

To: ECONOMIC DEVELOPMENT COMMITTEE		Subject: INTERNATIONAL TRADE UPDATE 4th Quarter 1999/2000
From: DIRECTOR OF PLANNING & ENVIRONMENT		
Date: 8 June 2000	Ref: IL/REP/681	

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 period January - March 2000 (final 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 West of Scotland Trade Partnership Programme

- 3.1 During the final quarter of the financial year 1999/2000, 10 awards were made to companies from North Lanarkshire in the form of support to help enable them to participate in events within the West of Scotland Trade Partnership (WSTP) programme (see attached list at Appendix 1).
- 3.2 This takes the total number of North Lanarkshire companies supported to date this year to 33, showing a steady uptake of the Council's international trade development programme by North Lanarkshire companies, over the year. The Council has supported 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.

3.3 A full evaluation of the programme, by external consultants, has recently been carried out. This report outlined the benefits to participating companies in assisting the internationalisation process. A full report on the outcome of this evaluation was made to Committee in April 2000.

4. **Recommendation**

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



David M Porch
Director of Planning and Environment

Date of Report:

27 April 2000

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

APPENDIX 1NORTH LANARKSHIRE COMPANIES SUPPORTED AT INTERNATIONAL TRADE EVENTS*4th Quarter*

EVENT	SECTOR	DATE	COMPANY
ISM 2000, Cologne	Confectionery	Jan 2000	- Duncans of Scotland, Bellshill - Grand Productions Ltd, Coatbridge - Beauchamp Bakeries Ltd, Coatbridge - Lees of Scotland
Greece Trade Mission	Food & Drink Exhib. + Multi	Feb 2000	- Moorhead & McGavin, Motherwell
Alimentaria, Barcelona	Food & Drink	Mar 2000	- John G Russell Transport Ltd, Bellshill - Caledon C & E Ltd, Coatbridge
National Manufacturing Week, Chicago	Manufacturing/Design	Mar 2000	- MacCrohon Stamp & Die Ltd, Cal'cruix
Hanover Fair, Hanover	Manuf./Technology/ Automation	Mar 2000	- Air Channel, Airdrie - Marsten Precision Engineering