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## UK Trade & Investment South West eNewsletter



February 2010

Welcome to the NEW edition of the UK Trade & Investment (UKTI) South West Monthly eNewsletter.

Every month, UKTI South West will be bringing you the latest industry news and updates as well as details of forthcoming events in the UK and overseas.

[Forthcoming Events](#)

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### LATEST NEWS

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#### **Mission to Singapore**

On the 22nd February, UKTI South West will be setting off on its latest Mission to Singapore. This visit to Singapore is designed to help companies that are new to or inexperienced in, the Singaporean market. It will be of interest to companies who wish to research the market, to make new contacts, or wish to find a representative or partner. For further information, or to enquire about future Missions from UKTI South West, please e-mail Nicola Mason at: [nicola.mason@uktisouthwest.org](mailto:nicola.mason@uktisouthwest.org)

#### **Life Sciences Regional Roadshow hits the South West**

Organised by UK Trade & Investment (UKTI) and the Office for Life Sciences (OLS), the free event will take place at Leigh Court, Bristol on 9th March, 2010. [More Info](#)  
[REGISTER TODAY](#)

#### **FREE Entry into the 'Source Africa' Brochure**

The IATC is offering UK companies free entry into the Source Africa delegate brochure which will be distributed to African delegates at the Sainsbury's conferences next month. The conferences which will take place in South Africa and Kenya this February, will help farmers and suppliers gain a greater understanding of quality management and the requirements of retailers and consumers in Britain.

[CLICK HERE NOW TO FIND OUT HOW YOUR COMPANY CAN APPEAR IN THIS BROCHURE](#)

#### **Where and What to Export from the UK**

Here's some figures from the latest Department for UK Trade & Investment (UKTI) reports that could point you to those lucrative foreign markets. [Read More](#)

#### **CBBC and UKTI Appoints Chen Wu as South West Business Adviser**

Local businesses interested in overseas trade with China stand to benefit from the appointment of a dedicated South West business adviser, thanks to a partnership between UK Trade & Investment (UKTI) and the China-Britain Business Council (CBBC). [Read More](#)

### **Overseas Officer Visits this Month**

Every month each UKTI region is visited by a number of overseas officers with expertise in a particular sector. To view the schedule and find out who will be visiting the South West this month please click [here](#).

### **YouTube - UKTI Technology World 2009**

Check out the video highlights from UKTI Technology World 2009. The event was the largest ICT networking event in the UK and brought together international decision makers from over 200 overseas companies from 50 countries and 1,300 Industry professionals from over 550 UK companies. [View Here](#)

[VISIT THE UKTI YOUTUBE CHANNEL TODAY](#)

### **Follow us on Twitter**

UKTI South West is now using Twitter. To receive updates and start following us today please click [here](#).

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## **FORTHCOMING EVENTS**

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**10th February 2010 - Alexandre House, Swindon**

### **Power Up Your Exports - USA**

An exclusive opportunity to receive essential market information on the renewable's sector in the USA. This event is one of a series being held in association with UK Trade & Investment. It will outline the overseas market opportunities in renewable energy for your business and give you exclusive access to a report worth £2,000.

For more information and booking details, please visit [www.regensw.co.uk](http://www.regensw.co.uk)

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**11th February 2010 - Bournemouth AFC**

### **Fit For The Future - Workshop**

A New Year, New Opportunities - Fit for the Future Workshop

Developing new products or improving your current range may not be at the top of your priority list right now but it is VITAL to continue to grow and develop your offerings and market to keep up with and stay ahead of the competition.

For more information and booking details, please visit [www.swmas.co.uk](http://www.swmas.co.uk)

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**16th & 17th February 2010 - Bailbrook House, Bath**

### **Supercharging Exports - Workshop**

This is your chance to discover how to bring innovation to your business development and

learn how to build profitable business overseas. The workshop is being run over 2 days on the 16th & 17th February in Bath. [More info](#)  
[DOWNLOAD THE APPLICATION FORM NOW](#)

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### **23rd February 2010 - Bristol Zoo**

#### **Going Global - B.E.N Seminar**

This event explores some key questions relating to this theme:

- Which sales and marketing channels should you use? - direct sales (online or face-to-face), agents, distributors, partners, licensing.
- How can you effectively communicate and build trust with people from very different cultures?
- What support is available for exporting?

For more information and booking details, please visit [www.bristolenterprise.com](http://www.bristolenterprise.com)

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### **24th February 2010 - The Council House, Bristol**

#### **Chinese New Year - Business Reception & Networking Buffet**

Celebrating the Year of the Tiger, this year's annual business reception is taking on an exciting new format which will maximise networking and the opportunity to hear expert speakers.

For more information and booking details, please visit [www.sectormarketingevents.co.uk](http://www.sectormarketingevents.co.uk)  
[DOWNLOAD THE BOOKING FORM NOW](#)

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### **3rd & 18th March 2010 - Bailbrook House, Bath**

#### **Supercharging Agents & Distributors - Workshop**

Our next sensational workshop takes place over two days – 3rd and 18th March, in Bath. Discover how to make the most of your network of agents and distributors. Places are strictly limited, so apply for your free place now! [More info](#)  
[DOWNLOAD THE APPLICATION FORM NOW](#)



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