

# Investment News



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## September 2011

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## 1. ECONOMIC INDICATORS

### UK

- Gross Domestic Product (GDP) increased by 0.2% in the second quarter of 2011, following an increase of 0.5% in the first quarter of 2011
- CPI annual inflation was 4.4% in July, up from 4.2% in June.
- Production output decreased by 0.7% in July 2011, compared to July 2010.
- Manufacturing output increased by 1.9% in July 2011, compared to July 2010.
- Services output increased 1.6% in June 2011, compared to June 2010.
- Year on year, all retail sales saw 0.0% growth in the volume of sales between July 2010 and July 2011. The value of sales increased by 4.3% between July 2010 and July 2011.
- The unemployment rate for the three months to June 2011 was 7.9% of the economically active population, up 0.1 on the quarter. The employment rate for those aged from 16 to 64 for the three months to June 2011 was 70.7%, unchanged on the quarter.
- Average earnings growth including bonuses increased in the year to June 2011, from the May 2011 rate of 2.3% to 2.6% in June 2011. Growth in average earnings excluding bonuses (regular pay)

- increased from the May 2011 rate of 2.1% to 2.2% in June 2011
- In April to June 2011, the number of visits by overseas residents to the UK grew by 6% when compared with the previous three months. Associated spending by overseas residents on visits to the UK increased by 5%. Over the same period, the number of visits abroad by UK residents increased by 5 per cent, and associated spending grew by 6%.
  - During the 12 months to June 2011, the number of visits by overseas residents to the UK increased by 4% when compared with the 12 months to June 2010, from 29.4 to 30.6 million – an increase of 1.2 million. In the 12-month period to June 2011, the number of visits abroad by UK residents increased by 1% when compared with the 12 months to June 2010, from 56.1 million to 56.4 million.
  - Expenditure on acquisitions abroad by UK companies fell to £10.2 billion in Q2 2011 although this remains the second highest value for outward acquisitions reported since Q1 2008. Inward acquisitions rose to £8.5 billion.
  - The UK's deficit on trade in goods and services was £4.5 billion in June, compared with a deficit of £4.0 billion in May, (originally published as a deficit of £4.1 billion).

For previously released UK economic indicators visit National Statistics <http://www.statistics.gov.uk/default.asp>

### LONDON

- London's annual growth in output decreased to 2.5% in Q1 2011 from 2.7% in Q4 2010.
- London's annual employment growth increased to -0.6% in Q1 2011 from -1.0% in Q4 2010.
- Annual house price inflation in London was -1.4% in Q2 2011, up from -5.4% in Q1 2011.
- The percentage of the resident working age population who are unemployed and claiming Jobseeker's Allowance in London was 4.3% in July 2011. There were 231,200 unemployment claimants in London in July 2011 compared with an upwardly revised 227,200 in June 2011.
- The Purchasing Managers' Index (PMI) of business activity recorded 59.5 in July 2011 compared to 57.2 in June 2011.
- The PMI for new orders for London firms recorded 60.1 in July 2011 compared to 57.9 in June 2011.
- The PMI for level of employment in London firms was 50.9 in July 2011 compared to 51.8 in June 2011.
- The RICS survey shows a positive net balance of 30 for London house prices over the past three months to July 2011.
- The net house price expectations balance in London was 28 in July 2011.

- For Greater London the consumer confidence score decreased to -22 in July 2011 from -17 in June 2011.

### US

- Real gross domestic product (GDP) grew at an annual rate of 1.0% in the second quarter of 2011. This follows a growth rate of 0.4% in the first quarter of 2011.
- Personal income increased \$18.7 billion, or 0.1%, and disposable personal income (DPI) increased \$16.3 billion, or 0.1%, in June, Personal consumption expenditures (PCE) decreased \$21.9 billion, or 0.2%
- Corporate profits grew 2.3% in the fourth quarter of 2010 and grew 29.2% in 2010 overall.
- The July international trade deficit decreased 13.1%, to \$44.8 billion. Exports rose 3.6%, to \$178.0 billion, while imports fell 0.2%, to \$222.8 billion.
- The U.S. current-account deficit increased to \$119.3 billion, or 3.2% of GDP in the first quarter of 2011, up from \$112.2 billion in the fourth quarter of 2010, or 3.0% of GDP.

