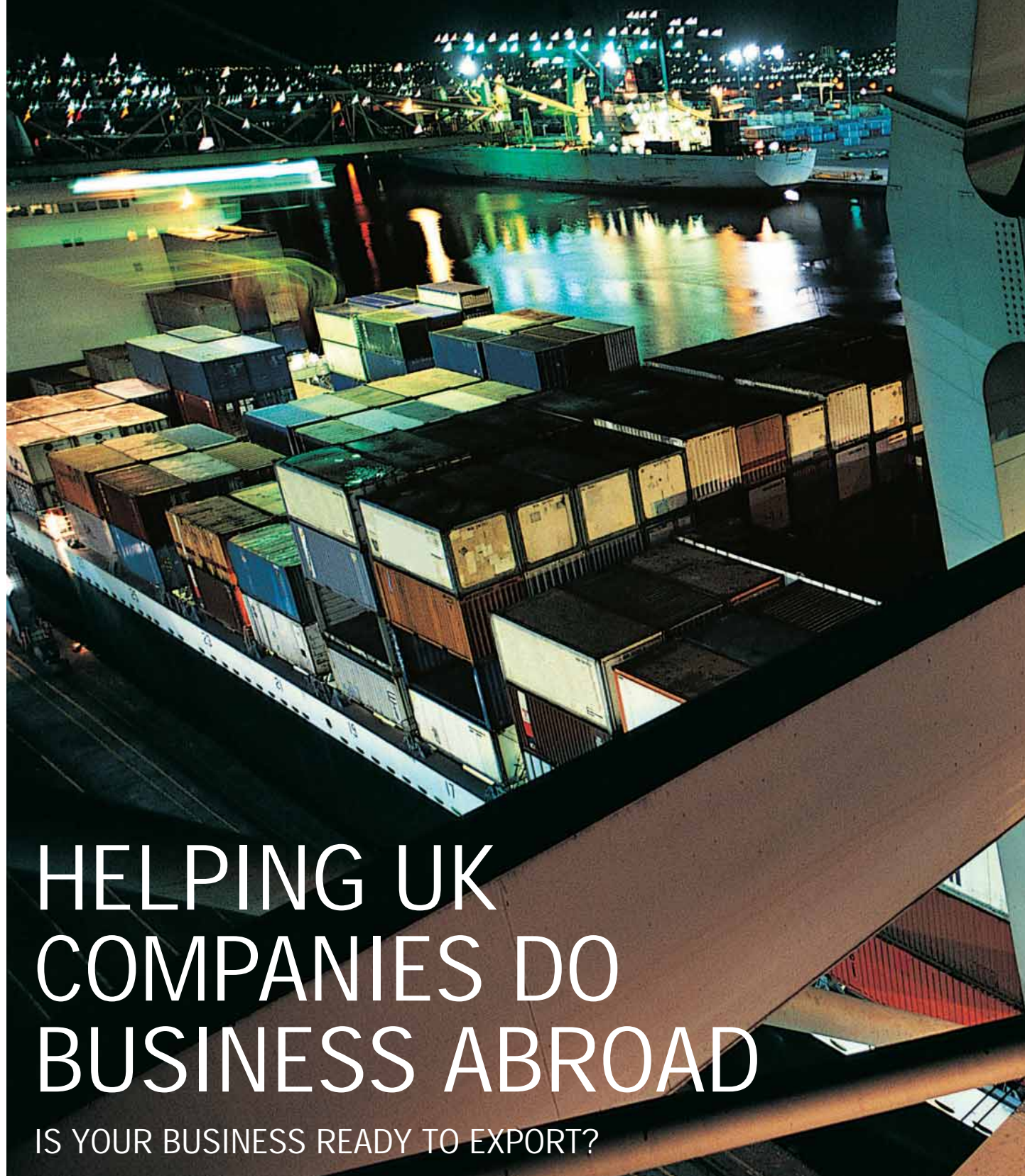


tradeyorkshire

yorkshire & humber **october-december 05** ISSUE 1



HELPING UK COMPANIES DO BUSINESS ABROAD

IS YOUR BUSINESS READY TO EXPORT?

WELCOME

TO TRADE YORKSHIRE, THE NEW QUARTERLY MAGAZINE FROM UK TRADE & INVESTMENT.

UKTI is the government organisation that provides integrated support and services to UK companies looking to achieve their overseas business potential.

In this issue, we'll show how UKTI can help your company achieve exporting success. You'll find introductions and updates on the various services we offer, features on the people who are here to help, and examples of companies that are already seeing real results.

