

# UK Solids Handling Sector Czech Republic Mission & BulkEurope 2008 Conference

9<sup>th</sup> to 12<sup>th</sup> September 2008



## UK SOLIDS HANDLING SECTOR MISSION TO THE CZECH REPUBLIC AND BULKEUROPE 2008 CONFERENCE

UK Trade and Investment in conjunction with the **International Solids Handling Advisory Board (ISHAB)** are providing UK solids handling companies with an opportunity to attend **either or both parts** of this event:

- 1) Mission to the Czech Republic to review the market potential** with local meetings and visits arranged via the UKTI Overseas Market Introduction Scheme (OMIS)
- 2) Attendance at the BulkEurope Conference in Prague** where over 200 international delegates are expected including many from developing countries

**Key features** planned include:

- **Presentation** on the local market by British Embassy staff
- **Local customer meetings** prearranged via UKTI OMIS
- **Reception** at the British Ambassador's Residence
- **Conference Dinner** sponsored by UKTI with keynote speech by the ISHAB Chairman
- **UK Stand** at the conference for promotion and networking purposes
- **UK Solids Handling Sector Guide** of suppliers
- **Mentoring** of suppliers to assist with securing meetings

**Key benefits** from attending include:

- **Opportunity to develop market opportunities in the Czech Republic**
- **Opportunity to network with international conference delegates**

**The closing date for applications for the Mission and payment is Monday 21<sup>st</sup> July 2008**

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## THE CZECH REPUBLIC



### ▪ Background information

- ❖ **Population** **10 million**
- ❖ **Area** **79,000 square kilometres**
- ❖ **Joined EU** **1st May 2004**
- ❖ **Currency** **Czech Crown (Koruna)**
- ❖ **Exchange rate** **29.83 CZK = £ 1 (2 July 2008)**
- ❖ **Prague** **1.2 million inhabitants**

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## THE CZECH REPUBLIC

- **Market Analysis – UKTI Study**

- ❖ **Significant industries**

- **Plastics and rubber**
    - **Wood processing including manufacture of building products, cabinet making, agriculture, railways, musical instrument manufacture, and toy manufacture**
    - **Paper production**
    - **Food processing including milk, sugar, coffee, tea and spices**
    - **Brewing**
    - **Tobacco processing**
    - **Chemical & pharmaceutical**
    - **Metal production, processing, and working**
    - **Cars (855,000 pa) and transport equipment manufacture**
    - **Machine tool manufacture**
    - **Agriculture including grain production and storage**
    - **Metrology**
    - **General manufacturing**

- **Solids Handling Market**

- ❖ **Existing wood and paper processing equipment manufacture**
  - ❖ **Food processing machinery manufacture is long established industry**
  - ❖ **Significant increases in cement manufacturing**
  - ❖ **Potential development for increased coal mining (ABMEC Priority Country)**

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## UK SOLIDS HANDLING SECTOR MISSION TO THE CZECH REPUBLIC AND BULKEUROPE 2008 CONFERENCE

### PROVISIONAL PROGRAMME

The provisional programme is as follows

Monday 8 <sup>th</sup> Sept.	Travel to Prague
Tuesday 9 <sup>th</sup> Sept	Presentation on the Czech Republic and the potential for solids handling  Day 1 of local meetings and visits arranged via the OMIS* scheme
Wednesday 10 <sup>th</sup> Sept	Day 2 of local meetings and visits arranged via the OMIS* scheme  Reception at the British Ambassador's Residence
Thursday 11 <sup>th</sup> Sept	Day 1 of BulkEurope 2008 Conference  BulkEurope Conference Dinner sponsored by UKTI  Networking opportunities
Friday 12 <sup>th</sup> Sept	Day 2 of BulkEurope 2008 Conference  Networking opportunities



**Note if the BulkEurope conference is not relevant to your business or interests you are still welcome to participate in the Czech Republic Mission and have the opportunity to meet selected conference delegates at the Reception at the British Ambassador's Residence.**