For previously released US economic indicators visit US Bureau of Economic Analysis (BEA) <http://www.bea.gov/index.htm>

### NY

- Private employment rose by 3,600 in June 2011, after an increase of 1,100 jobs in May. (Source: New York State Dept. of Labor)
- The unemployment rate rose to 8.7% in June from 8.6% in May. (Source: New York State Dept. of Labor)
- The Manhattan hotel occupancy rate in June 2011 was 88.8%, down from 89.9% in June 2010. (Source: New York State Dept. of Labor)
- The Manhattan Class A office vacancy rate was 8.4% in July 2011, while the average asking rent was \$65 PSF. (Source: New York State Dept. of Labor)
- Passengers in NYC area airports totaled 9.4 million in May 2011, up 5.1% from May 2010. (Source: New York State Dept. of Labor)
- In July 2011, the Manhattan Class A direct vacancy rate rose to 8.4% a from 8.3% and the average rental rate remained at \$65 PSF. (Source: Cushman and Wakefield)
- In July 2011, the Downtown Class A direct vacancy rate rose to 8.4% and the rental rate remained at \$45 PSF. (Source: Cushman and Wakefield)
- The Manhattan Class A sublease vacancy rate fell to 1.6% in July 2011 from 1.8% in June. (Source: Cushman and Wakefield)
- For the four months ending June 2011: Building projects (including new, additions and alterations) that started construction in NYC

increased by 38.9% and, infrastructure (non-building) project starts fell by 18.0% from the four months ending June 2010. (Source: McGraw Hill Construction)

- Planned space for building project starts increased by 31.6% from the same period in 2010. (Source: McGraw Hill Construction)
- 882 residential building projects with 2,571 units of housing started construction, increases of 33.2% and 1.2% respectively over the period. (Source: McGraw Hill Construction)
- Total Broadway attendance was approximately 912,400 during the four weeks ending July 31, 2011, up 3.0% from the same period last year. Broadway revenue during this period was about \$84.8 million, up 5.6% from last year. (Source: The Broadway League)
- Domestic air carriers accounted for 6.2, million passengers, a 5.4% increase from the same month last year. (Source: Port Authority of New York and New Jersey)
- 3.2 million passengers traveled with international air carriers in May 2011, a 4.4% increase from May 2010. (Source: Port Authority of New York and New Jersey)
- In June 2011 the average daily hotel room rate was \$279, a 10.3% increase from June 2010. (Source: PKF Consulting)
- The average daily hotel room rate increased the most in higher-priced hotels (charging between \$300 and \$400 per night). (Source: PKF Consulting)
- Total ridership on MTA subways, trains and buses in June 2011 was 225.2 million, a decrease of 0.2% from June 2010. In June 2011, subway ridership was 140.5 million, an increase of 1.9% from June 2010. (Source: Metropolitan Transportation Authority)

## **2. INVESTMENT INDICATORS**

### **UK Inward Investment report 2010/11**

During the year ending March 2011 the UK received 1,434 foreign direct investment (FDI) projects. More than 94,500 jobs were associated with these investments. Compared to the previous year, associated jobs are up.

Project numbers are down - even so, this is one of the highest levels of FDI projects ever recorded in the United Kingdom

Underlining the United Kingdom's status as a springboard for global growth, FDI came from 54 source countries – a repeat of the previous year's record performance. Other highlights include:

- The USA remains by far the biggest source of investment projects, accounting for 27 per cent of all investment and almost 40 per cent of created or safeguarded jobs.

- Associated jobs were up for the majority of our leading investor economies.
- Project numbers were down for many countries, but there were increases for markets such as India, Canada, Spain, Switzerland and the Netherlands.
- Among the high growth markets, India and China are still the two principal sources of inward investment by project numbers.
- The rest of the top twelve source countries are mainly the major developed economies, highlighting their continued importance to the United Kingdom.

