



Scottish Council for
Development and Industry

PRESS RELEASE

SCDI and Glasgow City Council Trade Visit to Chicago and New York

10 February 2012

Over 16 Glasgow based businesses will be participating in SCDI and Glasgow City Council's upcoming trade visit to Chicago and New York. The visit which runs from the 9th-14th April will coincide with Scotland Week and give participating companies an excellent opportunity to benefit from the increased profile.

This visit follows on from last year's successful visit to Toronto and New York which was also led by the Lord Provost. Companies which participated last year won business worth £1 million.

This visit will bring together organisations from a range of sectors including: Creative Industries, Law, Food and Drink, Business, Technology, Education, Transport and Manufacturing.

The American market offers vast opportunities for Scottish businesses as America remains the largest and most influential economy in the world. Despite recent economic downturn US states like New York have bounced back quicker and gained more in the recovery. The USA has also experienced significant economic growth within recent months indicating that despite a tough economic climate this market has a strong and resilient economy.

The UK and the USA maintain a close trading relationship. The USA is still the UK's largest trading partner and the US is the UK's top export destination for goods and services. President Obama's foreign policy also maintains the likeminded goal of increasing their exports within the next five years making America a great market for Scottish companies looking to internationalise.

The Lord Provost of Glasgow, Bob Winter said: "Glasgow has always enjoyed strong trading links between Chicago and New York and this visit will ensure companies in the city are supported to achieve their ambitions in two of the world's most dynamic cities".

SCDI's International Director, Jane Gotts said: "The US remains the world's largest and most influential economy. In recent months we have seen a boost in economic growth with 243,000 jobs created in January alone. Glasgow companies are well placed to capitalise on this growth and we look forward to working with them and the Lord Provost to deliver a successful visit for Glasgow".



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SCDI trade delegates who are participating in this visit said:

Stephen Telford, High Voltage Instruments:

“I am looking forward to participating in another trade visit with SCDI and the Lord Provost after meeting him on SCDI’s 2011 trade visit to Toronto and the USA. The visit was a success on all fronts and I look forward to replicating this in the forthcoming visit to Chicago and New York”.

Paul Simmons, Timorous Beasties:

“I’ve participated in various SCDI trade visits to a wide range of markets including Brazil and I’ve always found it valuable to be part of SCDI’s delegation for networking and knowledge exchange. The US market is a key market for my business and I’m confident that with SCDI’s support that this visit will be extremely successful for Timorous Beasties”.

The visit to America is the latest in SCDI’s schedule of trade visits which have been running since 1960. SCDI believes increasing the value of Scotland’s exports has a key role to play in delivering future economic growth. In SCDI’s Blueprint for Scotland, the organization sets the ambitious target of doubling the value of Scotland’s exports within the next decade

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Notes to Editors

SCDI is Scotland’s leading economic development organisation representing 1,200 companies, SMEs, public sector bodies, charities, trade unions and faith groups.

SCDI, working in partnership with UK Trade and Investment and Scottish Development International, has a long history in delivering successful trade visits for Scottish businesses operating at every level and within almost every sector of the economy.

Participants in the New York & Chicago visit are:

Airlink Asset Management LTD
Andy Scott public art



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China Club HQ
Cloch Solicitors
Glasgow City Marketing Bureau
High Voltage Instruments
Iona Crawford
Mamore Boucherie
Original Skin Co.
PFP International
Pincer Vodka
Randak Design Consultants
RLF Limited
Stasis
Timorous Beasties
YUVA Motion Print

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