\* The UKTI Overseas Market Introduction Scheme (OMIS) includes an analysis of your business needs and potential in preparation for the visit to the Czech Republic. This will involve a dialogue with your local International Trade Advisor in the preceding period in order to ensure that the right information is secured. This will enable the commercial staff at the British Embassy in Prague to arrange appropriate visits and appointments for your requirements. Hence the closing date for applications to join the Mission is based on the minimum period required to undertake this activity. **The deadline is 21<sup>st</sup> July 2008**

# UK Solids Handling Sector Czech Republic Trade Mission

9<sup>th</sup> to 10<sup>th</sup> September 2008

## UKTI Overseas Market Introduction Scheme (OMIS) Activities

<p><b>OMIS Activities Programme</b></p>	<p>The UKTI OMIS activities aim to maximise the opportunities to companies in assessing and developing international trade within the local region. It is intended that this optimises the return in the cost and time in travelling to Prague.</p> <p>The Trade Mission arrangements include</p> <ul style="list-style-type: none"> <li>• <b>Briefing meeting and presentation</b> arranged by the commercial staff at the British Embassy to give an overview of the Czech Republic and its potential for UK suppliers</li> <li>• <b>Local visits and meetings</b> arranged via the UKTI OMIS scheme</li> <li>• <b>OMIS Group report</b> on the Czech Republic giving an overview of the economic and political situation, details the local solids handling industry, and a summary of activities in the key end user sectors such as coal, cement, food manufacture, etc</li> <li>• <b>Pre-event meeting</b> in the UK to assist with preparation for the visit</li> <li>• <b>A reception</b> at the Ambassador's Residence on <b>Wednesday 10<sup>th</sup> September 2008</b> with invitations issued both to key delegates from the local industry and also to selected delegates attending the conference from developing countries. <b><i>All delegates will require security clearance well in advance of this event and no last minute bookings or substitutions will be allowed</i></b></li> <li>• <b>Mentoring opportunities</b> to ensure that maximum advantage is taken for securing meetings with relevant delegates attending the BulkEurope conference</li> </ul>
<p><b>Costs</b></p>	<p><b>The cost of this package is £ 590 plus VAT (£ 693.25 gross) per delegate.</b></p> <p>This is payable in two stages with</p> <ul style="list-style-type: none"> <li>• £ 340 plus VAT payable to Oakley Associates Ltd to confirm the booking</li> <li>• £ 250 plus VAT will be payable at a later date to your local ITA or equivalent in the devolved administration for the tailored OMIS work undertaken to identify relevant opportunities and appointments during the Mission.</li> </ul> <p>In the event that insufficient companies confirm bookings for the Trade Mission then UKTI reserve the right to cancel the event and all money will be refunded. Local travel and interpreter costs are excluded from the package.</p>
<p><b>BulkEurope Discount Vouchers</b></p>	<p>Vouchers are available for the first 15 companies registering and paying for the UKTI Trade Mission <b><i>which offer a discount of 10 percent from the booking costs for the BulkEurope 2008 conference, applicable to both the 'Early Bird' and standard rates.</i></b></p>
<p><b>Travel and Accommodation</b></p>	<p>Delegates are responsible for making their own travel and accommodation arrangements. Accommodation can either be booked independently or via the BulkEurope 2008 website.</p>
<p><b>Next step</b></p>	<p>Following receipt of your booking form and payment contact will be made by your local International Trade Advisor to develop your requirements for the OMIS activity and tailor your specific interests for the local visits and meetings. An event preparation meeting will be scheduled in August to assist with maximising the opportunities from the Prague visit.</p>
<p><b>Disclaimer</b></p>	<p>Oakley Associates Ltd is acting as the appointed UK Trade &amp; Investment contractor for the purposes of arranging the UKTI supported activity. In collecting the funds on behalf of UKTI no guarantee is given or implied by Oakley Associates Ltd in relation to the performance of UKTI or associated organisations.</p>