Mark Robson, International Trade Director for Yorkshire and the Humber tells how UKTI can help businesses in the region: "Yorkshire and the Humber is already playing a significant role internationally, trading an amazing variety of products and services overseas, including design, architectural, health care, software design and education and training. At the same time our traditional industries such as engineering metals, high performance chemicals, textiles and fish processing continue to perform extremely well internationally. All the signs are that this is a region that is not merely keeping pace but setting the pace in some areas of overseas trade.

"Working with key partners such as Yorkshire Forward, we are assisting and advising companies across the region in their successful trade ventures overseas. Some are completely new to exporting whilst others are already some way down the route of developing their international trade strategy and seeking out new markets.

"However international trade is a two-way street and this is where our staff based in the major cities around the world are key to the services we offer to companies both at home and overseas. We rely on them to keep the channels of information open for British companies wanting market information abroad and for overseas businesses wanting market information on the UK. The commercial staff in our embassies and consulates are the first port of call for many overseas companies looking for potential business opportunities in Yorkshire and the Humber.

"Whether you are just venturing into selling overseas or thinking about expanding your existing export strategy, UKTI together with Yorkshire Forward can support you in realising your overseas potential."

Contact your local International Trade Teams at:

Business Link York and North Yorkshire
on 01904 656 769

Business Link Humber
on 01482 644 050

Business Link West Yorkshire
0113 385 7668

South Yorkshire International Trade Centre
0114 201 2555

Or visit www.tradeyorkshire.com
or www.uktradeinvest.gov.uk



WEBSITE MEANS (INTERNATIONAL) BUSINESS.

Whether you're a first timer or an old hand at exporting, the Trade Yorkshire website - www.tradeyorkshire.com - is an invaluable source of information, advice and support for businesses in Yorkshire and the Humber.

New exporters can find help with getting started and understanding the export process, whilst experienced exporters can get advice on developing new and more difficult international markets.

The website provides a framework of trade support for businesses by signposting advice, experts, projects and initiatives, funding, case studies, news and much more in the region's international trade life.

The regional events calendar gives details of ongoing activities organised to support specific markets and industries including trade missions, seminars, exhibitions, meet the buyer events and training and development programmes.

The website is linked to the Regional International Business Directory, which provides an on-line source of information on international business capabilities and profiles of regional businesses.

The key features of the directory allow users to:

- Identify business needs to trade internationally
- Allow targeted marketing of services
- Monitor and evaluate the services offered to business.

By registering your business on the directory via the Trade Yorkshire website and keeping your profile updated you'll be allowing international trade support organisations in the region to keep you informed about events, activity and information relevant to your business.

You can make sure you get the support you need – whether it's training, market research, market information, information on funding opportunities, translation services or all of these and many more.

www.tradeyorkshire.com
export:knowledge.expert:advice.

AN EAST YORKSHIRE COMPANY HAS JUST RETURNED FROM NEW ZEALAND WITH SOME SUBSTANTIAL BUSINESS FOR ITS SPECIALISED AIR BRAKE SYSTEMS FOR TRACTORS AND TRAILERS.

Tractair Ltd is a family-owned business based in Brough which designs, manufactures and installs air and hydraulic brake systems for special applications.

The company has been closely involved in the development of air brakes for agricultural and other off-road vehicles since 1985. Tractair adapts available technologies to meet the demands for increasing loads and speeds handled by agricultural and construction vehicles on and off the highway.

With the support of International Trade Adviser Stephan Stahl at Business Link Humber, Tractair took part in a Trade Mission to Fieldays in New Zealand, the largest agricultural show in the southern hemisphere, and returned with a £15k order.

This success follows on from a visit to Chicago and Fargo in North Dakota in the USA, where Tractair talked to three major US companies and came back with some long-term business from one of them and some serious interest from the other two which will bring them a minimum of £60,000 over the next twelve months.

Stephan said: "Tractair made a real change in the way they do business and have reaped the rewards after moving to a more proactive approach and looking further afield than their core UK client base. The company was helped in its bid for overseas trade when they signed up to UK Trade & Investment's Passport to Export programme, which is designed to help new and novice exporters with training, advice and support.

Says David Constantine, Tractair's Managing Director: "We were made aware of the Passport programme by the International Trade Team at Business Link. The two-day training session was the best training I've ever had with dynamic sessions led by quality trainers on all aspects of the exporting process. The Passport programme also supported our recent successful market visit to the United States.

