



# UNITED KINGDOM & IRELAND

## Trade Mission to the United Kingdom and Ireland

April 16 - 20, 2018

### ACCELERATE YOUR EXPORT SALES!

Be a part of the VEDP's Trade Mission to the United Kingdom and Ireland and enjoy private, one-on-one meetings with prospective customers and partners. These well-planned visits are business meetings arranged on your behalf, with your input, to save you time and maximize

### WHY THE UNITED KINGDOM

The United Kingdom is a highly sophisticated market with strong demand for products and services that improve productivity. There is ongoing, strong demand for a wide range of equipment and services related to safety/security.

The UK is a leading trading power and financial center and the third largest economy in Europe after Germany and France. The UK has large coal, natural gas, and oil resources, but its oil and natural gas reserves are declining, and the UK has been a net importer of energy since 2005.

In 2015, the United Kingdom ranked 5th among U.S. export destinations and 4th among Virginia export destinations. Top Virginia exports to the UK include Industrial Machinery, wood products, plastics, and aircraft / spacecraft.

Success in the UK market is largely product-driven, rather than sector-driven. Innovation, new technologies and niche products are always of interest to UK industry. Suppliers that can offer products and services that are differentiated from the competition – either by capability or price – can be successful.



FOR MORE INFORMATION  
AND TO REGISTER, CONTACT:

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## OPPORTUNITIES FOR VIRGINIA COMPANIES IN THE UK

Virginia companies can take advantage of opportunities in the following key sectors in the United Kingdom:

- Medical Devices & Technologies
- Construction
- Renewable Energy and Green Technology
- Aerospace
- Convenience Foods and Snacks
- Information Technology/Cyber Security

## TRADE MISSION DETAILS

**Dates:** April 16 - 20, 2018

**Fee:** \$2,500 (fee does not include airfare, lodging or meals.)

**Deadline to Register:** February 16, 2018

The goal of this Trade Mission is to help each participant grow their international business in the United Kingdom and Ireland through a customized meeting itinerary with prospective customers and partners.

**For more information, please contact:**

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## CLIENT TESTIMONIALS

“Both the team in Virginia and [the in-country consultant] did an excellent job. We are working with one reseller from the trip and hope to have that buttoned up within the next few months. Looking forward to continuing our business development in the UK and discovering where we will go next!”

“Great trip. We made some very good contacts and expect to have a success story in the near future. I would recommend this program to any company looking to grow their business internationally.”

“Our success for the trip was engagement with small and large companies in the UK which would complement our focus in the US. Overall it was a wonderful visit and we met wonderful companies.”