# BulkEurope 2008 Conference

11<sup>th</sup> to 12<sup>th</sup> September 2008

## UKTI Platinum Sponsors

<p><b>BulkEurope 2008</b></p>	<p>There will be a significant UK presence at this event following the decision of UKTI to sponsor the event dinner and to take a stand on behalf of the UK solids handling sector. In addition there will be higher proportion of speakers at the conference from UK companies.</p> <p>Booking for the BulkEurope2008 should be made directly with the organisers Vogel Industrie Medien GmbH either by post, by fax, or via their website</p> <p>The conference cost is <b>€ 1120 per delegate</b>.</p> <p>An Early Bird Offer of <b>20% discount</b> is available for bookings made directly with the organisers <b>before 31<sup>st</sup> July 2008</b> giving a discounted cost of <b>€ 896 per delegate</b>.</p> <p>In addition the first 15 delegates registering for the preconference UKTI Mission in the Czech Republic will qualify for 10 percent discount voucher which can be applied to either of the above detailed prices giving a net cost of € 1008 (or €806 for the Early Bird Offer).</p> <p>For UK delegates who only wish to attend the BulkEurope 2008 conference there is an option to attend the <b>UKTI Reception at the British Ambassador's Residence on Wednesday 10<sup>th</sup> September 2008</b> at a cost of <b>£ 30 + VAT (£35.25) each, subject to availability and security clearance</b>. This option is available until 20<sup>th</sup> August &amp; no substitutions are permitted</p>
<p><b>Conference Dinner</b></p>	<p>UKTI are sponsoring the Conference Dinner with a key note speech from the ISHAB Chairman</p>
<p><b>Exhibition Stand</b></p>	<p>UKTI are hosting an exhibition space to promote UK solids handling interests and the stand will be located close to the conference entrance. It is intended that the stand area will provide a venue for networking and promotion during the conference breaks. Delegates attending the Mission will be given the opportunity to display brochures on the UKTI conference stand.</p> <p>There are a small number of exhibition stands available by individual companies and further information is contained on the Vogel website.</p>
<p><b>Organiser Contact Details</b></p>	<p><b>Vogel Industrie Medien GmbH &amp; Co KG</b>, Vogel Transtech Publications BulkEurope 2008, Max-Planck-Str 719, 97064 Wurzburg, Germany Fax No 00 49 931 418 2090</p>
<p><b>Website</b></p>	<p><a href="http://www.bulkeurope2008.powderbulkchannel.com">www.bulkeurope2008.powderbulkchannel.com</a></p>
<p><b>Accommodation</b></p>	<p>The conference is being held at the <b>Hotel Diplomat Prague</b> and there is a link to secure preferential rates at this hotel via the above website. Alternative hotels can be booked via the normal channels. There are no special travel arrangements and it is assumed that delegates will make their own bookings for the most relevant flight to suit their requirements (low-cost flights are available from many regional airports).</p>

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9<sup>th</sup> to 12<sup>th</sup> September 2008

## BOOKING FORM

Please complete in full and return to **Oakley Associates Ltd** as the appointed contractor to UKTI **before 21<sup>st</sup> July 2008**

### CZECH REPUBLIC Trade Mission - 9/10<sup>th</sup> September 2008

<b>Attendance</b>	I wish to participate in the UKTI Czech Republic Trade Mission at a cost of £ 590 plus VAT (£ 693.25 gross) <b>Yes <input type="checkbox"/> No <input type="checkbox"/></b>
<b>Payment</b>	<b>A cheque should be sent payable to 'Oakley Associates Ltd' for £ 399.50</b> (£ 340 + VAT). The balance of £ 250 plus VAT will be payable when the OMIS work is undertaken to identify specific opportunities and arrange appointments for specific company needs. <b>If you require an invoice in advance</b> to allow for processing via your company accounts department and/or pay via a BACS transfer <b>please tick this box <input type="checkbox"/></b>
<b>Closing Date</b>	The closing date for bookings/payment is <b>21<sup>st</sup> July 2008</b> to allow for the OMIS preparation.

