

## **International Trade Forum**

### **PREVIOUS EVENTS**

14.9.99

#### **NORTH AMERICA v EUROPE**

Trade Disputes and their Effect on International Trade

Host: Sun Life of Canada, Basingstoke, Hampshire.

Guest speaker: Peter Chase, Economic Counsellor, US Embassy in London.

11.11.99

#### **THE PACIFIC RIM**

The Changing Economic Scene and its Impact on Global Trade.

Host: Farnham Castle, Farnham, Surrey.

Guest speaker: Derek Lunt, Head of HSBC Trade Services in London.

28.2.00

#### **E-COMMERCE IN INTERNATIONAL TRADE**

Host: Novell UK Ltd, Bracknell, Berkshire.

Guest speakers: John Sofield, Commerce One

Susan Scott, New Frontiers Internet Consultancy.

10.4.00

#### **GETTING YOUR OWN BACK**

VAT Recovery from Trade in Europe.

Host: Farnborough College of Technology, Farnborough, Hampshire.

Guest speaker: Roger Winter, HM Customs & Excise.

12.6.00

#### **THE EVOLUTION OF FREE TRADE**

Host: Clyde & Co., Guildford, Surrey.

Guest speakers: Peter Chase, Economic Minister, US Embassy in London,

Dr Keith Johnstone, EU Representative Office in London.

25.9.00

#### **21<sup>ST</sup> CENTURY COMMUNICATION TECHNOLOGY FOR THE INTERNATIONAL TRADER**

Host: ntl, Hook, Hampshire.

Guest speakers: Craig Fletcher & Yen Dai, ntl Business,

John Doughty, Motorola Ltd.

13.11.00

#### **INTERNATIONAL DISTRIBUTION MANAGEMENT**

Host: Lansing Linde Ltd, Basingstoke, Hampshire.

Guest speakers: Trevor Blight, Export Manager, Lansing Linde Ltd,

Patrick Brierley, Customer Supply Manager, Colgate Palmolive,

Craig Mackay, Distribution Manager, Colgate Palmolive.

12.2.01

#### **INTERNATIONAL CONSUMER MARKETING**

Host: Sun Life Financial of Canada, Basingstoke, Hampshire.

Guest speaker: Chris Parker, Managing Director, London & Scottish International.

27.6.01

#### **INTERNATIONAL TRADE & THE SOUTH EAST REGION**

Breakfast briefing.

Host: Clyde & Co., Guildford, Surrey.

Guest speaker: Bryan Davies, SEEDA Board Member & Chairman SEITF.

24.6.02

NOT WRONG – JUST DIFFERENT: THE CHALLENGE OF CARRYING OUT BUSINESS WITH OTHER CULTURES

Host: Farnham Castle, Farnham, Surrey.

Guest Speaker: Jeff Toms, Director of Programmes & Marketing, Farnham Castle.

18.11.02

MANAGING EXCHANGE & INTEREST RISK IN A VOLATILE WORLD

Host: Baker Tilly, Basingstoke.

Guest Speaker: Neil Pickard, Regional Treasury Manager, HSBC Bank plc.

2.6.03

OPPORTUNITIES IN THE ENLARGED EUROPEAN UNION

Host: Farnham Castle, Farnham, Surrey

Guest Speakers: Tim McNamara, Office of the Commission of the European Union  
Dr Jim Bellingham, Head of Enlargement & Wider Europe Unit, DTI.

22.7.03

MANAGING BUSINESS RISK AFTER THE SECOND GULF CONFLICT

Host: Ericsson Mobile Communications (UK) Ltd, Basingstoke.

Guest Speakers: Lawrie Walker, The Middle East Association  
Mike Galer, British Arab Commercial Bank  
Maan Dibouni, Satec Ltd

29.9.03

MANAGING TREASURY RISK IN OVERSEAS MARKETS

Host: Baker Tilly, Basingstoke.

Guest Speakers: Neil Pickard, Regional Treasury Manager, HSBC Bank plc  
Paul Outridge, Deputy Group Treasurer, De La Rue plc

24.11.03

STEPS TO SUCCESS IN OVERSEAS MARKETS

Host: Farnham Castle, Farnham, Surrey.

Guest Speakers: Chris Burchell, Trade Development Manager SE, UK Trade & Investment.  
Keith Bunker, Managing Director, Sagetech Industries Ltd  
Michael Tennent, Managing Director, Tavcom Ltd

23.2.04

THE BUDGET – WHAT'S IN STORE FOR INTERNATIONAL TRADERS?

Host: Basingstoke & Deane Borough Council/North Hampshire Chamber of Commerce & Industry

Guest Speakers: David Tipple, Tax Partner, Grant Thornton  
Nick Warner, Senior VAT Manager, Grant Thornton

26.4.04

MANAGING LEGAL AND CREDIT RISKS IN INTERNATIONAL TRADE – AVOIDING DISPUTES AND GETTING PAID

Host: Basingstoke & Deane Borough Council/North Hampshire Chamber of Commerce & Industry

Guest Speakers: Peter Sheppard, Commercial Litigation/Dispute Resolution Partner, Nabarro Nathanson

Clinton Kay, Vice President, Marsh Ltd

28.6.04

DOING BUSINESS IN INDIA – MAKING SENSE OF INDIAN LAWS AND BUSINESS PRACTICES

Host: Farnham Castle, Farnham, Surrey

Guest Speaker: Shalini Agarwal, Senior Partner, ALMT Legal

27.9.04

TRADING IN A WORLD OF TERRORISM: PROTECTIVE SECURITY OVERSEAS

Host: Thales Missile Electronics Ltd, Basingstoke

Guest Speaker: David Drake, Head of Crisis Management Section, Counter Terrorism Policy Dept., FCO

22.11.04

DOING BUSINESS IN RUSSIA: FACT OR FICTION?

Host: Ericsson Mobile Communications (UK) Ltd, Basingstoke

Guest Speakers: Peter Langham, Deputy Consul-General and Head of Trade & Investment, British

Consulate-General, St Petersburg

Alex Chepaldin, Managing Director, ACH (UK) Ltd

7.3.05

MAKE MONEY INTERNATIONALLY FROM YOUR INTELLECTUAL PROPERTY

Host: Basingstoke & Deane Borough Council/North Hampshire Chamber of Commerce & Industry

Guest Speakers: Julian Hamblin, Partner, Bond Pearce

Terry Enga, Business Adviser, Business Link Berks. & Wilts.

23.5.05

DOING BUSINESS IN FRANCE

Host: Thales Missile Electronics Ltd, Basingstoke

Guest Speakers: Paul Willoughby, Sales Manager UK Central & South East, Flybe

Stephane Garcia, Inward Investment Manager, Bordeaux Regional

Development Agency

Alexandre Hamelin, Executive Director, France Europe Access Ltd

26.9.05

FINDING AND WINNING EU CONTRACTS

Host: Basingstoke & Deane Borough Council/North Hampshire Chamber of Commerce & Industry

Guest Speakers: Richard Hall, Managing Director, European Information Service Centre Ltd

Colin Stewart, Director, CS Tendering Services

29.11.05

IS YOUR SUPPLY CHAIN SECURE IN A GLOBAL TRADING ENVIRONMENT?

Host: Clydesdale Bank PLC, Basingstoke

Guest Speaker: Andrew Gower, Peters & May Ltd

24.4.06

WHAT'S RIGHT WITH THE US-EU RELATIONSHIP?

Host: Eli Lilly & Company Ltd, Basingstoke

Guest Speaker: Mark Tokola, Minister-Counselor for Economic Affairs at the American Embassy in London