Tractair have also taken advantage of UK Trade & Investment's Export Communication Review. This programme brings on board an experienced marketing consultant who undertakes a detailed audit of a company's current communication systems with overseas customers.

Says David: "Mary, our reviewer brought a new and positive dimension to the company. Her work with a range of export products with different companies enables her to see quickly what works and what doesn't. She was also very good at getting us to prioritise our thinking. By focussing on just one thing, we were able to put all efforts in one direction."

Says Mary Cousins, Export Communications Reviewer for Tractair: "In looking more closely together at the company's website, I was able to offer advice for improvements to its layout and design with overseas users in mind. I was also able to provide some quality editorial on the company to raise Tractair's profile in trade magazines and other media."

Tractair are now looking to expand their overseas business in Ireland and Italy.



A COMPANY IN HUDDERSFIELD IS DISCOVERING THAT IT HAS BAGS OF BUSINESS POTENTIAL OVERSEAS AND IS WELL ON THE WAY TO REALISING IT.

Wiley Accessories specialises in the design and supply of fashion handbags and accessories. With a steady demand from some well-known names on the British high street, the company is supplying a wide range of the market.

Now the company are building on some early successes overseas with a little help from UK Trade & Investment's export programme designed to help new and early exporters develop their international business.

Says Martin Mortimer, Export Sales Manager: "We got involved with the Passport to Export programme at the suggestion of one of the international trade advisers at the Business Link after we told them we were looking to consolidate and grow our business outside the UK. The Passport programme answered a lot of our questions about exporting and rubber stamped some ideas we already had."

With the help of International Trade Adviser Brian Aungiers, the company commissioned a market report to target where the best opportunities for their products were likely to be.

Says Brian: "A market report helps companies narrow down their market search and saves a lot of early mistakes that can cost both time and money. When it comes to exploring the possibilities for international trade small businesses such as this cannot afford to rely on guesswork."

The report identified the key markets of France and Germany, both of which Wiley are currently developing successfully. Recently the company appointed its first member of staff in Paris.

Adds Martin: "Further down the line we would like to look into developing our website as well as testing the waters in other European markets. When we are ready to do this we will be talking it through with our International Trade Adviser at the Business Link."





CUSTOMS MAN COMES ON BOARD.

In May John Griffiths from Revenue and Customs joined the UK Trade & Investment team in Yorkshire and Humber.

Says John: "Over the next year I'm looking forward to adding value to the quality advice that companies across the region are being offered by the international trade teams. I want to raise awareness of some excellent programmes at Revenue and Customs that could significantly ease a company's cash flow situation and in some cases, even save money for businesses involved in overseas trade."

John comes well prepared for the job, having worked as an International Trade Development Liaison Officer as well as in the Business Education Support team at the former Customs and Excise.

Adds John: "I'm finding that many companies just don't know that these relief schemes are out there for their benefit, and I really want to spread the word. Just the other day I was out with one of the advisers and I was able to show a company how one of these regimes could put him in a much better position financially. It makes sense to team up with UK Trade & Investment as we are all working with the same kind of companies and we all want to help them improve their overseas trade operations."

Says Mark Robson, International Trade Director: "Having John on the team gives us another string to our bow. He is able to show companies how the new Revenue and Customs department is user-friendly and has a range of programmes that can facilitate their overseas business."

➔ **For advice or a free consultation about how any of the schemes could help you contact John Griffiths.**
Mobile: 07799 338191
john.griffiths@uktradeinvest-yh.org.uk
www.uktradeinvest.gov.uk



SPECIALIST ADVICE OPENS THE DOOR TO THE INTERNATIONAL ARENA.

Healthcare companies from across the region are set to receive first-class opportunities in the international arena, as Medilink (Yorkshire and Humber) Ltd and UK Trade & Investment team up to continue their support for exporters.

Medilink has given more than ten years of direct support to the region's Healthcare Technologies companies in the global marketplace, and so is perfectly placed to join with UKTI to deliver excellence to the region's exporters.

Medilink is one piece of a support jigsaw that brings together healthcare companies, NHS trusts, universities and business support/government agencies to stimulate innovation and enhance the competitiveness of the British Healthcare Technologies sector. Its international support has recently been enhanced by Charlotte Bowden, Medilink's International Trade Manager, and the UKTI Healthcare Technologies Sector Specialist for the region.

This role will allow Charlotte to deliver hands-on advice and make sure the region's companies are aware of the opportunities that exist in international markets, focussing on areas such as missions, exhibitions, trade fairs and other initiatives.

