

You are invited to attend a FREE breakfast Seminar on Wednesday 28th January at the University of Chester Thornton Science Park

The Topic

This event will provide an invaluable insight into export and supply chain. It will look how your business can benefit from international trade, what you need to know about working with international markets and how you can make the process as simple and streamlined as possible.

The Speakers



Professor Lawrence Bellamy

Associate Dean at University of Chester
Professor Bellamy leads the faculty of business and management at the

Warrington Campus and he is a Chief Examiner for the Engineering Council and Senior Assessor for the Chartered Institute of Purchasing and Supply. His talk will focus on 'Global Supply Chains and their key Challenges.



Dr Neil Pyper

Consultant, Senior Lecturer in Business Management at Coventry University. Neil will discuss politics and doing business overseas.

A specialist in international business and strategic foresight with over twelve years' experience as a country risk analyst and consultant.



Paul Wilcox International Trade Adviser with UKTI NW covering the Energy and Environment sectors. Paul has thirty years nuclear experience with BNFL, Westinghouse and ABB.

Paul will discuss the UKTI Export Support for NW Businesses.



Ana Carbonell-Galiana MBA

Business Export Advisor specialising in Export at the High Growth Centre.

A multi-lingual professional Ana has over 18 years of field experience in developing emerging markets and products, as well as selecting and managing overseas agents and distributors; including ten years as Director of Sales and Operations of China Market for a multinational. Ana also owned an international trading company and established a strategic overseas office in Hong Kong



The Venue

The High Growth Centre is located at Thornton Science Park (the former Shell Technology Centre) at Ince, near Chester. Co-funded by the University of Chester and the European Regional Development Fund (ERDF), the High Growth Centre offers SMEs (Small Medium Enterprises) and new start-up businesses valuable advice and support.

Designed specifically for companies operating in the Advanced Manufacturing, Automotive, Engineering and Environmental sectors the unique blend of industry, innovation and academia will deliver a much needed economic boost to the region.

Companies are able to access a wide range of specialist equipment and advice with additional support available from the University's Faculty of Science and Engineering working alongside the team of specialist advisors.

The impressive list of services available to companies based throughout the North West can be found at thorntonsciencepark.co.uk/hgc. Flexible workspaces are also available for enterprises in the High Growth Centre. Including hot desks, office space, laboratory and industrial workspace.

Following the seminar there will be an opportunity to attend a brief tour of the site including the laboratories and workshops.



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The Agenda

8.15am	Registration – Parking is easily accessible and we are located off Junction 14 of the M56
8.30am	Breakfast Buffet & Networking
8.50am	Introduction
9am	Professor Lawrence Bellamy – Associate Dean, University of Chester
9.20am	Dr Neil Pyper – Senior Lecturer in Business Management, Coventry University
9.40am	Paul Wilcox - UK Trade & Investment
10am	Ana Carbonell-Galiana - Business Export Advisor specialising in Export at High Growth Centre
10.15am	Refreshments & Networking
10.40am	Thornton Science Park Tours Start

How to Book Your Space

Please email the High Growth Centre, stephen.lloyd@chester.ac.uk with the following details to secure your space:

- **Name**
- **Job title**
- **Company**
- **Nature of Business**
- **Telephone Number**
- **Which workshop/s you would like to attend**

On receipt full details including directions and security information will be issued.

Please note this training event is part funded by ERDF and will require you to sign a register to confirm your attendance and the nature of advice provided.

Yours sincerely



Stephen Lloyd DipM
Sales & Marketing Advisor

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