



## Southampton European Information Centre

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**Business News**



**October 2004**

### **News – Legislation – Grants – Tenders - Partenariat – Seminars – Hungary - Partner Search**

#### **Newsletter from your local EIC, seventh issue:**

We hope that the information that you find in the following pages will prove useful to your business!

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#### **EU News:**

- 2005 has been declared the European Year of citizenship through Education. As usual coming with this announcement actions will be taken by the EU to help improve this area.. It aims at promoting in the member states various educational activities as means of educating people for active citizenship and democratic participation...
- 2004 is currently the European Year of Education through Sport, more info on the website: <http://www.eyes-2004.info/254.0.html>

#### **EU Legislation update:**

- **Public Procurement Consultation, until 15<sup>th</sup> October:**  
The Commission intends to issue an Action Plan in order to help Member States implement the Directives correctly. Removing obstacles to cross-border trade, modernising procurement markets and increasing efficiency will help to release the full potential of electronic public procurement. The Commission needs input from businesses on existing barriers, expectations and challenges in electronic procurement. Please give your feedback to the Consultation by visiting: <http://www.europa.eu.int/yourvoice/forms/ipm/dispatch.jsp?form=334&lang=EN>
- **Car Spare Part market to be liberalised:**  
The European Commission has proposed to give European consumers better choice and value when they buy “visible” replacement vehicle parts, such as bonnets, bumpers, doors, lamps, rear protection panels, windscreens and wings. The proposal would amend the legal protection of designs directive (98/71) by removing member states’ option to maintain design protection for such items. This would allow independent part manufacturers – not linked to the producers of finished vehicles - to compete throughout the EU market for visible replacement parts.  
The proposal would not affect the safety or quality of spare parts. Safety standards are governed by other EU and national laws which set objective minimum standards for all spare parts and all producers would continue to have to respect

these. More info:

[http://www.europa.eu.int/comm/internal\\_market/en/indprop/design/index.htm](http://www.europa.eu.int/comm/internal_market/en/indprop/design/index.htm)

- **Working time Directive:**

The DTI has just finished a 12 week consultation process and is now analysing the answers to better negotiate with the European Commission on issues raised by the directive. More info: [http://www.dti.gov.uk/er/work\\_time\\_regs/index.htm](http://www.dti.gov.uk/er/work_time_regs/index.htm)

- **The European Company Status:**

A new form of company, which may make it easier for businesses to structure and carry out cross-border activities within the EU, will be available from 2004”.

The government intends to create the legal framework for a new corporate entity, the European Company or "Societas Europea" (SE). Consultation by the DTI finished on 20 September 2004.

The new status will be available to businesses operating in more than one member state. The Regulation and the national transpositions of the Directive will enter into force exactly three years after their adoption, namely 8 October 2004. Management will be able to opt freely for an SE for fiscal, administrative, or public image motives. An SE can be created by a merger, by setting up a holding, a joint-subsiary or by transforming an existing company into an SE.

Further information is available from the DTI website: [www.dti.gov.uk](http://www.dti.gov.uk)

## Other News:

- **The Innovation relay Centre:**

In 1995, the European Commission established the IRC network.. These centres have been created in order to facilitate the transfer of innovative technologies (licensing agreement, a joint venture agreement, a manufacturing agreement, and/or a commercial agreement with technical assistance) to and from European companies or research departments. As a mover and shaker in innovation, the IRC network has become a leading European network for the promotion of technology partnerships and transfer mainly between small and medium-sized companies (SMEs). The IRCs are innovation support service providers mainly hosted by public organisations such as university technology centres, chambers of commerce, regional development agencies or national innovation agencies.

There is one not far from you if you would like to know more, the nearest is Farnborough. More info on what they do is on their website:

<http://www.seirc.org.uk/> or phone Sean Banks : 01252 395755

- **Leonardo Placement: Student work in companies**

A college in the Rhein-Ruhr district of Germany that specialises in the training of students in the sector of business and administration is looking for companies in the **Christchurch region** which would be willing to provide the possibility of work shadowing for 12 of their foreign language correspondent students. All of them have a very good knowledge of Business English and they have a good knowledge of accountancy and office skills. The students are 17-19 years old. It will be for the companies to take one or two of the students next spring (19th March to 16th April 2005). The college has already arranged the flight and the host families for the students, since they are executing this exchange with the help of the European Commission’s programme LEONARDO DA VINCI II (which helps students undertake work placement in companies across Europe). The students don’t expect payment...

