



# Investment News

## 1. Economic Indicators:

- UK/London
- US/NY

## 2. Investment Indicators:

- Foreign Direct Investment 2005
- Foreign Direct investment 2006
- World Investment Prospects 2006-2010

## 3. New Investments:

- US Investments into UK
- UK Investments into US

## 4. Trade Shows:

- UK
- US

## 5. Other

## 1. ECONOMIC INDICATORS

### UK

● GDP grew 0.8% in Q2 2006, up from growth of 0.7% in Q1. The level of GDP is now 2.6% higher than Q2 2005.

● Manufacturing output increased by 0.9 % in the three months to July 2006 compared with the three months to April 2006.

● In August 2006, output price annual inflation for all manufactured products fell to 2.6%. Input price annual inflation fell from 10.2% in July to 7.6% in August.

● Services output rose by 1% in the quarter to June 2006 compared with the quarter to March. Distribution output rose by 1% in the quarter to June. Retail increased in output whilst motor trades and wholesale output decreased. Hotels and restaurants output rose by 0.3% in the quarter to June, output from transport, storage and communications rose by 0.9% compared with the previous quarter. Business services and finance output rose by 1.3% in the quarter to June. Government and other services output increased by 0.8% in the quarter to June.

● Consumer Prices Index (CPI) annual inflation rose to 2.5% in August 2006 up from 2.4% in July. Retail Prices Index (RPI) inflation rose in August to 3.4% up from 3.3% in July.

● Employment rate for people of working age was 74.6% for the three months ending in July 2006, down 0.1% over the quarter and down 0.2% over the year. The number of people in employment for the three months ending in July 2006 was 28.97 million, up 38,000 over the quarter and up 220,000 over the year. The unemployment rate was 5.5%, up 0.3% over the quarter and 0.8% over the year. The number of unemployed people increased by 93,000 over the quarter and by 280,000 over the year to reach 1.70 million.

● Average earnings (excluding bonuses) rose by 3.7% in the year to July 2006, down from 3.8% in June. Average earnings (including bonuses) rose by 4.4% in the year to July 2006, up from 4.3% in June. In the year to July 2006, pay growth (excluding bonuses) in the private sector was 3.9%, compared with 3% for the public sector. Including bonus payments, private sector growth stood at 4.6% compared with 3.8% for the public sector.

- In the year to July 2006, consumer prices increased by 2.4%, which is below the rate of earnings growth.
- Total car production in the three months to August 2006 fell by 6.7% compared with the previous three months.
- Business investment for Q2 2006 is estimated to be 4.8% higher compared with the same period of last year and 1.6% higher than the previous quarter.
- Total net investment by insurance companies, pension funds and trusts was £25.9 billion in Q2 2006, £6.9 billion higher than the figure for Q1.
- The volume of retail sales in the three months June to August 2006 was 1.5% higher than in the previous three months. This follows 1.9% growth in the three months to July and compares with an increase of 0.8% at the same time in 2005.
- In August 2006 the public sector showed a deficit on current budget of £5.6 billion, compared with a deficit of £3.6 billion in August 2005.
- Visits by overseas residents to the UK rose by 5% during the 12 months ending July 2006, from 29.5 million to 31 million. In the same 12-month period, visits abroad by UK residents rose by 3% from 65.8 million to 67.7 million.
- During May to July 2006, there were 7.8 million visits to the UK by overseas residents – a decrease of 2% when compared with the previous three months. Spending increased 3% to £3.9 billion. Over the same period, the number of visits overseas by UK residents decreased by 1% to 17 million when compared with the previous three months, while the associated spending remained broadly the same at £8.4 billion.
- The UK's deficit on trade in goods and services was £3.8 billion in July 2006, the same as in June (which was previously published as £4 billion). The surplus on trade in services was £2.6 billion in July, £0.1 billion higher than in June. The deficit on trade in goods in July was £6.3 billion, the same as in June (previously published as £6.5 billion). The deficit with the enlarged EU was £1 billion lower than in June at £2.1 billion as exports fell by 1.7 billion but imports fell by £2.6 billion. The deficit with non-EU countries widened to £4.3 billion in July from a deficit of £3.3 billion in June. There was a fall in exports of £1.3 billion and a fall in imports of £0.2 billion

For previously released UK economic indicators visit National Statistics <http://www.statistics.gov.uk/>

## LONDON

- In the most recent 28-day period, (From 25 June to 22 July 2006) London's public transport had 219.7 million passenger journeys; 139.2 million by bus and 80.5 million by underground.
- The moving average annual rate of growth in passenger journeys increased to 0.5% from an upwardly revised 0.1% in the previous period.
- The rate of claimant count unemployment in London was 3.4% in August 2006. There were 166,200 unemployment claimants in London in August 2006, compared with 165,600 in August 2005.
- London's annual growth in output increased to 3.3% in Q1 2006 from an upwardly revised 3% in Q4 2005.
- London's annual employment growth was 1.8% in Q1 2006, down from upwardly revised annual employment growth of 3.2% in Q4 2005..
- The Purchasing Managers' Index (PMI) of business activity recorded 59.1 in August 2006, slightly down from 59.6 in July.
- London firms continued to increase their level of employment in August 2006. The PMI for the level of employment declined to 55.7 in August 2006 from 57.6 in July.
- The RICS survey shows a positive net balance of 70 for London house prices over the past three months up to August 2006. This net balance shows an increase from 61 reported in July.
- Annual house price inflation in London increased to 11% in Q2 2006 from 7.5% in Q1. Annual house price inflation in the UK increased to 9.3% in Q2 2006 from 6.5% in Q1.
- The annual growth rate of overseas visitors to the UK was 7.9% in July 2006, up from 0.8% in June. The annual growth in expenditure by overseas visitors in the UK was 17.2% in July 2006, up from 1.6% in June.
- 12.4 million passengers travelled through London's airports in August 2006. The number of passengers using London's airports increased by 0.8% from August 2005 to August 2006.

