

International Trade Events 2019

Please see below list of upcoming Scottish Enterprise international events. All events can be booked via [www.scottish-enterprise.com/events](http://www.scottish-enterprise.com/events) or by calling 0845 607 8787 or email: international@scotent.co.uk

**EVENTS & WORKSHOPS**

**14 MAY 2019**

[Export Bootcamp](https://www.eventbrite.co.uk/e/export-bootcamp-tickets-53100480968?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.118379017.1252579512.1547719824-1726270822.1547719824)

**PERTH – Perth Chamber of Commerce | 3 Whitefriars Crescent | PH2 0PA**

**Time: 0900 - 1700**

**Overview:** Learn how to reach international markets with confidence and get practical know-how on international market opportunities, routes to market and international finance, contracts and logistics.

**16 & 23 MAY 2019**

[Export Bootcamp – Product based companies new to trading internationally](https://www.eventbrite.co.uk/e/export-bootcamp-product-based-companies-new-to-trading-internationally-tickets-56324284451?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.6659698.1906421138.1550749907-1726270822.1547719824)

**GLASGOW – Scottish Enterprise Glasgow, Atrium Court, 50 Waterloo Street, Glasgow G2**

**Time: 0930 - 1630**

**Overview:** Are you a business who would like to start exporting? Get ready to grow your business abroad with our help. Scottish Development International in partnership with Business Gateway are hosting an introductory Product Export Bootcamp in Glasgow on the 16th and 23rd May 2019.

**11 JUNE 2019**

[International Ecommerce Workshop: Attracting international customers using SEO and social media](https://www.eventbrite.co.uk/e/international-ecommerce-attracting-international-customers-using-seo-and-social-media-tickets-53101097813?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.165989758.1906421138.1550749907-1726270822.1547719824)

**Perth – Perth Chamber of Commerce | 3 Whitefriars Crescent | PH2 0PA**

**Time: 0930 - 1230**

**Overview:** International SEO (Search engine optimisation) and social media workshop will cover Customers online with international digital marketing. It will cover how to use the most effective internationally



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**04 june 2019 \***Save the Date\*

[**Scotland Food & Drink Global Market Insights Event**](file:///C%3A%5CUsers%5Chuntje%5CAppData%5CLocal%5CMicrosoft%5CWindows%5CTemporary%20Internet%20Files%5CContent.Outlook%5CL36YEHQT%5CGlobal%20Market%20Insights.pdf)

**FALKIRK – Macdonald Inchira Hotel, Falkirk FK2 0YB**

**Overview:** Scottish Development International and Partnership would like to invite you to attend the 4th global market insights event.

This is a unique chance to meet specialists from around the globe and learn about international opportunities in key markets for Scottish food and drink companies.

Contact: jennifer.williamson@scotent.co.uk

**12 november 2019 \***Save the Date\*

[**ScotExport 2018**](https://www.eventbrite.co.uk/e/scotexport-2018-tickets-44181791929?aff=ebapi?_eboga=false)

**GLASGOW - The Technology and Innovation Centre, University of Strathclyde, 99 George Street, Glasgow, G1 1RD**

**Time: 0900 - 1600**

**Overview:** ScotExport is coming back to Glasgow on 12th November 2019. Whether you’re new to exporting or already trading overseas, ScotExport brings together the experts, advice and knowledge sharing you’ll need to grow international sales.

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International Trade Events 2019

**China Market Specialist**

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Are you or your company interested in exporting to China? Our China market specialist Huishan Chapman is here to help, either through 121s or events she organises throughout the year. Huishan has more than 10 years of experience in setting up operation, supply chain, distribution and ecommerce in China.

**Upcoming events include:**

1. 28th August, Greater Bay Area event, Glasgow, target 30-40 companies
2. 29th August, Greater Bay Area event, Edinburgh, target 30-40 companies

Areas to cover: Tech/cloud-based companies opportunities, supply chain section, HK T&I

1. End of September, IP workshop with British Embassy IP Officers and SE Asset Specialist Catherine Potts, Glasgow, 20 companies, consumer sector focus
2. End of September, IP workshop with British Embassy IP Officers and SE Asset Specialist Catherine Potts, Edinburgh, 20 companies, TAE sector focus

**Please contact:** Huishan.chapman@scotent.co.uk.



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**MARKET VISITS**

**11 JUNE – 14 JUNE**

[Multi Sector Market Visit to Switzerland](https://www.scottish-enterprise.com/learning-zone/events/market-visit-to-switzerland)

**SWITZERLAND**

**Overview:** The visit will give an introduction to doing business in Switzerland and is part of the starter market programme aimed at non, new and early stage exporters.

We expect the visits will give the companies the necessary market knowledge, technical expertise and confidence to actively plan to revisit the market on their own accord and with continued support from SDI. A Market Awareness on Switzerland will take place in February.

Contact: Kristell.clunie@scotent.co.uk

Forthcoming multi sector market visits include: Canada, Benelux, France, Poland, Ireland and USA.

Contact Kristell.clunie@scotent.co.uk or Anastasia.charalampidou@scotent.co.uk for more information.