For details please contact Les Plant: [les.plant@businesslinkwessex.co.uk](mailto:les.plant@businesslinkwessex.co.uk)

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### **Grants focus:**

At the European Information Centre we can help you find out if you could be eligible for **grants**, funding support in running your business. We have access to a database that contains the list of funding Schemes given by UK Authorities and Organisations as well as by the European Union. If you would like to know if you are missing out on something please contact us: [southarea.eic@southampton.gov.uk](mailto:southarea.eic@southampton.gov.uk) , 023 80 83 28 66 . Service provided with the software Grantfinder.

Example of Grant: **SEEDA: REDUNDANT BUILDING GRANTS (DEVELOPING EXISTING RURAL BUILDINGS)**

#### **What For?**

Support in certain rural areas of the South East (Kent, East Sussex and the Isle of Wight) for the refurbishment of redundant buildings to bring them back into productive business use or to enhance their current business use. Qualifying business activities include: manufacturing servicing and crafts; office-based activities; retail; and tourism/leisure amenities such as tea-rooms, museums and conference facilities.

- Elig Exp. Professional fees, obtaining planning permission, building works, installation of services, access/car parking and landscaping
- Support. Up to 25% of eligible costs, with a minimum grant of £2,500
- Payment. On completion of works

For more details on that one please contact us!

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### **Tenders focus: NEW WEBSITE**

**Public Procurement** bidding is one of the ways of **breaking into a new European Market** or **increasing your opportunities in UK**.

Every day the Local authorities and Bodies governed by public Law have to publish their contract opportunities (in service providing, construction etc.) in the European official Journal of the EU when the value of the contract is above a certain threshold. After publication companies across the whole of Europe can compete to win the contract. Are you interested in knowing more? We offer a four weeks free trial of our search facilities.

We also recently started to publicise our **new website on Public Procurement** where you can learn more about tenders> [http://www.euro-info-centre.co.uk/tender\\_service/](http://www.euro-info-centre.co.uk/tender_service/)  
Please contact us: [southarea.eic@southampton.gov.uk](mailto:southarea.eic@southampton.gov.uk)

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### **Partenariat:**

This year the European Information centre has taken companies from UK to Germany, Denmark, Sri Lanka and more recently France and Sweden to **meet other businesses to build cooperation, increase their sales and visit markets**.

The event usually runs for 2 days in one location where between 200 and 700 companies meet. Generally you just pay for your accommodation and the flight to the event which makes Partenariat a very affordable business exchange event.

Comments from companies having attended in the past are for usually all very positive on their meetings and support given by us.

Later this year we are going to:

- **Hunan**, China, 15-16<sup>th</sup> November : This is being led by the EIC in Newcastle. And they are still looking for companies to go with them. They are also giving a generous £500 grant towards your cost to fly and stay in China for the duration of the event. Please contact Graham Wilson  
[graham.wilson@onenortheast.co.uk](mailto:graham.wilson@onenortheast.co.uk) phone: 0191 38 37 317  
also visit: <http://www.euhunanasiaenterprise.com>

In 2005 :

- **Graz**, Austria, 3-5<sup>th</sup> March : Wood working, wood automation and Furniture, if it is your sector please get in touch with us, it might be interesting...
- **Hannover**, Germany, 14-15<sup>th</sup> March IT, ICT, Software: event during the event **CEBIT 2005** a huge platform visited by half a million companies last year and with over 6000 exhibitors. The matchmaking will be organised in the heart of the exhibition.
- **Brussels**, Belgium, 3-5<sup>th</sup> June : Futurallia event: All sectors
- **Turku**, Finland, 5-7<sup>th</sup> June : IT, ICT, components and Innovation
- **Parma**, Italy, September: Food Industry

We heard about but we need to be confirmed in 2005:

- Milan in March, Madrid in May, Paris in October, Anvers in October, Thailand in 2005, India in 2005

We will be holding an **awareness seminar** explaining more about Partenariat and these specific events in the next month (**by the end of November – Beginning December**) for more information please have a look at our website dedicated to Partenariat [www.partenariat.org.uk](http://www.partenariat.org.uk) or [contact us!](#)

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### **EIC Events:**

#### **Tender Workshops**

Following on from the last round of Bid and Tender workshops we now have 5 more in the Southampton area BUT they take place this week and are almost booked up.

The Level 1 workshops will run in the morning and the Level 2 in the afternoons (apart from Friday). Each workshop will last three and half hours and are an excellent introduction to the tendering process. The dates and timings for these local events are listed below. The cost is £20 per person for Level 1 and £40 per person for Level 2. This amount will be invoiced to your company after the seminar. Please let you colleagues and partners know about the workshops. It is often a good opportunity to get together with partners and discuss ways of winning business.

