

BABC Midlands

January 2010 Newsletter

Please welcome our new members...



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Founded in 1895 Aston is a long established research university known for its world-class teaching quality and strong links to industry and commerce. Aston Business School at Aston University is one of the most successful schools in the United Kingdom, with a triple accreditation from AMBA, EQUIS and AACSB. Aston Business School is committed to creating and transferring knowledge that enables, innovates and inspires. The school is a welcoming community, focused on the core learning needs of our students, our alumni, businesses, organisations and their leaders.

Aston Business School internship programme is one of the largest in Europe with almost 600 undergraduates on placement each year. For employers worldwide, this offers a large, focused group of highly motivated multilingual students to advertise internships to. We have been managing internships for over 30 years and have a very professional and active Placement Office team dedicated to helping employers to successfully fill their vacancies.

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MDTi is an ethical healthcare company founded in October 2003 to harness innovative ideas from within the NHS and bring to market unique products that add value to the lives of clinicians and patients alike. With a current portfolio of eight products, the company has plans to more than double this by the end of 2010.



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The Royal Shakespeare Company aims to keep audiences in touch with Shakespeare as our contemporary – understanding his work through today's artists, actors and writers. Therefore the Company's repertoire not only includes the work of Shakespeare and his contemporaries, but classic plays by international dramatists and work by living writers. The RSC also produces extensive education and outreach work to engage more people with Shakespeare's work and live theatre.

The RSC's work is performed throughout the year in Stratford-upon-Avon, regularly in London and throughout the United Kingdom.

Although the UK is the Company's home, its audiences are global with regular performances in international theatres.

News...

US Ambassador plans first visit to Birmingham



Ambassador Louis B. Susman
(US Embassy London Photo)

US Ambassador, Louis B Susman is to visit Birmingham for the first time to attend a business luncheon hosted by the British American Business Council in the Midlands (BABC), Birmingham City Council, The Birmingham Chamber of Commerce, UKTI, and The Birmingham Law Society.

Mr. Susman's insight into the current political and economic issues that affect transatlantic links will be welcomed by the Birmingham business community on February 26 at the International Convention Centre. The Ambassador is keen to meet as many professionals as possible, who are engaged in US/UK relations.

Prior to his appointment in London last year, Mr. Susman was the Vice Chairman of the Citigroup Corporate and Investment Banking. He is also a former member of the Citigroup International Advisory Board. Prior to joining Salomon Brothers, Inc. in June 1989, Mr. Susman practiced law in St. Louis for 27 years and was a senior partner at the city's law firm Thompson & Mitchell.

His practice focused on mergers and acquisitions and general corporate law, and as part of his practice, he was a member of the Board of Directors and Management Committee of the St. Louis Cardinals from 1975 to 1989. In that capacity, under his direction, the St. Louis Cardinals won the World Series in 1982 and the National League Championships in 1985 and 1987.

Ambassador Susman has long been active in the public sector. In 1988 he was appointed by President Ronald Reagan to the U. S. Advisory Commission on Public Diplomacy, which provided oversight to the U. S. Information Agency. He was a Director of the Center for National Policy in Washington, D.C., a nonpartisan organization that examines national public policy issues. Mr. Susman is also a member of the Chairman's Circle of the Chicago Council on Global Affairs, and a member of the Board of The Art Institute of Chicago and The Northwestern Children's Memorial Hospital.

The BABC Midlands has had the privilege of hosting many US Ambassadors over the years, and hosting Ambassador Susman for his first visit to Birmingham will provide a great platform to highlight the West Midlands' and Birmingham's number one foreign direct investor, the US.

The event will help to promote a UKTI Market Visit to Chicago in March, for business & professional services companies in the West Midlands. For further information on this Market Visit please ['click here'](#).

Tickets: £45 + VAT (To purchase please ['click here'](#))

Tables of Ten available at reduced rate of £425+VAT (To reserve a table please contact Jessica Nelson at jnelson@babcmidlands.org.uk or call 0121 454 6171 ext 2208.



Birmingham Chamber
of Commerce and Industry



Birmingham
Law Society

Join us on LinkedIn...

The British American Business Council in the Midlands would like to invite you to join our Linked-In Group: '[Click here](#)'

By joining this group you will receive:

- News Articles that may affect UK/US business activities
- Opportunities to start discussions related to any queries/advice you may have for entering the US Market
- Updates on Forthcoming BABC Midlands events
- Create connections with fellow BABC Members from the UK and the US.

This is a great opportunity to connect virtually with the BABC Midlands members on a regular basis in between events.

Exporters are driving the recovery

By Iain Dey & David Smith, *The Sunday Times*

In an old knitwear factory in Hinckley, Leicestershire, business is booming. Sea-Band, a manufacturer of wrist-bands designed to reduce travel sickness, has seen its business boom while the rest of the county languishes in the doldrums.

As Britain attempts to wean itself off a dependency on the financial-services sector, the country will be relying on all these exporters to pull their weight.

