

# UAE and Qatar

The membership benefits for companies joining emita are:

## A Regular Programme of Events

- Free attendance for a year at all events for one delegate from the company
- Free members only special events
- The opportunity to network with other like-minded businesses

## Benefits on Affiliate Company Products & Services

- A 12.5% discount on all Institute of Export (IoEx) training courses
- Attendance by IoEx members at our events will attract 5 IoEx CPD points per event (max 30 points per annum)
- A free 30 minute website evaluation from Hallam Communications Ltd
- 2000 bonus points when you register with the Star Alliance Company Plus airline rewards programme

## Free Professional Support from Selected Sponsors

- Free banking advice from RBS
- A free 20 minute legal consultation with Nelsons Solicitors
- A free Dun & Bradstreet comprehensive Company Report, compliments of RBS
- A free 60 minute business consultation (accounting, finance, tax, management, etc) with Tenon

## future events:

Wednesday 16 January 2008  
Members Only:  
East Midlands Airport  
(EMA) Tour

Wednesday 20 February 2008  
International Logistics

Thursday 13 March 2008  
Top Three EU Partners:  
France, Germany,  
Spain

## the world's new business centre

Park Inn Nottingham  
Mansfield Road  
Nottingham  
NG5 2BT

Tuesday  
20 November 2007

5.15 pm – 8.00 pm

visit: [www.emita.org.uk](http://www.emita.org.uk)



# UAE and Qatar

## the world's new business centre

**Date:** Tuesday 20 November 2007

### Speakers:

**Abdeslam El-Idrissi is Director of Trade Services at the Arab-British Chamber of Commerce ( ABCC )**

- With more than 25 years experience on Arab British Trade Relations
- Representing the views and needs of all 21 Arab League States
- Travels extensively throughout the UK, promoting the Arab World, Opportunities and Cultural understanding to British Business
- Well known individual throughout the UK and the Arab World, with a wealth of knowledge and experience

**Steve Barton** is the Area Manager for UK Trade & Investment in the East Midlands.

- Steve is the UKTI specialist for companies doing business with the Gulf States and has just returned from a trade visit to Qatar where he met Embassy commercial staff as well as local business leaders and trade groups.
- He has led a number of successful trade missions to Gulf countries including Qatar, UAE and Oman - introducing UK companies to local partners.

- He previously worked for a major British / Japanese company selling engineering products to the Gulf States in a wide variety of sectors including automotive, power, water and machine tools.
- Steve has a good understanding of the wider Middle Eastern market-place having worked in and visited a number of other territories including Saudi Arabia, Bahrain, Kuwait, Iran and Jordan.

**Derek Wilson** is the Managing Director of Elevation Rigging, a leading provider of venue rigging services to the entertainment & exhibition industry.

- Derek has 23 years experience working in the entertainment & event industry rising to Head of Rigging at the National Exhibition Centre.
- Elevation rigging has supplied rigging services to clients such as London 2012 Result in Trafalgar Square, Clothes Show live the Ryder Cup 2006 and the Ricoh Arena.
- In 2007 Elevation secured a long term contract to supply rigging services to the Abu Dhabi National Exhibition Centre in the United Arab Emirates.

### Programme:

- 17h15 Registration & refreshments
- 18h00 Welcome and introduction
- 18h10 Abdelsalam El-Idrissi: UAE – the land of opportunity
- 18h30 Q&A
- 18h40 Steve Barton: Qatar – a new land of opportunity
- 19h00 Q&A
- 19h10 Case Study UAE: Derek Wilson - Elevation Riggings Ltd.
- 19h30 Q&A
- 19h40 Details of the UKTI market visit to Qatar
- 19h45 Q&A and round-table discussions
- 20h00 Close & networking

## Booking Form

Please complete this form in block capitals.

## UAE and Qatar

Name .....

Position .....

Company .....

Address .....

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..... Post Code .....

Telephone .....

Fax .....

E-mail .....

Product / Sector .....

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Current / Potential countries of interest

.....

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### Please tick the appropriate box:

- I wish to become a member of emita. Please send me your invoice for £75.00 (including VAT). This entitles me to attend this and future emita seminars free for a year. I understand that this is an application for formal membership to be a member of a company limited by guarantee and that I can inspect the Memorandum and Articles of Association of that company and any of its statutory books at any time.
- I do not wish to become a member of emita. Please invoice me £40.00 (including VAT) for this seminar only.
- I'm an existing member of emita. Please register me to attend this seminar for free.

emita would like to add you to its mailing list so that we can make you aware of relevant products, services and events in the future.

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- Please tick here if you are happy for us to contact you by email
- Please tick here if you are happy for us to pass your details to selected partner organisations

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