### **European Investment Monitor 2011**

The UK remains Europe's top destination for foreign direct investment (FDI) with its highest number of investments since 1997, according to Ernst & Young's annual European Investment Monitor.

The data, which is researched and powered by Oxford Intelligence, analyses inward investment into Europe. It shows that the UK attracted 728 FDI projects in 2010, up 7% on the previous year, compared with 562 projects in France and 560 in Germany – whose projects rose by 34%, bolstered by its position as the number one location for Chinese investment in Europe since 2007.

London by itself attracted more projects than all but France, Germany and Russia, with 289 FDI projects in 2010 up from 263 in 2009.

Although the UK and France remained the most attractive countries for investors, the real success story for 2010 among the major European economies was Germany whose project numbers rose by 34% to 560 in 2010 challenging France for second place.

Countries in Central and Eastern Europe saw strong growth in 2010 with Russia, Poland, Hungary and the Baltics all recording double digit growth in the numbers of projects reflecting the strong economic recovery in the region and its growing attractiveness to business.

Portugal, Greece and Spain all saw a decline in project numbers and the latter was overtaken by Russia as the fourth largest recipient for FDI in Europe. By contrast Ireland saw a 36% growth in projects in 2010 underlining its long term competitiveness in terms of tax rates and a highly skilled workforce.

### **EU27 Foreign Direct Investment**

Following the economic crisis, EU27 FDI (foreign direct investment) in the

rest of the world (outflows) declined significantly in 2010, falling by 62%, from 281 billion euros in 2009 to 107 billion in 2010, while FDI into the EU27 from the rest of the world (inflows) dropped by 75%, from 216 billion to 54 billion. This continues the trend of recent years, with EU27 outflows in 2010 standing at more than five times lower than in 2007, and inflows around eight times lower.

The strong fall in EU27 investments in the rest of the world in 2010 is explained by the significant declines recorded with the offshore financial centres (from 89 billion euro in 2009 to 21 billion in 2010), the USA (from 79 billion to 12 billion) and Switzerland (from 44 billion to disinvestment of 7 billion).

The USA was the main source of investment in the EU27, although down strongly from 97 billion euro in 2009 to 28 billion in 2010. Investments in the EU27 also decreased significantly from Switzerland (from 25 billion to 6 billion). However, investments increased strongly from Canada (from 12 billion to 28 billion), Hong Kong (from 1 billion to 11 billion) and Brazil (from 0.4 billion to 4 billion), and to a lesser extent from Japan and China.

Luxembourg, with outflows of 38 billion euros, was the largest investor outside the EU27 in 2010, followed by Belgium (36 billion), Germany (29 billion) and France (23 billion). Luxembourg (48 billion) was also the main recipient of FDI inflows from outside the EU27, ahead of the United Kingdom (28 billion), Ireland (21 billion) and Germany (14 billion).

As in previous years, the EU27 was in 2010 a net investor in the rest of the world, with outflows higher than inflows by 53 billion euro. Among the EU Member States, Belgium was the largest net investor outside the EU27 in 2010, with net investment of 38 billion, followed by Sweden (22 billion), the Netherlands (19 billion), France (15 billion) and Germany (14 billion). With inflows higher than outflows by 16 billion, the United Kingdom was the largest net recipient of FDI from outside the EU27, followed by Ireland (14 billion) and Luxembourg (9 billion).

### **Global FDI Increases 5% in 2011**

Global foreign direct investment (FDI) inflows rose five per cent to \$1.24 trillion in 2010, UNCTAD's annual investment survey reports. The study indicates, however, that FDI flows at the end of the year were still some 15% below their pre-crisis average and nearly 37% below their peak in 2007. Overall, investment continues to lag behind recoveries in global industrial output and world trade, which are already back to their pre-crisis levels.

The World Investment Report predicts that the recovery of FDI flows will

continue in 2011 and will reach a total of some \$1.4 to \$1.6 trillion, thus returning to the pre-crisis average. Thereafter, flows are forecast to rise to \$1.7 trillion in 2012 and \$1.9 trillion in 2013.

