**INVITATION TO PIN MEMBERS TO PROMOTE THEIR TECHNOLOGIES ABROAD**

UK Trade & Investment (UKTI) would like to host an event, to take place

in February 2012, to introduce UK suppliers of resource efficient

process technology to representatives from 3 main target countries

(India, China and Russia), where manufacturing approaches are far more

energy intensive than best-practice UK techniques.

There are several industrial members of PIN in the PI equipment field (including compact heat exchangers) that supply one or more of the target

technologies identified by UKTI.  UKTI would be therefore be interested

to organise an event in which you would wish to participate and would

like your feed-back on the likely make up of the event, and hence would

be very grateful if you could reply to the questions below:

**Attendees**

Who would be the most appropriate person in your company to attend such

an event? (name and position)

**Location of the event.**

Would you be interested in participating in an event located in London

or would you rather a regional event? (please indicate which region)

**Timing of the event.**

Please indicate which would be your preferences as

regards the scheduling of the event:

Full day event

Evening sessions

Morning sessions

**Content of the event.**

Please indicate which aspects you would be

interested to find as part of the event:

Technology specific sessions where we would be given the opportunity to

demonstrate our technology to potential foreign buyers

Exhibits where we could have a stand showing details of our

technologies to potential buyers

Technical sessions with high-calibre speakers providing the latest

technological updates for our sector and technology.

Foreign business sessions, where we would be provided with information

on how to open our business to overseas markets (for example,

Protection of Intellectual Property Rights, contractual issues, credit

for exports, etc.)

Market specific sessions, informing about specific business

opportunities and hurdles in Russia, India and China.

**Suggestion of speakers.**

Can you provide us with suggestions of high

calibre speakers that you would like UKTI to invite?

**Suggestions on counterparties.**

Who would be the counterparties you

would be most interested in meeting from the target countries?

CEO’s of potential clients

Procurement manager of potential client

Production managers

Distributors

other

**In the first instance please contact Mike Morrell at AEAT, see below.**

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