



Scottish Council for
Development and Industry

PRESS RELEASE

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BUSINESSES CELEBRATE MILLION POUND TRADE VISIT SUCCESS

Glasgow-based small businesses are set to benefit from new orders worth more than £1million following SCDI's recent successful trade visit to Toronto, funded by Glasgow City Council.

During the visit, which took place from 4-8 April 2011, the seven companies funded by Glasgow City Council took direct orders worth £215,000 and anticipate £1,050,000 in orders over the next 12 months. The Lord Provost of Glasgow, Bob Winter led the Toronto delegation.

The Lord Provost said:

"The trade trip has proved a big success and I know everyone involved is thrilled with their orders. Toronto and Glasgow have historical and cultural ties as well as common economic interests. I am delighted about the business friendships we have forged and look forward to further strengthening our joint economic interests."

SCDI Chief Executive, Dr Lesley Sawers said:

"The success of this trade visit demonstrates the importance to cities of developing international networks. Glasgow has always been a trading city and it is encouraging to see so many small businesses building new contacts in Toronto. The Lord Provost played a key role in opening doors for our participants and we were able to forge close links with the City of Toronto which will lead to future success. SCDI will continue to work with Glasgow City Council to support companies in their ambitions to win business and build success in overseas markets."

The participants on the visit found the experience invaluable to their businesses.

Colin Maclean from China Club HQ said:

"The visit was a real success on all fronts and it was certainly very worthwhile to take the time and effort to meet face to face with the companies and organisations that I did, and to begin establishing what will very hopefully be long term relationships."

John McCormack from Fruit Mobile Managed Services Ltd said:

"The visit was a very positive experience which has re-energised my business about building more solid contacts with connections in Toronto. I plan to return!"

The visit to Toronto 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 organisation sets the ambitious target of doubling the value of Scotland's exports within the next decade.

Trade visits planned for 2011-12 include:

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- **India**, Delhi and Mumbai 17 – 21 October
- **Brazil**, Rio de Janeiro and Sao Paulo 28 Nov – 2 Dec 2011
- **Middle East**, Dubai and Doha – 5 – 9 February 2012
- **China**, Shanghai and Hong Kong – 5 – 9 March 2012

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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.

The companies that participated in the trade visit were:

- ASC Concrete
- China Club HQ
- Davis Langdon
- Fruit Mobile Managed Services Ltd
- Glasgow City Marketing Bureau
- Glasgow School of Art
- High Voltage Instruments
- ISAI Digital Media Ltd
- SPG Cambuslang LLP
- VisionWare Ltd
- Wilson and Gunn Architects

SCDI's Blueprint for Scotland can be found at www.scdi.org.uk/blueprint.

For further information, please contact James Alexander, SCDI Policy and Communications Manager on 0141 352 8553 or 0776 202 3985.