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**EXHIBITIONS**

**07 MAY – 09 MAY**

[Exhibit at Seafood Expo Global 2019](https://www.scottish-enterprise.com/learning-zone/events/seafood-expo-global-2019)

**BRUSSELS**

**Overview:** Following the huge success of Seafood Expo Global 2018 in Brussels, Scottish Development International (SDI) in partnership with Seafood Scotland are again providing the opportunity for Scottish seafood companies to be part of the Scottish pavilion at Seafood Expo Global 2019 which runs 7 to 9 May 2019.

Contact: John.carlill@scotent.co.uk

**28 MAY – 29 MAY**

[Free from Functional Food Expo – Learning](file:///C%3A%5CUsers%5Chuntje%5CAppData%5CLocal%5CMicrosoft%5CWindows%5CTemporary%20Internet%20Files%5CContent.Outlook%5CL36YEHQT%5CFFFF%20Learning%20Journey.docx) Journey

**BARCELONA**

**Overview:** SDI will be arranging a learning journey to the Free From Functional Food Expo in Barcelona on the 28th & 29th May 2019 - a newly emerging but increasingly significant trade show for the health & wellness food industry in Europe.

Contact: joseph.mulligan@scotent.co.uk

**03 JUNE – 06 JUNE**

[BIO2019](https://www.scottish-enterprise.com/learning-zone/events/bio-2019)

**PHILIDELPHIA**

**Overview:** Scottish Development International will host a **Scottish Pavilion at *BIO* 2019**

BIO is the World’s largest event for the Biotechnology industry, regularly attracting over 16,500 delegates and 1800 exhibitors from over 70 countries.

It is the largest partnering conference in the World, and in 2018 hosted 47,000 individual partnering meetings. Recruitment will commence over the coming weeks in the meantime, to discuss further please contact connie.ness@scotent.co.uk

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**HIE EVENTS**

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For further information please refer to: <http://hie.co.uk/internationaltrade>

**Export Advisers**

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| --- | --- | --- |
| **NAME** | **AREA** | **EMAIL** |
| Jane MilroyStephanie RennieFiona GlasgowJohn Brown | Glasgow | jane.milroy@scotent.co.ukstephanie.rennie@scotent.co.ukfiona.glasgow@scotent.co.ukjohn.brown2@scotent.co.uk |
| Stewart Miller | HIE | Stewart.Miller@scotent.co.uk |
| Gail MacIntyreJane MilroyRosie Letts | Edinburgh City | Gail.MacIntyre@scotent.co.ukjane.milroy@scotent.co.ukrosie.letts@scotent.co.uk |
| Fiona GlasgowJane Milroy | Forth Valley | fiona.glasgow@scotent.co.ukjane.milroy@scotent.co.uk |
| Rosie LettsGail MacIntyre | Lothian & Borders | Rosie.Letts@scotent.co.ukGail.MacIntyre@scotent.co.uk |
| Alastair KennedyColin Deas | Renfrew, Dumbarton, Inverclyde | alastair.t.kennedy@scotent.co.ukcolin.deas@scotent.co.uk |
| Smart Masoni | Aberdeen | Smart.Masoni@scotent.co.uk |
| Stewart Miller Kevin Donnelly | Ayrshire, D&G | Stewart.Miller@scotent.co.ukKevin.donnelly@scotent.co.uk |
| Jane MilroyFiona Glasgow | Dundee & Angus | jane.milroy@scotent.co.ukfiona.glasgow@scotent.co.uk |
| Jane MilroyFiona Glasgow | Fife, Perth, Kinross | jane.milroy@scotent.co.ukfiona.glasgow@scotent.co.uk |
| Jane MilroyJohn Brown | Lanarkshire | jane.milroy@scotent.co.ukjohn.brown2@scotent.co.uk |
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 International Trade Events 2019

**KEY CONTACTS**

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| --- | --- |
| **Trade & Investment Regional Focus** | **Trade Services** |
| Edinburgh City Region, West Lothian, Mid & East Lothian | Anastasia.charalampidou@scotent.co.uk |
| Glasgow | Karen.mcleod@scotent.co.uk |
| Dunbartonshire | Karen.mcleod@scotent.co.uk |
| Renfrewshire | Karen.mcleod@scotent.co.uk |
| Tay City Region | Kristell.clunie@scotent.co.uk |
| Fife | Kristell.clunie@scotent.co.uk |
| South of Scotland-Dumfries & Galloway, Scottish Borders  | Lynn.grieve@scotent.co.uk |
| Aberdeen City Region, Aberdeenshire & Lanarkshire | Carl.gardiner@scotent.co.uk |
| Ayrshire Growth – East, South & North | Lynn.grieve@scotent.co.uk |
| Falkirk, Stirling & Clackmannanshire | Carl.gardiner@scotent.co.uk |

**Please see above your key contact from the Trade Services who would be happy to discuss the potential for a joint local trade programme**

**EXPORT SERVICES**

All export services can be accessed via the doing business outside of Scotland section of the site: [www.scottish-enterprise.com/international](http://www.scottish-enterprise.com/international)

Events: [www.scottish-enterprise.com/events](http://www.scottish-enterprise.com/events)

ExportSavvy (online tool): [www.exportsavvy.co.uk/scotland/web](http://www.exportsavvy.co.uk/scotland/web)

Brexit: <https://www.prepareforbrexit.scot/>

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