Charlotte says: "It is through programmes such as this, which bring together agencies that have key sector specialisms, that the sector can provide the region with the opportunity to fully realise its export potential in the Healthcare Technology field, and provide wealth and health for years to come."

➔ **To find out more contact Charlotte Bowden.**
Dir Tel: +44 114 222 7453
c.bowden@medilink.co.uk
www.medilink.co.uk



"PASSPORT TO EXPORT - A PROGRAMME THAT MEANS BUSINESS OVERSEAS.

In the last three years more than 500 Yorkshire and the Humber companies have signed up to UK Trade & Investment's Passport to Export programme, helping these businesses in their first steps into overseas trade.

Aimed at new and inexperienced exporters, Passport brings together a range of services which will help smooth the way to your company's first visit to the market. These include one to one support from an expert International Trade Adviser who will help you assess your state of readiness to trade overseas and create an export plan tailored to your business.

Huddersfield glass company Novaglaze had already made a name for itself in the UK with its unique glass bending skills when it signed up to UK Trade & Investment's Passport to Export programme in 2003.

Says Gary Smith, Marketing Consultant: "Business Link West Yorkshire put us on to their international trade team and we signed up to the Passport programme. This highlighted all aspects of the exporting process including some of the pitfalls that inexperienced exporters can easily fall into. We learned you need to consider it from every possible angle, some of which you've never even thought about!"

Novaglaze have recently returned from their second successful GP&T Exhibition, where they displayed their glass bending capabilities with an eye-catching sailboat constructed entirely of glass.

The overseas contracts they have secured to date include the glass roof for the prestigious Athens Olympic swimming pool, and a contemporary church altar.

➔ **To find out more about Passport To Export contact David Golding on 0113 385 7672**



INTERNATIONAL BUSINESS NETWORK.

Rudding Park in Harrogate plays host on 19 September to the fourth International Business Network event, following successful events in East, South and West Yorkshire.

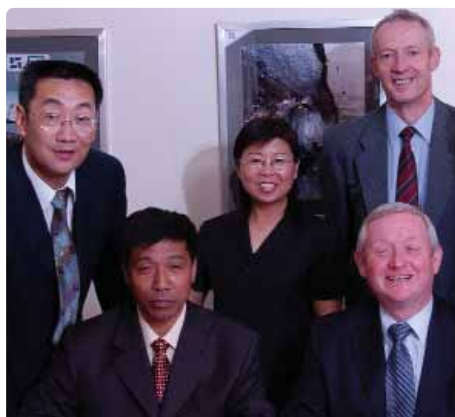
It's now almost a year since we launched the IBN and we have had a tremendous response to the programme from across the region. Our previous events attracted a great deal of interest from the local business communities and were extremely well attended with over 170 companies networking together at the last event in Hull.

The aim of the IBN is to create opportunities for businesses from all industries in Yorkshire and the Humber to share information, ideas and experience that will increase their international business potential.

With guest speakers Ajaz Ahmed, founder of Freeserve and Jude Kelly OBE, former Artistic Director of the West Yorkshire Playhouse, Chair of Culture and Education for the successful 2012 Olympic Bid and newly appointed Artistic Director of the South Bank, the event promises to provide a vibrant, dynamic environment for companies to meet, get motivated and learn from each other.

Jude says: "Yorkshire was my home for 14 years and a place that supported my role as an 'entrepreneur of the arts'. While building the West Yorkshire Playhouse, I knew we were creating a shared space for imagination and artistic enterprise to flourish. The Playhouse brand travelled across the country, to the West End, and around the world, but like all successful enterprises, I knew the source of its energy. In this case, it was the communities of Yorkshire."

➔ **The next IBN will be held in December, date to be confirmed. For further information contact UKTI on 0113 394 9826**



SOUTH YORKSHIRE MINING MANUFACTURER STRIKES GOLD IN CHINA.

To be a successful exporter it is important to consider your entry into a potential new market and you may wish to carry out export marketing research for your chosen market. UK Trade and Investment provides a subsidised service for UK exporters - the Export Marketing Research Scheme (EMRS) - which is administered by the British Chamber of Commerce on behalf of UKTI.

One company that has been helped by EMRS is Hydra Mining of South Yorkshire. Hydra has been a leading manufacturer of shearer drums for over 40 years and has recently signed a new deal with the largest shearer manufacturer in China, the Tai Yuan Mining Machinery Group.

Hydra's Managing Director Gordon McShannon says: "The purpose of the support was to finance a visit to China to complete our market research and to identify commercial opportunities for our range of products in the Chinese underground coal mining industry.

