

REPORT

To: ECONOMIC DEVELOPMENT COMMITTEE		Subject: INTERNATIONAL TRADE UPDATE 2nd and 3rd Quarters 1999/2000
From: DIRECTOR OF PLANNING & ENVIRONMENT		
Date: 27 January 2000	Ref: IL/REP/644	

1 Purpose of Report

- 1.1 To inform the Committee of the level of participation in the Council's International Trade Programme by North Lanarkshire companies, during the periods of July - September (second quarter) and October - December (third quarter) of 1999/2000.

2 Sustainability

This programme meets the sustainable development policy adopted by the Council through Local Agenda 21 by addressing elements of Section 3 "Economy and Work" and Section 11 "Partnership and Funding". In particular the scheme addresses the following areas:

- increasing employment opportunities for local people
- helping local and community businesses to set up and grow
- working in partnership with other departments and agencies.

2 Background

- 2.1 As Committee is aware, North Lanarkshire Council is an active participant of both the West of Scotland Trade Partnership and the Lanarkshire Export Partnership (LEP). On behalf of the WSTP, the Council manages a range of overseas exhibitions and trade missions. A number of international events identified are also jointly funded and led by the LEP (North and South Lanarkshire Councils and Lanarkshire Development Agency).

3 Lanarkshire Export Partnership Programme

- 3.1 During the second quarter of the financial year 1999/2000, the LEP organised a stand at Offshore Europe in Aberdeen, at which a total of 11 Lanarkshire companies exhibited at this major international oil show, five of which were North Lanarkshire companies (see attached list).
- 3.2 A report updating Committee on all other LEP activities will be made early in the New Year.

4 West of Scotland Trade Partnership Programme

- 4.1 Only one event (Trade Mission to Malaysia/Singapore Oil & Gas) was organised by WSTP during the second quarter of the year, as the summer months are traditionally a quiet period for international trade events, particularly in Europe. No North Lanarkshire companies attended the Malaysian trade mission, however, in the third quarter, a total of 13 North Lanarkshire companies were supported at events within the WSTP programme (see attached list).
- 4.2 This takes the total number of North Lanarkshire companies supported to date this year to 23, showing a steady uptake by North Lanarkshire companies of the Council's international trade development programme. The Council continues to support a wide range of companies in all business sectors to participate in events which will assist them to enter, or continue to compete, in the international marketplace.
- 4.3 A full evaluation of the long term benefits of the programme to companies, by external consultants, is nearing completion. A full report will be made to Committee early in the new year when the evaluation is completed.

5 Recommendation

- 5.1 It is recommended that the Committee note the contents of this report.



David M Porch
Director of Planning and Environment

Date of Report:

15 December 1999

For further information contact Isobel Long, Economic Development Officer, telephone 01236 616287

APPENDIX 1NORTH LANARKSHIRE COMPANIES SUPPORTED AT INTERNATIONAL TRADE EVENTS**LANARKSHIRE EXPORT PARTNERSHIP**
(Financial Year 1999/2000 - 2nd Quarter)

EVENT	SECTOR	DATE	COMPANY
Offshore Europe 99	Oil & Gas	Sept 99	Al Internat'l Laminates Ltd, Cumbernauld Fluidic Ltd, Motherwell KRG Precision Ltd, Coatbridge Rynex Engineering Ltd, Uddingston Scotkleen Ltd, Newmains

WEST OF SCOTLAND TRADE PARTNERSHIP
(Financial Year 1999/2000 - 3rd Quarter)

EVENT	SECTOR	DATE	COMPANY
Biotechnica 99, Hannover	Biotechnology	Oct 1999	Link Technologies, Cumbernauld Thistle Scientific Ltd, Coatbridge
Anuga 99, Cologne	Food & Drink	Oct 1999	Grand Productions Ltd, Coatbridge Beauchamp Bakeries Ltd, Coatbridge
Trade Mission - Portugal	Multi	Oct 1999	Traditional Weatherwear Ltd, Cumbernauld
REHA/ A & A 99	Healthcare/Health & Safety	Nov 1999	Adam Hart Healthcare Ltd, Airdrie The Alpha Project, Cumbernauld Sterling Healthcare Ltd, Coatbridge Physicare Ltd, Coatbridge
Europort 99, Amsterdam	Marine	Nov 1999	Metal Disintegration Services, Harthill
Medica 99, Dusseldorf	Alba Critical Care	Nov 1999	Alba Critical Care, Bellshill Waste Reduction Tech Ltd, Coatbridge