#### **UK Investment Position: First Quarter 2011**

The UK surplus on direct investment income was £12.9 billion in Q1 2011, a fall of £0.8 billion on the previous quarter. UK earnings on direct investment abroad were £25.2 billion in the latest period, up from £17.5 billion in Q4 2010. Foreign earnings on direct investment in the UK rose by £8.5 billion in the latest quarter to £12.2 billion.

Portfolio investment income recorded a deficit of £4.9 billion in Q1 2011, following a deficit of £3.0 billion in the previous quarter. UK earnings on portfolio investment abroad decreased by £0.2 billion in Q1 2011 to £11.4 billion. Foreign earnings on portfolio investment in the UK increased by £1.7 billion in the latest quarter, to £16.3 billion.

The deficit on earnings from other investment increased by £0.2 billion to £3.6 billion in the latest period. UK earnings on other investment abroad were £8.3 billion, a decrease of 0.3 billion on the previous quarter. Foreign earnings on other investment in the UK were £11.9 billion, a decrease of £0.1 billion from the previous quarter.

The financial account showed a net inflow (i.e. inward investment) of £2.1 billion in Q1 2011 compared with a net inflow of £14.4 billion in the previous quarter. There was net investment abroad of £117.0 billion in the latest quarter, following net disinvestment of £96.3 billion in the fourth quarter of 2010. Net investment in the UK was £119.1 billion in Q1 2011, following net disinvestment of £81.9 billion in the previous quarter.

Direct investment recorded net inward investment of £3.8 billion in the latest quarter compared with net inward investment of £11.8 billion in the previous quarter.

Direct investment abroad switched to net investment of £28.2 billion in Q1 2011, from net disinvestment of £6.8 billion in the previous quarter. Direct investment in the UK was £32.0 billion in Q1 2011, increasing from £5.1 billion in the previous quarter.

Portfolio investment recorded a net outflow of £48.9 billion in Q1 2011 compared with a net outflow of £55.3 billion in the previous quarter.

Portfolio investment abroad recorded net investment of £43.3 billion in Q1 2011, compared with net investment of £21.5 billion in the previous quarter. Portfolio investment in the UK recorded disinvestment of £5.6

billion in Q1 2011, following a record £33.8 billion disinvestment in the previous quarter.

Other investment in the latest quarter recorded net inflows of £26.1 billion compared with net inflows of £66.7 billion in the previous quarter.

Other investment abroad recorded net investment of £66.6 billion in Q1 2011, following net disinvestment of £119.9 billion in the previous quarter. Other investment in the UK showed net investment of £92.7 billion in Q1 2011, compared with net disinvestment of £53.2 billion in the previous quarter.

The international investment position showed net external liabilities (i.e. liabilities exceed assets) of £165.5 billion at the end of the first quarter of 2011, compared with net external liabilities of £189.5 billion at the end of the previous quarter. UK assets abroad decreased by £151.2 billion from the end of the fourth quarter of 2010 to a level of £9,140.8 billion at the end of the first quarter of 2011. UK liabilities decreased by £175.3 billion over the same period to a level of £9,306.3 billion.

#### **US Investment Position: First Quarter 2011**

In Q1 2011, Income receipts on U.S.-owned assets abroad increased to \$176.7 billion from \$170.9 billion. Income payments on foreign-owned assets in the United States decreased to \$119.6 billion from \$128.7 billion.

Net financial inflows were \$181.9 billion in Q1 2011, up from \$29.3 billion in Q4 2010.

US owned assets abroad increased \$325.2 billion in the first quarter, following an increase of \$236.8 in the fourth. Foreign-owned assets in the United States increased \$507.1 billion in the first quarter, following an increase of \$266.6 billion in the fourth.

U.S. direct investment abroad was \$86.5 billion in the first quarter, down from \$93.0 billion in the fourth quarter. Foreign direct investment in the United States was \$25.3 billion in the first quarter, following investment of \$70.6 billion in the fourth.