### BulkEurope 2008 Conference- 11/12<sup>th</sup> September 2008

<b>Confirmation of attendance</b>	Please indicate if you are planning to attend the conference via a direct booking with the organisers <b>Yes <input type="checkbox"/> No <input type="checkbox"/></b>
<b>UK Reception</b>	If you are not participating in the UKTI Czech Republic Mission do you wish to be considered for attendance at the UKTI Reception on 10 <sup>th</sup> September at the British Ambassador's Residence at £ 30 plus VAT (£ 35.75) subject to availability and security clearance. An invoice will be issued for immediate payment. No substitutions are permitted. The deadline for this option is <b>20<sup>th</sup> August 2008</b> . <b>Yes <input type="checkbox"/> No <input type="checkbox"/></b>

### Registration Details

<b>Company name</b>	
Address	
Postcode	
Website	
<b>Products/Services</b>	
20 words max. for use in brochure	
<b>Delegate Name</b>	
Job Title	
Telephone No	
Mobile Number	
Email Address	

# Czech Republic Trade Mission & BulkEurope 2008

9<sup>th</sup> to 12<sup>th</sup> September 2008

## About Your Business

Indicate as necessary, if your business complies with the following UK Trade & Investment definitions

**Small Enterprise:**  
With fewer than 50 employees

and has either an annual turnover not exceeding EUR 10m (£7m approx) or an annual balance sheet total not exceeding EUR 10m (£7m approx)

and not more than 25% of the capital or voting rights owned by an enterprise which itself is not an SME

Yes  No

**Medium Enterprise:**  
With fewer than 250 employees

and has either an annual turnover not exceeding EUR 50m (£35m approx) or an annual balance sheet total not exceeding EUR 43m (£30m approx)

and not more than 25% of the capital or voting rights owned by an enterprise which itself is not an SME

Yes  No

## Is your business a 'Potential New Exporter'?

Your business is defined as a potential new exporter if, during the previous 12 months, less than 10% of turnover has resulted from proactive\* exports and no more than 25% of turnover has resulted from a combination of proactive and reactive \*\* exports.

Yes  No

## Is your business 'New' to the Czech Republic market?

Your business is defined as new to market if it has not exported to the above market within the previous 12 months.

Yes  No

\* Proactive exports result from sales to new overseas customers that have been actively identified by your business

\*\* Reactive exports normally result from unplanned approaches from potential overseas customers and from UK-based third parties, or from overseas responses to UK-focused websites

**What is your approximate annual turnover?**

£

## Future Plans

Are you interested in hearing about future ISHAB/UKTI activities to develop international trade in the solids handling sector?

Yes  No

## Data Protection

When you submit personal data to us, or a third party organisation operating on our behalf, you understand and agree that this data will be supplied to UK Trade & Investment and the Department of Trade and Industry who will take the appropriate steps to ensure that personal data is protected from unauthorised use and kept in a secure manner either electronically or on manual records. When you submit personal data to us – or a third party organisation operating on our behalf – you understand and agree that: The data is to be collected for the purpose of promoting UK business competitiveness, to help secure overseas sales and investments and to support and develop UK inward investment. This may involve the information being used by UK Trade & Investment or the Department of Trade and Industry for direct marketing and other activities for trade and development purposes. It may also involve the transfer of data outside the European Economic Area via our overseas offices. In order to provide you with advice, further information or support, the personal data may be passed to your nearest Business Link in England (or your equivalent in Scotland, Wales or Northern Ireland) or the Regional Development Agencies in England (and the Development Agencies for Scotland, Wales and Northern Ireland) who may also contact you directly in the future in relation to offering related services. In order to provide you with advice, the personal data may be passed to a carefully selected UK based Trade Association or Chamber of Commerce who may contact you in the future to offer related services.

Please indicate only if you **do not** want to share information:

Outside UKTI   
Outside EEA

**Please return to Oakley Associates Ltd as the appointed contractor to UK Trade & Investment**

**Oakley Associates Ltd**, 3 The Meadows, Monk Fryston, North Yorkshire, LS25 5PJ

**Contact: Trevor Owen**

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**Telephone: 01977 682790**