

Please welcome our new members...



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International Trade Solutions is a leading independent Customs Consultancy in the UK. They work with medium and large companies to build efficient customs systems which identify all appropriate customs obligations and implement the means to effectively manage this vital business function.

They add real, immediate and quantifiable value by:

- Reducing customs duties and import transaction costs
- Improving cash-flow by deferring the customs tax point and payments
- Recovering previously overpaid customs duties; and Mitigating duty demands and penalties

Based in the heart of the Midlands, they are ideally placed to serve clients throughout the UK but their proximity to Birmingham International Airport also allows them to serve clients in Ireland and mainland Europe.

Their firm is made up of legal and accounting professionals with a diverse knowledge base and experience and has over twenty years of experience in customs law. They have a strong record of success and excellent client retention rates. They can work on bespoke customs issues or provide wider support through their strategic partnerships with banks, lawyer, accountancy practices and logistic professional.

www.internationaltradesolutions.co.uk

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'Spring Clean your BABC Membership'

Take advantage of what the BABC can offer you and your company by refreshing your membership benefits...



Ellis Pharma Ltd.

'Honour to serve'

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Ellis Pharma Ltd is a dedicated and respected pharmaceutical supplier to the UK Ministry of Defence, other state Defence Agencies and Non Government Organisations within the Aid Funded Business Sector, that offers a dynamic and innovative global pharmaceutical supply chain solution.

Ellis Pharma's unique client services, worldwide sourcing and tracking systems, will ensure each product requirement is fulfilled and within expectation. Utilising the vast experiences of the Directors, a combination of over 50 years within the Military and Pharma industry, we aim to deliver.

Ellis Pharma Ltd has access to over 12000 commercial products and is structured to repackage or reconstitute into many differing presentations to suit the clients needs.

The following is an indication of the services delivered by Ellis Pharma Ltd:

- Global commercial product source and supply.
 - Generic product manufacture and development.
 - Unlicensed relevant medicinal product manufacture, procurement and supply including the supply of "specials" product.
 - International cold chain logistics, warehouse management and product disposal.
 - Consultancy and Product advice/awareness.
 - Parallel Import source and supply.
- www.ellispharma.com

News...

United States has no closer friend and ally than the United Kingdom



Cameron & Obama - Telegraph.co.uk

Following the UK General Election on May 6th, what impact will the new UK Government have on the US/UK 'Special Relationship'? We have pulled together important remarks from President Obama, Secretary of State Hillary Clinton and Sir Nigel Shienwald, British Ambassador, Washington DC in order to answer this question.

Statement by the President on his call with Prime Minister Cameron of the United Kingdom:

Today, I was pleased to call David Cameron to extend my personal congratulations for the successful campaign that he ran and for becoming the new British Prime Minister. As I told the Prime Minister, the , and I reiterated my deep and personal commitment to the special relationship between our two countries – a bond that has endured for generations and across party lines, and that is essential to the security and prosperity of our two countries, and the world. I look forward to meeting with the Prime Minister at the G8/G20 meetings in June, and Michelle and I invited Prime Minister Cameron and his wife Samantha to visit Washington this summer.

I also send my best wishes to Gordon Brown, and thank him for his friendship and his distinguished service as Prime Minister. He provided strong leadership during challenging times, and I have been grateful for his partnership. This historic election has been closely followed by the American people, and I have no doubt that the ties between our two countries will continue to thrive in the years to come.

Documents & Texts from The White House - [US Embassy London Website](#).

Remarks from Secretary of State, Hillary Clinton, 13th May 2010 following her meeting with British Foreign Secretary William Hague

The election of a new government in the United Kingdom and the smooth transfer of power this week were two powerful symbols of the enduring democratic traditions that our two nations share. And we're very intrigued by and will follow closely the latest incarnation of this long democratic tradition. We're reminded again that our common values are the foundation of an historic alliance that really undergirds our common aspirations and our common concerns. The Obama Administration looks forward to working with the new British Government. We will continue to build on the deep and abiding trust that has existed between the British and American people for a very long time.

To read full remarks '[click here](#)'

Remarks from Sir Nigel Sheinwald, British Ambassador, Washington DC

And what does all this mean for relations between the United States and the United Kingdom? I don't think it is without significance that the first foreign leader to congratulate to the Prime Minister was President Obama, and the first Foreign Minister to call the Foreign Secretary was Secretary Clinton. The President's incredibly warm words on the "extraordinary special relationship" were unambiguous and deeply appreciated. These sentiments are fully reciprocated in London. It is no coincidence that it was to Washington that the new Foreign Secretary chose to make his first trip abroad, and less than 48 hours into the job. It was a very clear signal of the importance that the new Government attaches to our relationship with the United States.

To read Sir Nigel Sheinwald's full blog '[click here](#)'

Join BABC today...

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
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babc@babcmidlands.org.uk

300 Delegates attend BABC Annual Transatlantic Conference in London

More than 300 delegates, representing more than 20 of the BABC's chapters, came together for the BABC's Annual Transatlantic Business Conference, 'Strategies for Success', held in London from May 12-14, 2010.