#### **U.S. Net International Investment Position at Yearend 2010**

The U.S. net international investment position at yearend 2010 was - \$2,471.0 billion (preliminary), as the value of foreign investments in the United States continued to exceed the value of U.S. investments abroad. At yearend 2009, the U.S. net international investment position was -

\$2,396.4 billion (revised). The -\$74.6 billion change in the U.S. net investment position from yearend 2009 to yearend 2010 primarily reflected net foreign acquisitions of financial assets in the United States that exceeded net U.S. acquisitions of financial assets abroad. The impact of these financial flows was partly offset by the net change in valuation adjustments, which include price changes, exchange-rate changes, and other changes such as more complete source data.

U.S.-owned assets abroad increased \$1,828.3 billion to \$20,315.4 billion. U.S. holdings of financial derivatives as assets (with positive gross fair value) increased \$152.1 billion to \$3,652.9 billion. U.S. official reserve assets increased \$84.9 billion to \$488.7 billion, mostly as a result of price appreciation of the U.S. gold stock. In contrast, U.S. government assets other than official reserve assets decreased \$7.5 billion to \$75.2 billion, as a result of decreases in U.S. foreign currency holdings. The stock of U.S. direct investment abroad at current cost increased \$361.9 billion to \$4,429.4 billion, mostly as a result of very strong reinvested earnings. U.S. holdings of foreign securities increased \$657.2 billion to \$6,222.9 billion, mainly due to increases in the prices of foreign stocks held by U.S. residents. Claims on foreigners reported by U.S. banks increased \$568.0 billion to \$4,572.6 billion. Claims on foreigners reported by U.S. nonbanks increased \$11.8 billion to \$873.7 billion.

Foreign-owned assets in the United States increased \$1,902.9 billion to \$22,786.3 billion. U.S. holdings of financial derivatives as liabilities (with negative gross fair value) increased \$176.5 billion to \$3,542.5 billion. Foreign official assets in the United States increased \$460.9 billion to \$4,863.6 billion, mostly as a result of relatively strong net foreign official purchases of U.S. Treasury securities. Foreign private holdings of U.S. securities other than U.S. Treasury securities increased \$540.2 billion to \$5,860.1 billion, mainly due to increases in the prices of U.S. stocks held by foreign residents. Foreign private holdings of U.S. Treasury securities increased \$272.8 billion to \$1,064.6 billion, mostly as a result of very strong net purchases. The stock of foreign direct investment in the United States at current cost increased \$217.2 billion to \$2,658.9 billion, as a result of relatively strong financial inflows. Liabilities to private foreign residents reported by U.S. banks increased \$166.6 billion to \$3,706.7 billion. Liabilities to private foreign residents reported by U.S. nonbanks increased \$40.4 billion to \$747.8 billion. The stock of U.S. currency abroad increased \$28.3 billion to \$342.1 billion.

### **3. NEW INVESTMENTS**

#### **US Investments into the UK**

##### **Thru Selects UK for First European Office**

Thru Inc, a Texas-based provider of Managed File Transfer Platform as a Service (MFT PaaS), has announced the establishment of operations in

Europe. Based in Camberley, Surrey, UK, Thru Europe brings substantial sales and operational experience gained in well-known companies like Tumbleweed Communications (now Axway), Oracle, and Informatica.

Thru Inc, 909 Lake Carolyn Parkway, Suite 750, Irving Texas 75039 Tel: 214496 0100 Website: [www.thruinc.com](http://www.thruinc.com)

Thru Inc, Pascoli House, Upper Verran Road, Camberley, Surrey GU15 2JL  
Tel: +44 (0)845 452 4178

#### **Infonetics Opens Office in UK**

US-based comms market specialist Infonetics Research has opened an office in the UK, led by George Stojsavljevic as Senior Account Director for EMEA. Infonetics is headquartered in Silicon Valley, California, and also operates a Boston office, as well as sales offices in Tokyo and in Taipei, Taiwan. George Stojsavljevic, will head up the new office in Letchworth, Herts.

