where literature/sample material can be displayed.

HIGH PROFILE FOR SMES

This visit gives you direct contact with the key decision makers at the UN and OSCE. Birmingham Chamber of Commerce will liaise with the British Embassy in Vienna to organize the event. The Embassy maintains close and regular contact with the procurement and technical staff in the UN organizations in Vienna.

PRIORITY ACCESS TO PROCUREMENT OPPORTUNITIES

The average UN contract is worth US\$25,000 making it suitable for all types and sizes of organizations. On average UN procurement totals approximately US\$7 billion per year. UK companies win substantial business in all the agencies and English is the working language. The OSCE is a virtually untapped market in Europe and offers many opportunities for UK companies supplying appropriate equipment/services.

For further information please contact:

Alethea Warburton, Birmingham & Solihull International Trade Team

Tel: 0121 450 4205 Fax: 0121 455 8670

Email: a.warburton@birminghamchamber.org.uk