Lord Davies, minister for trade, investment and business, said: "About one in four British jobs are linked to business overseas and between 3m and 3.5m are linked directly or indirectly to the country's trade with the EU. Exporting is absolutely critical to the economy. It's one of the ways we are going to get out of recession. We need to encourage enterprise and entrepreneurialism."

Lee Hopley, chief economist at the EEF, the manufacturers' organisation, said: "There is still a lot of uncertainty about the strength of the recovery, not only in the UK, but across the developed world. There is also uncertainty about what is happening in the emerging markets. We are starting to see some signs of improvement in sectors that you would consider to be export-led, such as mechanical equipment and machine tools, where rising demand in emerging markets is feeding through to supply chains in Europe."

Economists stress the fragility of the recovery and the impact of looming tax rises and public-spending cuts on businesses and consumers. While the UK economy usually does well when the world economy is growing, austerity at home is rarely good for business and could undermine confidence all round.

"Confidence is the biggest threat," said Davies. "We need businesses to have the confidence to invest for the future — and the access to finance to support that investment."

To view full article please '[click here](#)'

"More American Products = More Profits for You"

Commercial News USA (The Showcase for American Products and Services) is a bi-monthly magazine released by the USA Department of Commerce, aimed at worldwide exporters and importers looking to invest in the United States of America. It shares useful hints and tips for companies considering expansion into the US.

'[Click here](#)' to read Commercial News USA - January/February 2010

The USA Department of Commerce also supports companies considering expansion to the US with The International Buyers Program (IBP). This program brings together International Buyers to US Trade Events, and recruits delegations of foreign buyers, sales representatives and business partners.

Highlighted below is a list of the latest USA Trade Shows:

IWCE: The new shape of Convergent Communications: March 8-9, 2010 in Las Vegas, Nevada, USA.

Waste Expo: May 3-6, 2010 in Georgia, Atlanta, USA.

National Restaurant Association: Restaurant Hotel motel Show: May 22-25, 2010 in Chicago, Illinois, USA.

Infocomm 2010: Information Communications Marketplace: June 5-11, 2010 in Las Vegas, Nevada, USA.

2010 Commercial Construction Show: June 9-10, 2010 in Minneapolis, USA.

American Water Works Association: Annual Conference and Exposition: June 20-24, 2010 in Chicago, Illinois, USA.

AAPEX: Automotive Aftermarket Products Expo: November 2-4, 2010 in Las Vegas, Nevada, USA.

For further information on Commercial News USA '[click here](#)'

If you are not a BABC Member and would like to join the largest Transatlantic Networking Organisation, please do not hesitate to contact us.

How to join:

Register Online: ['Click Here'](#)

Download an Application Form: ['Click Here'](#)

Contact us: 0121 454 6171 ext 2208

babc@babcmidlands.org.uk

Benefits of your BABC Membership

Further details are available online at www.babcmidlands.org.uk

- Opportunity to meet and develop contacts within the transatlantic business community
- Reduced membership rate at events
- 25 + chapters in North America and the UK
- Member service and products discount
- Online membership directory, 3,000 Member Companies
- Regular updates of US, UK and EU policy and investment
- Discounted access to extensive corporate databases

West Midlands Market Visit to Chicago 2010

The Birmingham Chamber of Commerce International Team is hosting a Market Visit to Chicago in March 2010.

Lawyers, accountants, marketers, architects, educational organisations, financial services providers and business consultants from the West Midlands are invited to join a visit to Chicago from 1st to 5th March 2010. The visit will be organised and run by the Birmingham Chamber of Commerce International Team. It forms part of the AWM Cluster initiative aimed at developing the international links of business and professional services companies in the region.

Birmingham Chamber has a well established record in managing focused trade missions of this type.

For further information on this visit please ['click here'](#)

Or if you would like to join this market visit, please contact:

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Save the Date:

BABC Annual Transatlantic Conference

**12-14th May 2010
London**

Further information on this conference ['click here'](#)

[About us](#)

[Join us](#)

[BABC Midlands Members](#)

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BABC Midlands members nominated for 'Midlands Business Person of the Year'

BABC Midlands longstanding member John Cave, Sustainable Materials Manager of EH Smith/Westhaven Worldwide Logistics, has been nominated for 'Midlands Business Person of the Year' at the Midlands Business Awards which is taking place on Friday 29th January 2010 at the Hilton Birmingham Metropole.

This prestigious award highlights 'outstanding personal performance demonstrating exceptional business results and long term financial growth'. On behalf of the BABC Midlands and its entire Board of Directors, we would like to congratulate John on this great achievement and wish him the best of luck in winning this award.

For more information on the Midlands Business Awards and the nominations for this year please visit:
www.midlandsbusinessawards.com

A charity Ladies' Lunch, in aid of CBSO Ignite

On Friday 19th February at the Italian restaurant Piccolino the CBSO will be hosting their eighth Ladies Lunch to raise funds in order to continue their invaluable education and community work.

This year they are to be joined by Jo Cameron, well known successful business woman, media personality, author and professional speaker who became famous in season two of the hit BBC show The Apprentice.

Tickets: £35 + VAT

For tickets, please call Ellie Griffiths on 0121 616 6514 or email egriffiths@cbso.co.uk