Infonetics, Silicon Valley (US Headquarters), 900 E. Hamilton Avenue, Suite 230, Campbell, CA 95008 Tel: 408-583 0011 Fax: 408-583 0031  
Website: [www.infonetics.com](http://www.infonetics.com)

Infonetics, Suite113, Dorchester House, Station Road, Letchworth Garden City SG6 3AW  
Tel: +44 (0) 1462 478900 Fax: +44 (0) 1462 482616

#### **Active Power Expands UK Operation**

Active Power, Inc., a manufacturer of continuous power solutions and critical backup power systems, has moved its UK operations into a new office and industrial facility in Evesham, England, near the city of Birmingham. The new facility allows Active Power to support its expanding solutions business as well as design, build and commission an even greater number of continuous power and infrastructure solutions. The additional office and operations space will be utilized by the company's growing sales, service and manufacturing teams.

Active Power, Inc. 2128 W. Braker Lane, BK12, Austin, Texas 78758  
Tel: 512-836 6464 Fax: 512-836 4511 Website: [www.activepower.com](http://www.activepower.com).

Active Power Solutions Ltd. Unit 4A, Lauriston Business Park, Pitchill, Evesham, Worcestershire WR118SN Tel: +44 1386 870 006

#### **eG Innovations Expands Presence in UK**

Moving to capitalize on its continued growth in worldwide markets, eG Innovations, Inc., an award-winning global supplier of business service

monitoring software for physical, virtual and cloud-based infrastructure, announced that it has expanded its presence in London, UK, to fuel expansion of its sales and engineering activities there as well as in other parts of Europe, Middle East and Africa (EMEA).

eG Innovations, Inc, 33 Wood Ave. South, Suite 600, Iselin, NJ 08830  
Tel: 866526 6700 Fax:707-516 7544 Website: [www.eginnovations.com](http://www.eginnovations.com)

eG Innovations UK Ltd, , 3rd Floor, 126-134 Baker Street, London W1U 6UE. Tel: +44 (0)20 7935 6721 / +44 (0)12 7650 1590

#### **AccessData Opens Office in London**

Utah-based AccessData, the pioneer of digital investigations and litigation support, announced the opening of a new office, as well as a new hosting facility, in London to meet the needs of a growing community of e-discovery, computer forensics and incident response clients in the UK and EU.

AccessData, Corporate HQ, 384 South 400 West, Suite 200, Lindon, UT 84042

Tel: 801377 5410 Fax: 801765 4370 Email:

[internationalsales@accessdata.com](mailto:internationalsales@accessdata.com)

Website: [www.accessdata.com](http://www.accessdata.com)

AccessData, 3rd floor, 1 Bedford Street, London WC2E 9HG. Tel: +44 207 849 3524

#### **UK Investments into the US**

##### **Faun Trackway Opens US Base in Washington DC**

UK-based ground access solutions company, Faun Trackway, opened a new base in Washington DC. Located in the heart of the US capital's defense community, the office will help spearhead its expansion into North American territories. The business also announced it has appointed Mike Holdcraft as vice president of business development for the region.

Faun Trackway –UK, Bryn Cefni Industrial Estate, Llangefni, Isle of Anglesey, North Wales LL77 7XA Tel.: +44 1248 722777 Fax: +44 1248 750220 Website: [www.faustrackway.co.uk](http://www.faustrackway.co.uk)

Faun Trackway –USA, Suite 1101 Southern Building, 805 15th Street NW, Washington DC 20005

Tel.: 202-459-0802 Fax: 202-459-0799

##### **Regester Larkin Energy opens first North American office in Washington DC**

UK-based management consultancy, Regester Larkin Energy is

expanding into North America with an office in Washington DC. The global consultancy, with over 20 years' experience advising the energy and extractive industries, expects to formally open another North American office in Houston by the end of 2011. R. Kirk Sherr, has been recruited to run the new North America division. Through its new office, Register Larkin Energy will help US-based energy companies - and those entering the US market - understand and address diplomatic, strategic, policy and regulatory issues that may adversely affect their licenses to operate. Together with Register Larkin Energy's other offices, it will also advise North American clients as they expand into challenging emerging markets, giving guidance on international strategy and foreign government policy issues. Lew Watts, will act as chairman of Register Larkin Energy North America