30 leading Chief Executives, opinion-formers and industry experts participated in the discussions, including the CEOs of Allied Healthcare, AstraZeneca, BAE Systems, Ogilvy & Mather Worldwide and Willis Group; the Editor-in-Chief of the *Economist*, Editor-in-Chief/Europe for the *Wall Street Journal*, Assistant Editor of the *Financial Times* and London Bureau Chief for the *New York Times*; and the Senior Partner of McKinsey as well as the US Ambassador to the UK and CEO of UK Trade & Investment.

'We are delighted that so many BABC members, from throughout the BABC network, could join us for this superb Conference', commented Robin Hayes, President of the BABC and Chief Commercial Officer for JetBlue. 'The business and social programs were outstanding, the networking opportunities were tremendous, and the feedback has been hugely positive – our participants clearly greatly enjoyed and benefitted from the experience.'

The business agenda of the Conference focused on analyzing how companies in 8 leading business sectors could best take advantage of the opportunities – and contend with the challenges – of the coming decade. The social program included a Reception at the Royal Academy of the Arts and a Gala Dinner at historic Lancaster House, the venue for G7 Summits, the Zimbabwe Independence Negotiations and other major international meetings.

[Click here](#) to view the report delivered to the Annual Meeting of the BABC, by BABC President, Robin Hayes, on May 14.

[Click here](#) to view the full Conference program.

The BABC will hold its Annual Transatlantic Business Conference for 2011, in San Francisco, from May 11-13, 2011.

Are you the Best International Trade Business in the Midlands?

As you may be aware the Birmingham Chamber of Commerce's Annual Dinner is the most prestigious event in the Chamber's calendar.

Now the BABC is a part of the Birmingham Chamber Group, BABC Members have the opportunity to attend this dinner at member rates and be nominated for the 7 Awards. This this year the Chamber is taking the dinner to even greater heights and delivering broader benefits to its members and the wider business community as a whole.

Even if you are not from the Birmingham area, BABC Members are still able to be nominated for these awards as the BABC is a part of the Birmingham Chamber Group.

This year President, Paul Bassi, has initiated the Chamber Awards with each category focusing attention on the main sectors in which local businesses make such a significant contribution to the economy. The awards will identify, applaud and promote the best in Birmingham and the West Midlands. The category finalists and award winners will epitomise the exceptionally high standards set and achieved by our business community.

The Birmingham Chamber Annual Dinner and Awards 2010 will provide a showcase identifying Birmingham as probably the most dynamic and successful city in Europe in which to conduct business.

To assist in this ambition the Chamber is now seeking nominations in the following categories:

- Best Start Up Business
- Best Contribution to the Community
- Best International Trade Business
- Best Professional Services Business
 - Best Manufacturing Business
 - Best Retail Business
- Best Creative, Media and Arts Business

Full details on how to nominate ['click here'](#)

**Closing date for nominations, after which no entries will be accepted:
5pm Friday 11 June 2010.**

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.

Investment News - May 2010

UK

- GDP increased by 0.4% in the fourth quarter of 2009, revised up from 0.3% in the previous estimate. GDP in the fourth quarter of 2009 is now 3.1% lower than the fourth quarter of 2008. For the year 2009 as a whole, GDP contracted by 4.9%, compared with growth of 0.5% in the previous year.
 - CPI annual inflation was 3.0% in February 2010, down from 3.5% in January.
 - Year on year, overall production output in February 2010 was 0.1% lower than in February 2009.
- Productivity across the whole economy, measured by output per worker, decreased by 1.4% in the fourth quarter of 2009 compared with the same quarter a year ago. This is up from a fall of 3.3% in the previous quarter.

US

- Real gross domestic product (GDP) increased 5.6% in the fourth quarter of 2009, 0.3 percentage points less than the second estimate. Real GDP rose 2.2% in the third quarter of 2009.
- The U.S. current-account deficit, increased to \$115.6 billion (preliminary) in the fourth quarter of 2009 from \$102.3 billion (revised) in the third quarter of 2009. As a share of U.S. GDP, the deficit increased to 3.2% from 2.9%. The previously published estimate of the current-account deficit for the third quarter was \$108.0 billion.
- U.S.-owned assets abroad increased \$99.1 billion in the fourth quarter of 2009 after increasing \$269.2 billion in the third. Foreign-owned assets in the United States increased \$144.8 billion in the fourth quarter of 2009 after increasing \$343.4 billion in the third.
- The U.S. current-account deficit, decreased to \$419.9 billion (preliminary) in 2009 from \$706.1 billion in 2008. As a share of U.S. GDP, the deficit decreased to 2.9% in 2009 from 4.9% in 2008.
- U.S.-owned assets abroad increased \$237.5 billion in 2009 after increasing \$0.1 billion in 2008. Foreign-owned assets in the United States increased \$435.2 billion in 2009 after increasing \$534.1 billion in 2008.

For full investment news: '[click here](#)'

Member News...

