

BABC Midlands

February 2010 Newsletter

Please welcome our new members...



Contact:

Peter Robinson
Operations Director
peterrobinson@globalim.co.uk
02476527800

Global Insurance Management (formerly Lumley Auto) is one of the UK's leading insurance specialists providing insurance products, marketing consultancy, training and administrative services.

Based in Coventry, England they serve the UK, Europe and most regions of the Middle East.

Their company philosophy "Traditional Values, Innovative Ideas" expresses their belief in maintaining the highest level of personal and professional services combined with leading edge technology and truly innovative products.

Using specialist underwriting skills, flexible financial arrangements and a choice of insured or self funded schemes, they are able to offer a genuine business partnership to all of their clients.

www.globalim.co.uk

Contents...

News

'US Ambassador Visit to Birmingham'

The Birmingham business community will be joining together this Friday to welcome US Ambassador, Louis B. Susman to the Midlands

'Update: BABC Annual Conference 2010'

The conference website has now gone live and you can register for the Early Bird Rate

'Manufacturing in U.S. Expands More Than Forecast'

Latest update by Bob Willis, *Bloomberg - Business Week*

'Taking West Midlands Business to the World'

BABC Midlands supports a UKTI educational seminar for Midlands businesses engaged in international business on 3rd March 2010

'United States Announces Winner of New London Embassy Design Competition'

Kieran Timberlake of Philadelphia, Pennsylvania has won the design competition for the New London Embassy

Member News

'Double celebration for Perkins Slade'

BABC Midlands longstanding member awarded the exclusive title of Chartered Insurance Brokers by the Chartered Insurance Institute (CII) and is also celebrating a landmark birthday

'Dragons' Den on the Hospital Ward'

BABC Midlands members, MDTI Ltd launch ingenious gadgets to help patients

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

Access - Online membership directory of over 3,000 Member Companies

Events Program - Opportunity to meet and develop contacts within the transatlantic business community at a number of events throughout the year.

Service & Referrals - Business introductions and warm referrals are created to build British/American relations by providing information and/or directing inquiries to appropriate experts within our network.

Discount - Reduced membership rate for events at 25 + chapters in North America and the UK and a number of member to member discounts

Information - Regular updates of US, UK and EU policy and investment

US Ambassador Visit to Birmingham



Ambassador Susman

Over 130 guests of the Birmingham business community are joining together this Friday 26th February 2010 at The ICC, Birmingham for a Business Luncheon honouring US Ambassador, Louis B. Susman.

The event has generated a great deal of interest from local press as this is the Ambassador's first visit to Birmingham, and as the region's number one foreign investor, the US proves to be an interesting draw for companies looking to do business with the US.

To view all the press coverage received on this event please ['click here'](#)

The event is kindly sponsored and supported by:



Birmingham Chamber
of Commerce and Industry



BIRMINGHAM
GLOBALCITYLOCALHEART



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.

Update: BABC Annual Conference 2010

**12th - 14th May 2010
London**

To view the live BABC Annual Conference website: '[Click Here](#)'

[Register Now](#) to take advantage of the *Early Bird Rate - ends 31st March*

This year, the British-American Business Council (BABC) will hold its Annual Transatlantic Business Conference in London for the first time since 2006. It will take place at a politically and economically critical time for the UK and the US, and for the business communities in both countries. At this conference, we will bring together members of the BABC's 25 chapters throughout North America and the UK for a 3-day programme of high-level business discussions and networking.

The discussions will feature top business leaders and influential opinion-formers from both sides of the Atlantic and the focus will be on how the leading business sectors will evolve, adapt and contend with the challenges ahead. We believe that those attending the conference will gain a comprehensive view of the prospects for the key components of our economies across the board, and be able to put the challenges of their own businesses into the wider context and better understand the environment in which they will be operating.

The Welcoming Reception will be held at the prestigious Royal Academy of Arts, home to many of the most important art exhibitions in London, and the Gala Dinner at Lancaster House, the historic and elegant location for many exclusive business events and international conferences.

To view reviews on past BABC Annual Conferences, please '[click here](#)'

Manufacturing in U.S. Expands More Than Forecast

By Bob Willis, *Bloomberg - Business Week*

Manufacturing expanded in January at the fastest pace since August 2004, spearheading the U.S. recovery from the worst recession since the 1930s.

Factories are stepping up production as stimulus-fueled gains in demand and record cutbacks in inventory boost orders. After job cuts of 7.2 million in the last two years, some companies such as Ford Motor Co. are beginning to hire again, laying the groundwork for sustained gains in spending.

"Manufacturing is growing, it's going to continue to expand," said Hugh Johnson, who manages more than \$1.6 billion as chairman of Albany, New York-based Johnson Illington. His forecast of 58 was highest in the Bloomberg survey. "Whether or not this continues to unfold will depend very heavily on final demand."

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

Taking West Midlands Business to the World

The BABC Midlands is pleased to support an educational seminar for Midlands businesses engaged in international business. The goals are to provide insight from SMEs who are already successfully exporting overseas, to highlight support available to assist strategic export drive, and to provide expert and informed views on specific country opportunities.