"From this research we were able to formulate a marketing strategy to win long term market share in this highly competitive market. This culminated in us signing a trading agreement in June 2005 with TMMG.

"The reality is without the EMRS funding I don't believe Hydra would have completed the necessary research and we would not have signed the agreement with TMMG. It was that important to us."

Follow up visits are planned by Hydra to China in October this year to help with training and to supervise the manufacture of the first sets of shearer drums to be manufactured in China to the Hydra design.



UKTI WORKS CLOSER WITH THE UNIVERSITIES IN THE NORTH OF ENGLAND.

Three major international business departments in the North of England have teamed up with UKTI to develop NE-CIBER - the North of England Centre for International Business Education & Research - in an effort to establish closer links between the academic and business communities.

The three academic bodies, which are parts of Bradford and Leeds Universities and Manchester Business School, represent the largest cluster of international business researchers in the UK and possibly Europe.

CIBER Centres have proved to be very successful in the USA where they have existed since 1988 as partnerships between the top universities and the US federal government.

The CIBER concept in the North of England is still being developed. However, the main goal is to work closely together to create a centre of excellence in international business and create a significant research body.

NE-CIBER recently launched its first range of activities, consisting of roundtable discussions on various selected topics of interest to companies in International Business and the sharing of experiences on specific themes at each meeting.

The first roundtable was held on July 6 on Investment in China. Mark Robson, International Trade Director for Yorkshire and the Humber, said:

"Feedback from companies was very positive and the cooperation between UKTI and three universities in the North of England received the "thumbs up" from the companies at the event. The CIBER could well be a way to bring the academic and business communities closer and start an on-going dialogue, which will benefit all groups, as well as the North of England."

PROVIDING SUPPORT, ADVICE & ASSISTANCE.

Drop the Debt, Make Poverty History, Live 8 and the Gleneagles G8 summit have all brought the issue of development aid to the fore of public consciousness in recent months. But dig beneath the headlines and aid funded business is worth an estimated US\$60 billion per annum with opportunities abound for the supply of goods and services.

Philip Kelly, UKTI Procurement and Funding Adviser, is providing support, advice and assistance to Yorkshire companies which supply to agencies including the United Nations, the World Bank, the UK's own development aid agency, the Department for International Development (DfID) in addition to accessing public sector contracts across the expanded European Union.

Since graduating from Sheffield Hallam University in 1995, Philip has gained considerable expertise in the aid-funded arena and also in obtaining publicly funded contracts. Prior to joining UKTI he has been employed by an academic consultancy tracking World Bank and European Commission funded programmes, an IT supplier to secure hardware and maintenance supply contracts to organisations including NHS trusts, the academic community and blue chip clients alike and additionally for one of the region's chambers of commerce, securing European funds for a wide portfolio of domestic and international project activities.

"Aid funded work is often seen as requiring lots of resource input for little return" notes Philip "it is my intention to dispel that idea and highlight how, along with the wider support available from UKTI, that there are plentiful opportunities for the region's businesses which could be being secured right now."

"Aid agencies are procuring a wide range of goods and services from the supply of medical equipment, protective clothing and power generators through to sanitation supplies, emergency lighting and office supplies and procurement officers are constantly looking for new suppliers to ensure that their requirements are fulfilled."

➔ For further information on how UKTI can support you to access aid funded and public sector opportunities please contact Philip Kelly, Regional Procurement and Funding Adviser: +44 (0)7734 983728 philip.kelly@uktradeinvest-yh.org.uk

BAGHDAD & BACK AGAIN

WHEN HE HEARD THAT UK TRADE & INVESTMENT WERE LOOKING FOR VOLUNTEERS TO FACILITATE BUSINESS OPPORTUNITIES IN WAR-TORN IRAQ, MUSTAQ BIRADER HAD NO QUALMS ABOUT HEADING FOR BAGHDAD.

For an International Trade Adviser who had worked across the Yorkshire and Humber region as well as in Saudi Arabia and Pakistan, the chance to play a useful part in Iraq's reconstruction was an exciting challenge. Says Mustaq who went out to Baghdad in September 2003:

"I felt I had a lot of experience to offer to that particular post and I wanted to see if I could play some part, however small, in getting the country back onto its feet. I also liked the idea of being in at the beginning of something."

Mustaq's first task was to work in a partnership with the British Office in Baghdad and the Iraqi Ministry of Trade to develop a business facilitation centre launched by Patricia Hewitt earlier in 2003. The centre was based at the heart of the 'green zone', the five mile square safety area in and around Baghdad.