A buying officer from Southampton City Council will be available to take all of your questions and we will work through 2 recent Council tenders. The dates and venues are:

- **Wednesday 6 October**  
Southampton Enterprise Hub at Chilworth (Level 1)  
09.30 to 13.00 (Lunch available from 13.00 to 14.00) **3 spaces left**
- **Wednesday 6 October**  
Southampton Enterprise Hub at Chilworth (Level 2) 14.00 to 17.30  
(Lunch is available from 13.00 to 14.00) **Still 2 places**
- **Thursday 7th October**  
~~Southampton Football Club (Level 1)~~  
~~09.00 to 12.30 (Lunch available from 13.00 to 14.00)~~ **Fully booked**
- **Thursday 7th October**  
~~Southampton Football Club (Level 2)~~  
~~14.00 to 17.30 (Lunch is available from 13.00 to 14.00)~~ **Fully booked**
- **Friday 8th October**  
Conference Room 4 in the Civic Centre Southampton (Level 1) 9.30 to 13.00  
Lunch available from 13.00 to 14.00. **3 spaces**

Please call of us for more information and bookings: 023 80 83 28 66 or email [southarea.eic@southampton.gov.uk](mailto:southarea.eic@southampton.gov.uk) BUT be quick ☺

### Other Events:

- **Forum for International Trade in Portsmouth** organised by Portsmouth & South East Hampshire Chamber of Commerce, Mercator Cargo Systems & Royal Bank of Scotland with the active support of Business Link Wessex.

Date - 17 November 2004

Price - Free including buffet lunch

Venue - Royal Navy Museum, Portsmouth Dockyard

Content - Topical subjects relating to international trade, Q&A session and networking opportunities. More details: please contact: Mr Max Breeze :

[max.breeze@chamber.org.uk](mailto:max.breeze@chamber.org.uk)

- **International Trade Forum in Basingstoke** organised by North Hampshire Chamber of Commerce with the support of Business Link and the European Information Centre Southampton.

Date - Monday 22 November 2004

Starts at 6pm with buffet Dinner and Networking (finishes at around 8pm)

Venue - To be Announced

Content - Doing Business with Russia.

More details please contact Mr John Harrocks: [john.harrocks@nhcci.co.uk](mailto:john.harrocks@nhcci.co.uk)

- **International Week dates announced:** 14-18 March 2004

This very popular event is brought to companies in 5 different cities of the Wessex region and is organised by Business Link Wessex, with the support of UK Trade and Investment, the local Chambers of Commerce of Dorset, North Hampshire, Portsmouth and South East Hampshire, Southampton and Fareham, Royal Bank of Scotland and the European Information Centre of Southampton.

The roadshows will run in a different location each day but with the same subjects and the same format in order that you can choose the most convenient one for you.

It will be a half-day event filled with seminars on International trade matters. The last event covered: working with agent and distributors, moving goods around the world,

marketing on the web, opportunities with the enlargement of the EU, researching your market and finally getting paid.  
More details shortly...

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## Enlargement of the EU, what is going on?

### Overview of Hungary



<b>Population</b>	10.2 million	<b>Currency</b>	Forint	<b>Capital</b>	Budapest
<b>Language</b>	Hungarian	<b>£ 1</b>	357.49 Ft	<b>Other Cities</b>	Debrecen Miskolc Szeged Gyor

Hungary is a country that shares its border with 7 countries with which it is well connected (Austria, Slovakia, Ukraine, Romania, Serbia and Montenegro, Croatia and Slovenia). The country has no access to the sea but the biggest lake of sweet-water in Europe has its birth there (Lake Balaton).

The country has also as part of its border with Slovakia as well as crossing through, the Danube River. The Danube is Hungary' s most important river and transport route, offering easy access to central and southeast Europe. Since the inauguration of the canal linking the Danube to the Main in 1992, goods can be carried from the Black sea to the North Sea. In October 2001, the last Danube bridge that was destroyed in World War II was reopened by both the Slovak and the Hungarian Prime Minister and European Commissioner Verheugen. The reconstruction of the bridge was co-financed by the EU Phare programme with € 10 million. Budapest, the largest city, is the capital and also the cultural, economic and industrial centre of Hungary.