BABC Midlands is involved as an exhibitor to specifically talk to companies who are interested in the US/ UK transatlantic marketplace, and Executive Director, Cassie Muir, will be speaking on a panel discussion focusing on the market opportunities for The Americas.

This seminar is hosted by UKTI, on **Wednesday 3rd March 2010** and is taking place at The Hilton Metropole, Birmingham from 9am – 4pm. It is free to attend but requires advanced registration.

If you would be interested in attending this free event, please ['click here'](#) to register directly.

United States Announces Winner of New London Embassy Design Competition



© KieranTimberlake/studio amd

U.S. Ambassador to the United Kingdom, Louis B. Susman, and Acting Director of the Bureau of Overseas Buildings Operations, Adam Namm, announced (23rd February) that KieranTimberlake of Philadelphia, Pennsylvania has won the design competition for the New London Embassy.

KieranTimberlake's design met the goal of creating a modern, welcoming, timeless, safe and energy efficient embassy for the 21st century. Their concept most fully satisfied the requirements outlined in the design competition's mission statement. The concept holds the greatest potential for developing a truly iconic embassy and is on the leading edge of sustainable design. KieranTimberlake is an architectural firm known for its commitment to innovation and environmental responsibility.

Starting with 37 architectural submissions, the Bureau of Overseas Buildings Operations narrowed the number to a shortlist of nine firms. A distinguished jury of both American and British leaders in the fields of architecture, academia and diplomacy selected four firms for the final phase of the competition.

The four firms explored the symbolism of the embassy, its presence and position in the cityscape of London. Their goal was to create a building and site complex with a timeless quality to appropriately represent the United States of America in the United Kingdom.

The four competing architectural firms KieranTimberlake, Morphosis Architects, Pei Cobb Freed & Partners, and Richard Meier & Partners worked for nearly a year and made presentations to the jury which then recommended the winning design.

As KieranTimberlake moves forward with the design of the building, the Bureau of Overseas Buildings Operations and KieranTimberlake will be actively engaged in the consultation and planning process involving the Mayor's office, the Wandsworth Borough Council, the Commission for Architecture and the Built Environment, as well as residents in the area to ensure that the new embassy provides an appropriate home for the United States of America in London.

The anticipated ground breaking on this landmark embassy will be in 2013 with a goal to complete the construction in 2017.

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

[About us](#)

[Join us](#)

[BABC Midlands Members](#)

BABC Midlands
75 Harborne Road
Edgbaston
Birmingham
B15 3DH

Tel: 0121 454 6171 ext 2208

Fax: 0121 607 0130

Email: babcmidlands@babc.org.uk

www.babcmidlands.org.uk

Double celebration for Perkins Slade

The BABC Midlands longstanding member and leading independent insurance broker, Perkins Slade has started 2010 with a double celebration. The Birmingham-based broker has recently been awarded the exclusive title of Chartered Insurance Brokers by the Chartered Insurance Institute (CII) and is also celebrating a landmark birthday.

40 years old this year, Perkins Slade is one of the UK's largest independent brokers, providing expert, impartial advice for UK and international businesses, sport and recreation organisations and private individuals.

To date, less than 100 firms have achieved corporate Chartered status, indicating that this is a highly exclusive award reserved for the leading firms of the broking industry and a clear indicator of professional standing.

The CII only awards Chartered status to firms which meet rigorous criteria relating to professionalism and capability. All Chartered Insurance Brokers commit to the CII's Code of Ethics, reinforcing the highest standards of professional practice in their business dealings.

Damien Doran, Corporate Director, who holds the individual Chartered Insurance Broker title, says that securing Chartered Insurance Brokers status is a significant achievement, "This award acknowledges the integrity and expertise of our staff; it is the result of our continued commitment to professional excellence. We're delighted to have received this recognition."

On behalf of the BABC Midlands and its entire Board of Directors we would like to congratulate Perkins Slade on this great achievement.

www.perkins-slade.com

Dragons' Den on the Hospital Ward:

BABC Midlands member Medical Devices Technology International Ltd (MDTI Ltd) have launched ingenious gadgets to help patients (www.mdti.co.uk) and have recently been recognised for their great work in an article at the *Mail Online*.

An example of their products: ANTI-DVT CUSHION

PROBLEM: Bedbound patients who cannot exercise run the risk of deep vein thrombosis(DVT), where blood stagnates in the legs, forming life-threatening blood clots.

SOLUTION: Physio-master, a self-inflating cushion placed under the feet to help replicate the action of walking while an immobile patient is sitting down. Different levels of air in the cushion stimulate nerves in the arch of the foot, which boosts circulation.

EUREKA MOMENT: Physiotherapist Jill Parker was inspired by the boots that are routinely given to patients after surgery: these release puffs of air to stimulate nerves in the foot arch, which increases blood circulation and reduces the risk of blood clots.

She enlisted the help of her brother Stephen, an engineer, to come up with the device, which is now widely used by physiotherapists. 'Air travellers and office workers also love it because it folds away after you deflate it,' she says.

['Read more'](#) Article by Carol Davis, *Mail Online*