Says Mustaq: "My job was to develop and manage the centre as well as to train a small team of Iraqi nationals from the Ministry of Trade who were hand-picked to work there. Since all I had to work with at first were a

couple of desks and chairs, it involved a lot of ingenuity to turn it into a working office that could open its doors to the public as soon as possible. However I'm pleased to say that we soon managed to establish a website and a database with 10,000 registered Iraqi companies."

After four months at the business facilitation centre, Mustaq transferred to the British Office in Baghdad, where he worked exclusively with British companies. Unfortunately increasing security concerns meant that Mustaq had to cut short his stay in Baghdad and he went on to spend four months at the British Embassy in Jordan:

Says Mustaq: "Jordan is seen as the gateway to Iraq and that's why about 1200 Iraqi companies are now registered there to facilitate their business. British companies are also quite happy to visit Iraqi companies in Jordan where there are no real security issues. When things finally stabilise in Iraq, I very much hope that I will get another opportunity to work out there."



DEDICATED FOLLOWER OF FASHION...

Britain continues to be seen as an innovator in terms of fashion, and Yorkshire is home to some excellent fashion and design colleges. A lot of new designers are choosing to base themselves in the towns and cities they studied in, rather than heading straight for London.

Sector Specialist Lorraine Ellison works with fashion, design and textiles companies at all stages from incubator level upwards, to help them improve their international trade potential.

Lorraine explains how she can help companies thinking of exporting: "It is a characteristic of the fashion and design industry that a lot of companies focus on what they're good at - designing - and the business side of things is sometimes a secondary consideration. My objective is to identify where the company is at, and determine their readiness to start trading internationally. A company needs to be at the 'right moment' to embark on international trade."

Trade shows are key - this is the way in which most fashion and textile companies will sell their product.

Historically international buyers think 'London' and generally won't come to the regions, which is why the European and international trade shows are so important. Trade shows vary and it's vital to know which one you need to be at. Many are abroad, and to show at one of the Paris shows can be just as important for the UK business as it is for overseas.

Lorraine says: "Buyers tend to look for the magic ingredient which will ensure their customer buys from them and not their competitors. Export success is achievable, but can be a long haul. "Trade shows can be nail-biting affairs but when success comes companies need to be fully prepared."

Japan and the US are always on the fashion radar, but may be a long way ahead for some companies. Lorraine says: "China and Korea are just two of the emerging markets but there is a lot of competition from Asia, which is a challenge in itself."

One way for a company to begin its international foray is by engaging with the UKTI Passport to Export Programme. Sarah Clough is designer and founder of Bradford based Opika (formerly Okapi), designing and producing handbags and accessories using materials sourced globally. She undertook Passport earlier this year and says: "This was one of the best courses I've been on. There were a number of issues that I'd thought about

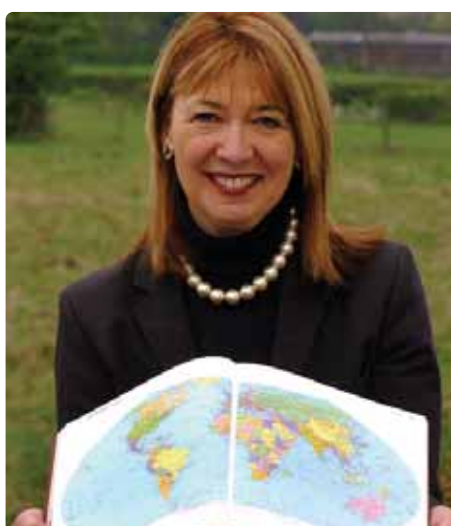
but not wanted to tackle and Passport made them easier to understand which took away some of the fear." She has since commissioned an in-depth report on Japan and plans to visit there later this year. "The support received from UKTI and Lorraine has been invaluable. Through it we have been able to tap into a huge network of expertise that would not normally have been at our disposal. We have also been lucky to have Lorraine as our mentor who brings such a wealth of experience together with a solid understanding of the industry. UKTI have been able to help with getting opinions on trade marks and registration, providing contact with key players within the industry, helped liaise with the commercial officers at British Embassies in countries we are looking to do business with and also helped ensure Opika get a place at the trade exhibition WORKSHOP in Paris."

One of Lorraine's key objectives is to build on the informal network of fashion, accessory and jewellery designers. Following the success of recent events, she is currently planning a Masterclass Workshop for designers at Harvey Nichols in Leeds on 31 October which will focus on the importance of brand building, making the most of PR and media and merchandising techniques. Speakers on the day include Colin McDowell, international fashion journalist, broadcaster and author, and Ann-Louise Roswald, a textile and fashion designer originating from Scarborough and whose brand is now truly global.

