

To: ECONOMIC DEVELOPMENT COMMITTEE		Subject: INTERNATIONAL TRADE UPDATE UPDATE 3RD QUARTER 1997/98
From: DIRECTOR OF PLANNING & DEVELOPMENT		
Date: March 1998	Ref: EM/REP/369	

### WEST OF SCOTLAND INTERNATIONAL TRADE PROGRAMME

#### Uptake By North Lanarkshire Companies - Third Quarter 1997/98

#### 1 Purpose of Report



- 1.1 To inform the Committee of the uptake to date by North Lanarkshire companies of the International Trade Programme.

#### 2 West of Scotland Trade Programme

- 2.1 During the third quarter of financial year 1997/98, nine companies from North Lanarkshire have received support to help enable them to participate in events within the West of Scotland Trade Partnership Programme (see attached list).
- 2.2 This takes the total number of North Lanarkshire supported companies to date this year to 25. This is a very encouraging figure at this stage of the year, considering that the total number of supported companies during financial year 1996/97 was 27.
- 2.3 Qualitative evaluations of the longer term benefits to participating companies will be reported when the standard monitoring procedure has been carried out, at six months and twelve months after the events (please refer to Report 184 April 1997).

#### 3 Recommendation

- 3.1 Committee is asked to note the contents of this report.

  
 Stanley C Cook  
**Director of Planning and Development**

For further information contact Evelyn McGow, Economic Development Officer - Tel 01236 616268

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**North Lanarkshire Companies Supported at West of Scotland  
Trade Partnership Events** (3rd quarter Financial year 1997/98)

<u>Event</u>	<u>Date</u>	<u>Company</u>
Medtrade, New Orleans	October 1997	Spor-Tel Ltd, Coatbridge Careline Sales Ltd, Bellshill Mobility UK, Bellshill
Productronica, Munich	November 1997	Rynex Engineering, Uddingston
Medica, Dusseldorf	November 1997	Nucleon Biosciences, Coatbridge Spor-tel Ltd, Coatbridge Immutech Ltd, Bellshill Careline Sales Ltd, Bellshill Mobility UK, Bellshill