Perkins Slade

Lynn Richards-Cole, associate director at Perkins Slade, has taken on the role of chairman of the Insurance Broking Faculty at the Chartered Insurance Institute (CII). Lynn takes over from Mark Radburn, CEO International Networks, Willis Limited and will be the first female chairman of the faculty.

Mark served as chairman of the Insurance Broking Faculty for the past two years and during this time launched the market-leading "Delivering World Class Service" research report with Ernst & Young in April 2009. Mark also helped to establish Chartered Status as the benchmark for professionalism within the broking industry, highlighting the significant benefits to both firms and individuals.

Commenting on her new role, Lynn stated, "I am very happy to be taking up the role of chairman after the valuable work that Mark has done. I am a great advocate of Chartered Status and have seen the benefit it has brought to my own firm. Working with my colleagues within the faculty, I aim to encourage more firms and individuals to achieve Chartered Status and so firmly establish the reputation of professionalism that is growing within our sector."

Follow us on Twitter...

The BABC Midlands would like to invite its members to keep up-to-date on forthcoming events and news by following us on Twitter.

Follow BABC Midlands:
<http://twitter.com/BABC Midlands>

BABC Midlands

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sales-i

sales-i expands its USA presence with new offices in Chicago on the doorstep of some of its biggest partners and customers - Chicago, USA - April 29th, 2010 - sales-i, (www.sales-i.com) the sales & customer intelligence service for office-based and front-line sales people, today announced that it has opened a sales office in Chicago, Illinois. sales-i is enjoying rapid market take-up in North America and is responding with increased 'feet on the streets' to meet the market demand.

Paul Black, co-founder of sales-i has considered a number of possible cities to accommodate its latest USA expansion plans and comments, "Chicago emerged as the most sensible place for us to be. It is the home of many partners like United, Lagasse and Trimega as well as being a major USA hub for distributors, wholesalers and a considerable number of manufacturers. The time zone is good too and allows us to stay in touch with the UK and there are good air links between the two countries."

sales-i's is now the fastest growing sales and customer intelligence system in North America and its success is down to one simple fact – 'sales-i makes sales people sell more'.

Grant Thornton

Grant Thornton has been declared Large Six Auditor of the Year for the second time in three years at the FDs' Excellence Awards in London.

The awards, in association with the ICAEW and supported by the CBI, recognise the UK's exemplary Financial Directors and the principal suppliers to the nation's Finance Director community. The annual FDs' Survey is the largest independent poll of UK Finance Directors into the services provided by auditors, banks, law firms and technology firms.

The results were based on responses from 1000 finance directors who took part in the online vote. Survey respondents described Grant Thornton as "very supportive"; one said "I wouldn't hesitate to recommend them", and another praised the "commercial awareness of their audit team".

Phil Crooks, Head of Assurance at Grant Thornton said: "This is a great achievement and we are very proud to have been declared the top auditor among the six largest firms. It is particularly pleasing because it is Finance Directors who have voted Grant Thornton the winner.

"This award sends a clear message that Grant Thornton is continuing to set the standard when it comes to service delivery. Despite the challenges posed by a major recession, we have demonstrated our ability to put our clients first, providing excellent client service and added value. The support and commitment of our people has been a crucial part of our achievement for which we are very proud", Crooks concluded.

Full details of the awards are available at: <http://fdsawards.co.uk/winners>

Spring Clean your BABC Membership

TAKING ADVANTAGE OF THE BABC

As a member of your regional chapter of the BABC, you have exclusive opportunities to develop relationships and business with 2,500 other member companies of the BABC, based in 25 major business centers throughout North America and the UK, as well as to access other shared business services.

The BABC's member companies include many of the world's largest multinationals as well as thousands of middle-market companies with an established interest in transatlantic business.

For example, you can:

Develop business, and your business network, with companies in 25 other major business centers:

Access the BABC's On-Line Membership Directory, listing the members of all its chapters (more than 10,000 executives). This Directory is accessible only to BABC members, through a member password provided by your regional chapter (If you have lost your username & password please contact the BABC Midlands Team at: babc@babcmidlands.org.uk)

Participate in the event programs offered by the BABC's other chapters, on the same basis as their own members. You can find a calendar of upcoming events at all the BABC's chapters at www.babc.org;

Network directly with members of all the BABC's chapters at our Annual Transatlantic Business Conferences;

Save money by taking advantage of the discounts offered by other BABC member companies on their services and products, in fields such as travel, media, business intelligence and consumer.

Gain business intelligence by accessing the extensive business information databases, covering more than 650,000 North American and European companies, that are maintained for BABC members; & through the monthly updates issued by the BABC to its member companies on major business, trade and policy developments and issues that impact on its members' business interests.

Facilitate international staff transfers by using our J1 Visa Program, enabling member companies of the BABC's US chapters to bring qualified employees into the United States in a reliable, speedy and cost-effective manner.

Improve the business environment through our Policy Group, which makes representations to governments on both sides of the Atlantic on policy developments and proposals that impact on our members' interests.

Take on an Intern - In conjunction with local Birmingham Universities, the BABC Midlands has developed a program for 3rd Year students to undertake an internship with a BABC member companies in the US. Opportunities for UK companies are also available.

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