

# Exhibition Programme



The Market Development Programme can help your business participate or visit exhibitions in a wide range of industry sectors.

Subject to interest, we will also organise Learning Journeys and Best Practice visits to key companies across the UK. We are happy to consider other opportunities you may wish to engage in - let us know!

## **Medtech Innovation - 26-27 Apr 2017, Ricoh Arena Coventry**

UK's Number 1 medical device design and manufacturing event.

## **Railtex - 9-11 May 2017, NEC Birmingham**

The all-encompassing showcase for technological innovations across the entire rail supply market - international exhibition.

## **All Energy - 10-11 May 2017, Glasgow SEC Centre**

The UK's premier event for renewable energy and sustainable technologies.

## **Automechanika - 6-8 Jun 2017, NEC Birmingham**

The world's leading exhibition for automotive aftermarket and supply chain.

## **Advanced Manufacturing - 6-8 Jun 2017, NEC Birmingham**

UK's only dedicated marketplace for advanced manufacturing technologies.

## **Subcon - 6-8 Jun 2017, NEC Birmingham**

UK's premier manufacturing supply chain show dedicated to subcontract and outsourced engineering services.

## **Offshore Wind - 6-8 Jun 2017, Manchester Central**

Will host an exhibition of over 400 exhibitors showcasing first class services and expertise by committed players at the cutting edge of the offshore wind industry.

## **Speciality Fine Food - 3-5 Sep 2017, Olympia London**

Explore the UK's leading showcase of fine food and drink.

## **Offshore Europe - 5-8 Sep 2017, AECC Aberdeen**

Offshore oil & gas exploration - Drilling, fabrication, support services and key issues across the upstream oil & gas and energy sector.

## **DSEI - 12-15 Sep 2017, ExCel London**

DSEI brings together the defence and security industry to source the latest equipment, systems and generate new business opportunities.

## **Plasa - 17-19 Sep 2017, London Olympia**

Annual exhibition for the international live entertainment technology industry.

## **PPMA 2016 - 26-28 Sep 2017, NEC Birmingham**

The industry-leading processing & packaging production line and materials event.

## **Northern Manufacturing - 27-28 Sep 2017, Event City Manchester**

Largest exhibition dedicated to serving the needs of manufacturing and electronics industries in the North of England.

## **BBC Food Show - 20-22 Oct 2017, Glasgow SEC Centre**

A Show that highlights the very best of Scotland's cuisine.

## **Advanced Engineering - 1-2 Nov 2017, NEC Birmingham**

Connecting the entire supply chain of the UK's advanced engineering industry with R&D, design, test, production and procurement.

## **Scotland Build - 22-23 Nov 2017, Glasgow SEC Centre**

The leading construction expo for Scotland.

## **Southern Manufacturing - 6-8 Feb 2018, Farnborough**

The UK's largest regional manufacturing technology, electronics and subcontracting exhibition.

## **Subsea Expo - 7-9 Feb 2018, AECC Aberdeen**

Europe's largest annual exhibition and conference, brings together the leading industry operators, contractors and professionals in the subsea oil and gas arena.

## **Packaging Innovations UK - Mar 2018**

This exhibition gives you the opportunity to showcase the latest products, and discuss your individual business with suppliers face-to-face.

To find out more about the Market Development Programme and how it can help your business, contact

**Dot Smith, Economic Development**  
(03451 55 55 55, ext 49 21 75)

[www.fifeconomypartnership.com](http://www.fifeconomypartnership.com)



## Market Development Programme 2017-18



# Promote your business

Exhibitions can be a very effective way to market your goods and services, raise your company's profile and meet existing customers while targeting new ones.

The Economic Development Team at Fife Council, offers a practical and effective way for Fife companies to easily take part in events and trade shows. Through our Market Development Programme, we organise group stands at major national and international events and provide a range of support services from advice and information to customised training.

## Benefits to participating or visiting exhibitions with us:

- We will project manage end to end solutions, leaving you to focus on your business and your customers
- You can take advantage of Economic Development's project management of the group stand
- Professional exhibition workshops cover everything you need to know from pre-event planning right through to post show evaluation
- We will support and include your business in local and national PR pre and post the exhibition. We work closely with local businesses and welcome your input to develop the programme.

If you have any suggestions or questions about attending an event or trade show, contact:

**Dot Smith, Economic Development**  
03451 55 55 55, ext 492175  
dorothy.smith@fife.gov.uk

## UK and International Markets

If you're thinking about expanding your company in the UK or internationally, attending an exhibition could be the perfect opportunity to secure your next big contract.

No matter what sector your business is in, or what country you're thinking of expanding to, there are UK and international exhibitions to suit you. There is common focus on a number of the Scottish economy's key sectors, such as energy, life sciences, electronics, food and drink, engineering and aerospace.

We'll work closely with you and with agencies such as the [Scottish Council for Development and Industry](#), [Scottish Chambers of Commerce](#) and [Scottish Development International](#) to provide advice that will help you succeed in the global marketplace.

Working alongside [Fife Chamber of Commerce](#) and through our dedicated [Business Gateway Services](#), we can provide business support solutions to assist businesses take their first steps into UK and International markets or increase their market share, provide market intelligence and export training as well as advice on getting goods to market.

To find out more about attending UK and international exhibitions, contact:

**Dot Smith, Economic Development**  
03451 55 55 55, ext 492175  
dorothy.smith@fife.gov.uk

## Accessing New Markets (outwith Scotland)

Whatever stage you are at in your business journey, whether you are considering expanding into new geographical areas or already exporting and simply wish to improve your current processes, we can offer help:

- Export Readiness Health Check and Support
- International/National Market Intelligence
- Seminars and Training
- Market Development Programme
- Financing and Insuring your Products to International Markets
- Legal Documentation
- Sales and Marketing

Market development support is available for Fife businesses who want to exhibit at trade exhibitions or participate in overseas trade missions. If you attend any exhibitions outside of Fife you may be able to claim funding support.

For more information on support, contact in the first instance:

**Business Gateway**  
01592 858333  
success@bgfife.co.uk