Lorraine says: "Keeping ahead of global trends is quite mind-boggling for many newcomers. Whilst we are not trend analysts, we are here to make the international experience an exciting as well as a commercially beneficial prospect."

➔ **For further information contact Lorraine Ellison on 07971 069 465**

➔ **For more details on Passport to Export visit www.tradeyorkshire.com**



CRIME PAYS FOR HARROGATE COMPANY!

A Harrogate company is beginning to see its export dreams realised after taking advantage of a package of assistance from North Yorkshire Business Link.

Crime Prevention News is a Harrogate based company 'CPN Europe Ltd', which specialises in crime prevention publishing.

International Trade Adviser Peter Tweddle arranged for CPN to go on a Passport to Export course and to receive an Export Communications Review.

Said Peter: "CPN's strategy from the start has been to become the pan-European acknowledged expert provider of choice for its product range. This is an example of a company which, by the nature of its product offering, needed to be able to 'think global and act local' in order to succeed."

A first visit to Sweden was made in order to research the market and meet community security decision makers.

Later, input from the Business Link and from the Stockholm Post helped CPN establish the credibility needed to secure an all-important first order from Haninge Council.

Peter says: "The 'Passport' programme helped CPN to develop and refine its strategy and make the right contacts across a range of key markets. Other support from our side included Targeted Export Support Scheme (TESS) funding to assist with website translation and with research of market potential in Scandinavia, the Baltics and Portugal'.

Managing Director of CPN Andrew Stringer said: "We have really appreciated the support Peter has provided, and we are now supplying our booklets to crime prevention partnerships across Europe, from Latvia to Lisbon!".

SEPTEMBER.

13TH Creating Biotechnology Business Advantage - For Humber Companies interested in finding out about business support available including international trade support.

Hull, The Deep

Alastair Gardner: 07810 852314

13TH Chinese Mid-Autumn Business Dinner. Prestigious business networking dinner with case studies.

Maxi's restaurant Leeds

Leeds Chinese Community Association:
0113 234 6019

lcca@leedschinese.co.uk

13TH Agents & Distributors master class - one day seminar.

Business Link West Yorkshire: 0113 385 7668

19TH International Business Network event.

Rudding Park, Harrogate

Jonathan Garlinge: 0113 3949826

20TH South Humberside Export Association. [S.H.E.A.] Meeting - Are you ready to Export? Speaker - Eve Husband Business Link West Yorkshire.

Wortley Hotel Scunthorpe

David Lilley: 07810 548901

21ST "Understanding the French Retail System" - A workshop in Leeds explaining the structure and purchasing process of French retailers (food).

Barry Precious: 07810 158380

bprecious@blhumber.co.uk

29TH Leeds Chamber of Commerce & Industry, Country Briefing - Lithuania. Guest speaker - Olga Stravinskiene.

Debra Crossley: 0113 247 0000

30TH Doing Business in Durban - advice on investing in and trading with South Africa from business representatives from Durban.

Leeds

Fiona Sutton: 0113 247 4476

fiona.sutton@leeds.gov.uk

OCTOBER.

TBC Ready to Export - a half day seminar aimed at companies and individuals who are completely new to export. It explores the benefits of exporting, basic market research, market entry methods, financial issues and export paperwork.

Bewleys Hotel, Leeds

Business Link West Yorkshire: 0113 385 7668

6TH Making China Your Success - conference.

Leeds

Mustaq Birader, UKTI: 0113 394 9823

10TH-12TH Cordia International, An Exhibition in London - For Yorkshire Biotech Companies seeking international business partners.

Alastair Gardner: 07810 852314

11TH S.H.E.A. Meeting - Exporting to the Middle East - Speaker Dr Geoff Adams Phosyn Plc.

Stallingborough Grange Hotel,

Stallingborough Nr Lincs

David Lilley: 07810 548901

12TH Working with Americans Masterclass.

Venue TBC

Business Link West Yorkshire: 0113 385 7668

17TH-21ST Trade Mission to Thailand (Education and Training).

Nev Breedon: 07717 345573

19TH-20TH Passport to Export Workshop - UKTI's flagship programme aimed at helping new and novice exporters to begin exporting in an efficient and strategic manner.

Bewleys Hotel, Leeds

Business Link West Yorkshire: 0113 385 7668

27TH Leeds Chamber of Commerce & Industry Briefing - Poland. Guest speaker - Michael Dembinski from BPCC.