Hungary has a really eventful history:

[http://europa.eu.int/comm/enlargement/hungary/index.htm#Country profile](http://europa.eu.int/comm/enlargement/hungary/index.htm#Country%20profile)

Approximately 1.8 million people - 18 percent of the country' s total population live in Budapest. Other major cities include Debrecen (204,000), the trade centre of a major agricultural region; Miskolc (172,000), the location of iron-and-steel and other metallurgical industries; Szeged (158,000), a shipping centre for the agricultural products of the Great Hungarian Plain, also noted for its chemical and synthetic-textile industries; Pécs (157,000), home of the oldest university of the country and of small manufacturing industries; Györ (127,000), a traditional cultural centre of the Northern Trans-Danubian region with up-to-date motor vehicle and tool-making industry

**Famous for:** George Soros, Alanis Morrissette, the Tokay wine, the Biro pen, Rubiks Cube, First colour TV, antiseptic...

**Opportunity sectors:** Aerospace, Agriculture, Automotive, Building and Construction, Clothing, Chemicals, Creative and Media, Electrical and Mechanical Engineering, Environmental products and services...

**Major trading partners:** Germany, USA, France, The Netherlands...

**Major Investors from UK:** Tesco, BAT, BT, Shell, Bernard Matthews, United Biscuits, Unilever, CP Holdings, Vodafone...

**Industries:** Mining, Metallurgy, Construction materials, processed Food, Textile, Chemicals (especially Pharmaceutical), Motor Vehicle.

**Exports:** Telecommunications, Motor Vehicles, Electrical equipment and machinery, Food products

**Imports:** Machinery and Equipment, Other manufactured equipment, fuels and electricity

**Airports:** from my research just one international airport located in Budapest



### Tenders:

- HU-Budapest: business and management consultancy and related service 164846
- HU-Székesfehérvár: surgical implants 163733
- HU-Debrecen: clip, suture, ligature supplies 162689

Offers from the Ted website

### Cooperation:

Offers from the EIC Business partner search database

- Hungarian Product Promotion 2000 LTD specialized in K 74 is looking for financial and technical co-operation
- Hungarian company specialised in processing and preserving of fruit and vegetables and building of cold storage warehouses seeks suppliers of food industry machinery and equipments

Source: Europa enlargement website: [http://europa.eu.int/comm/enlargement/index\\_en.html](http://europa.eu.int/comm/enlargement/index_en.html)

### **The EIC Network in Hungary can help you!**

EIC are in 9 cities: Budapest and for the other please visit, you will understand why:  
[http://europa.eu.int/comm/enterprise/networks/eic/eic\\_hungary.html](http://europa.eu.int/comm/enterprise/networks/eic/eic_hungary.html)

More information is available when contacting us, or you can visit these useful websites:

The European Commission Website: <http://europa.eu.int/comm>

We also have a full detailed report on how to work with companies from Hungary etc. ... [southarea.eic@southampton.gov.uk](mailto:southarea.eic@southampton.gov.uk)

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### Partner search:

Taking the benefit of belonging to a network of over 300 offices covering more than 40 countries the EIC has a substantial coverage and contacts in Europe. Searching a database that the whole network shares we can look for companies that you may be interested in as well as inputting your details to be found and contacted about your products. Just contact us for more details: [southarea.eic@southampton.gov.uk](mailto:southarea.eic@southampton.gov.uk) .

Some example of the companies looking for other companies:

- A German company has developed an innovative window front panel increasing the degree of thermal insulation and is looking for a partner that helps to develop a marketable product of the patented invention
- Polish textile company dealing with production of garments for women is willing to become a subcontractor
- Travel and Recruitment Agency is looking for new clients and employers interested in Estonian labour market
- A Swedish company producing and selling feminine hygiene products, wants to find an agent, representative or distributor

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### Legislation, Market Research and Problem Feed Back:

The EICs are a good entry point to find the solution for your business concerns.

- Have you got problems trading within the European Internal Market?
- Are the administrators in other EU states asking you for forms you never heard about?
- You don't know where to find the text of the Directive that everybody speaks about?
- You want to know how to enter successfully in the New European market?

We may be able to help and if we cannot ourselves we will try to find somebody who can. We will also be backed by our Technical Help Desk in Brussels as well as by the other offices composing our Network.

Just Contact us! [Southarea.eic@southampton.gov.uk](mailto:Southarea.eic@southampton.gov.uk) or 023 80 83 28 66



Southampton EIC is also part of a European wide initiative that the European Commission has started: the Interactive Policy Making. Through that system, we feed the Commission with queries/problems that YOU businesses are having in trading in the Internal Market. After analysing the cases the Commission will take actions to change the policy. So let's hear your voice in Europe!

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### **Our Contacts:**

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Website: [www.partenariat.org.uk](http://www.partenariat.org.uk)

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