Register Larkin Limited, 21 College Hill, London EC4R 2RP Tel: +44 (0)20 7029 3980

Fax: +44 (0)20 7236 0471 Email: [enquiries@registerlarkin.com](mailto:enquiries@registerlarkin.com)

Website: [www.registerlarkin.com](http://www.registerlarkin.com)

Register Larkin North America, 1667 K Street, NW, Suite 1230, Washington DC 20006

Tel: 202 223 1667 Email: [kirk.sherr@registerlarkin.com](mailto:kirk.sherr@registerlarkin.com)

#### **WRBM Opens Office in New York**

WRBM Inc, publisher of CosmeticsDesign.com USA, has opened an office in Lower Manhattan, New York City to re-enforce its position as the leading provider of independent news serving the US cosmetics formulation and packaging industries. Part of William Reed Business Media, WRBM Inc also publishes CosmeticsDesign-Europe.com and a range of other free-access, breaking news websites dedicated to the pharmaceutical, food and nutrition sectors. The new office will be the North American base for both editorial and online sales solutions teams.

William Reed Business Media Ltd, Broadfield Park, Crawley, West Sussex RH11 9RT

Tel: +44 (0) 1293 613400 Website: [www.william-reed.co.uk](http://www.william-reed.co.uk)

#### **4. TRADE SHOWS**

##### **UK**

##### **October 11-12, 2011 - Energy Solutions Expo 2011 - London Olympia**

Website: [www.energy-expo.info](http://www.energy-expo.info)

Energy Solutions Expo is the UK's fastest growing energy event.

Contact: Richard Stanbridge, Senior Commercial Specialist Tel: +44

(0)20 7894 0437

Email: [Richard.Stanbridge@trade.gov](mailto:Richard.Stanbridge@trade.gov)

**October 11-12, 2011 - E Commerce Expo 2011 - Olympia, London**

Website: <http://www.ecommerceexpo.co.uk>

E Commerce Expo is positioned to address the processes, technologies and services that surround the e-commerce transaction - acquisition, conversion, fulfilment and customer retention..

Contact: Andrew Williams, Commercial Specialist Tel: +44 (0)20 7894 0417 Email: [Andrew.Williams@trade.gov](mailto:Andrew.Williams@trade.gov)

**October 19-20, 2011 - IP Expo - Earls Court 2, London**

Website: <http://www.ipexpo.co.uk/>

IP EXPO is a true end-to-end IT infrastructure event. Visitors can learn about IP, Virtualization, the Cloud, Wireless and Storage technologies - and see how they connect together.

Contact: Andrew Williams, Commercial Specialist Tel: +44 (0)20 7894 0417

Email: [Andrew.Williams@trade.gov](mailto:Andrew.Williams@trade.gov)

**US**

**October 3-6, 2011 – TEAMS 2011: Travel, Events & Management in Sports Conference & Expo - Las Vegas, NV**

Website: <http://www.sportstravelmagazine.com/teams10/index.html>

The World's Leading Conference & Expo For the Sports-Event Industry.

Contact: Stewart Gough, Commercial Specialist Tel: +44 (0)20 7894 0459 Email: [Stewart.Gough@trade.gov](mailto:Stewart.Gough@trade.gov)

**October 22-27, 2011 - High Point Market-Fall 2011 - High Point, NC**

Email: [bcasey@highpointmarket.org](mailto:bcasey@highpointmarket.org)

Website: <http://www.highpointmarket.org>

See the world's most comprehensive product selection, including more new products than all other markets combined. Connect to the hottest home trends and business best practices with leading researchers and industry experts.

Contact: Marcella Marcheso, Commercial Specialist Tel: +44 (0)20 7894 0433

Email: [Marcella.Marcheso@trade.gov](mailto:Marcella.Marcheso@trade.gov)

**October 25-27, 2011 - Louisiana Gulf Coast Oil Expo (LAGCOE) - Lafayette, LA**

Website: <http://www.lagcoe.com/>

For more than 57 years, LAGCOE has been providing unprecedented access to key decision makers, state-of-the-art technologies and the very latest in offshore and onshore drilling capabilities.

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