Debra Crossley: 0113 247 0000

31ST Textile and Fashion design master class (one day seminar).

Harvey Nichols, Leeds

Lorraine Ellison: 07971 069465

TBC Working with Americans master class (one day seminar).

Business Link West Yorkshire: 0113 385 7668

NOVEMBER.

TBC Leeds trade mission to Louisville, Kentucky USA. Trade mission with tailored itineraries of 1:1 business meetings.

Ian Williams: 0113 247 0000

ianw@leedschamber.co.uk

TBC Opportunities India (seminar).

Leeds

Mustaq Birader, UKTI: 0113 394 9823

TBC Internet master class (one day seminar).

Business Link West Yorkshire: 0113 385 7668

1ST-3RD CPhI Worldwide Madrid - For Chemical manufacturers, supply chain companies looking to trade in the global pharmaceuticals industry.

Alastair Gardner: 07810 852314

6TH-9TH Trade Mission to South of France. UKTI, in partnership with the local Chamber of Commerce in Perpignan are organising a trade mission to the Languedoc-Rousillon region, giving companies the opportunity to access the south of France.

Opportunities exist for companies in Food & Drink, Bioscience, Textiles, ICT, Medical Research and Advanced engineering and Manufacturing.

Business Link West Yorkshire: 0113 385 7668

7TH-9TH Bio Europe Dresden - For Yorkshire Biotech Companies seeking international business partners.

Alastair Gardner: 07810 852314

8TH-9TH Passport to Export Workshop.

Marriott Hotel, Rotherham

Business Link West Yorkshire: 0113 385 7668

14TH-18TH Trade Mission to Thailand (Mechanical and Electrical Engineering). Deadline 15 October.

Heather Guile: SYITC 0114 201 2576

15TH S.H.E.A. Meeting - Exporting to Scandinavia.

Ashbourne Hotel, North Killingholme, Nr Lincs

David Lilley: 07810 548901

16TH-17TH Chemical Engineering North, Exhibition, Harrogate - Aimed at companies in chemical, pharmaceutical and biotech engineering services.

Alastair Gardner: 07810 852314

17TH-18TH EU-Thailand Partenariat, Thailand Business matchmaking event for SMEs from Thailand and EU member countries. Deadline 15 October.

Heather Guile: SYITC 0114 201 2576

18TH Fairtrade Business Forum. Free event for buyers to meet suppliers of Fairtrade produce.

Leeds Civic Hall, Banqueting Hall

Sarah Wells: 0113 247 4129

sarah.wells@leeds.gov.uk

19TH-29TH Outward Mission to Miami Food & Beverage Show - This is a UKTI sponsored initiative with a Showcase Stand. It targets opportunities in the Caribbean and Latin America. Deadline for applications is the end of September.

Barry Precious: 07810 158380

23RD-24TH Passport to Export Workshop.

Wentbridge House Hotel, Pontefract

Business Link West Yorkshire: 0113 385 7668

28TH-30TH European Biotech Crossroads - For Yorkshire Biotech Companies seeking international business partners.

Alastair Gardner: 07810 852314

DECEMBER.

3RD-10TH UK Trade and Investment in Yorkshire and the Humber are planning a mission to Indonesia to coincide with the Manufacturing Indonesia 2005 series. This is a significant and timely trade fair alongside which there are a number of aligned shows including Machine Tool, Materials Handling, Packaging, Plastics and Rubber. Details are on website www.pamerindo.com. There will be several UK companies exhibiting organised by the Engineering Industries Association.

Alastair Lang: 07771 800504

alastair@almanagement.co.uk

7TH Intercultural Communications Masterclass.

National Coalmining Museum, Wakefield

Business Link West Yorkshire: 0113 385 7668

7TH "Developing Your Creative & Media Business in Japan" seminar.

Sheffield

Heather Guile: SYITC 0114 201 2576

8TH (TBC) International Business Network event.

Yorkshire (location TBC)

Jonathan Garlinge, UKTI: 0113 394 9826

8TH (TBC) "International Business Opportunities for the Learning & Knowledge Transfer Sector". A one day conference for educators, trainers, consultants, e-learning content & systems providers. Organised by the British Learning Association and sponsored by UKTI International Sector Group for Education & Training.

Nev Breedon: 07717 345573

FUTURE EVENTS.

6TH-10TH MARCH Creative & Media Mission to Tokyo. Deadline for registration 12 Dec 05.

Heather Guile: SYITC 0114 201 2576