## US

- Real gross domestic product (GDP) grew at an annual rate of 2.9% in Q2 2006. This follows a 5.6% growth

rate in Q1.

- Personal income grew 0.6% in June 2006, after rising 0.4% in May. Real consumer spending increased 0.2% in June 2006, about the same increase as in May.
- The US monthly goods & services deficit widened in July 2006. The deficit increased from \$64.8 billion (revised) in June to \$68 billion in July, as imports increased and exports decreased. Exports of goods and services decreased \$1.3 billion in July to \$120 billion and imports of goods and services increased \$1.9 billion in July to \$188 billion.
- The US current account deficit increased to \$218.4 billion in Q2 2006 from \$213.2 billion (Revised) in Q1. As a share of US GDP, the deficit remained at 6.6%.

For previously released US economic indicators visit US Bureau of Economic Analysis (BEA)

<http://www.bea.gov/beahome.html>

## NY

- Private employment increased by 8,100 jobs in July 2006, reaching the highest level since September 2001. (Source: New York State Dept. of Labour)
- The unemployment rate was 5.7% in July, up from 5.1% in June. (Source: New York State Dept. of Labour)
- The NYC hotel occupancy rate in July 2006 was 86%, compared to 87% in July 2005. (Source: New York State Dept. of Labour)
- The Direct Class A office vacancy rate was 5.4% in July 2006, while the average asking rent was \$54 per SF. (Source: New York State Dept. of Labour)
- Passengers in NYC's airports totaled 9.3 million in June 2006. (Source: New York State Dept. of Labour)
- In August 2006, the Manhattan Direct Class A vacancy rates decreased, for the fourth consecutive month, to 5.4%, primarily due to a decline in the Downtown rate to 8.3% from 9% a month earlier. (Source: Cushman & Wakefield)
- From July to August 2006, Downtown and Midtown sublease vacancy rates decreased; the Manhattan rate decreased to 1.6% from 1.8% during the previous period. (Source: Cushman & Wakefield)
- From July to August 2006, the Manhattan average direct rental rate increased to \$54 PSF as a result of the Downtown rate rising from \$43 PSF to \$45 PSF, the highest rental rate for Downtown since February 2003. (Source: Cushman & Wakefield)
- In June 2006, 9.3 million passengers flew into and out of the region's airports, a 5% increase from June 2005 passenger levels. (Source: Port Authority of New York and New Jersey)
- In July 2006, the average daily hotel room rate was \$226, a 7% increase from July 2005. (Source: PKF Consulting)
- Hotel occupancy was 86% in July 2006, compared with 87% in July 2005. (Source: PKF Consulting)
- Total Broadway attendance was approximately 1 million during the five weeks ending August 27, 2006, a 7% decrease from the same period last year. Broadway revenue during this period was roughly \$80 million, a 4% increase from last year. (Source: The League of American Theatres and Producers)
- Total ridership on MTA subways, trains and buses, and bridge and tunnel use in June 2006 was roughly 220 million, a decrease of 3% from June 2005. In June 2006, subway ridership was approximately 120 million, a decrease of 2% from June 2005. (Source: Metropolitan Transportation Authority)
- For the four months ending July 2006: There were 3,258 building projects (including new, additions and alterations) that started construction in NYC, a 9% decrease from the four months ending July 2005. There were 138 infrastructure (non-building) projects, a decrease of 44% from last year. (Source: Dodge Analytics)
- Planned space for building projects is approximately 19 million square feet, a 4% decrease from the same period ending 2005. (Source: Dodge Analytics)

## **2. INVESTMENT INDICATORS**

### Foreign Direct Investment (FDI) 2005

World FDI inflows increased to US\$955bn in 2005, a 19% increase on the 2004 total. In US dollar terms, the 2005

total was the third highest on record (global inflows reached US\$1.1trn in 1999 and peaked at US\$1.4trn in 2000). Furthermore, the cumulative world stock inward FDI surpassed US\$10trn in 2005 and is forecast to exceed US\$16trn by 2010.

In 2005, emerging markets accounted for bulk of the increase in FDI inflows. FDI inflows into the emerging markets grew by 26% in 2005 to reach a record high of \$400bn (more than 40% of the global total). China was the main recipient. With a record inflow of US\$79bn, China accounted for one-fifth of all inflows into emerging markets.

The US is the largest host of FDI in the world, with a historic-cost book value of the stock of FDI in the US of US\$1.8trn by end of 2005. FDI inflows into the US in 2004-2005 was an annual average of \$US122bn. FDI inflows into the US are set to rise strongly in 2006-10, and the US is forecast to be the main FDI recipient in the world (with some 23% of the global inflows).

FDI inflows into Western Europe recovered strongly in 2005 to US\$441bn and 51% increase over inflows into Western Europe in 2004. The UK was the world's and the EU's top FDI recipient in 2005, with US\$164bn, some 17% of the global total. This represented almost 40% of all FDI inflows into EU15. The UK received 18.2% or 559 of total FDI projects in Europe in 2005.

The EU will also continue outstrip the US as a source region for direct investment. In 2005 the US lost its role as the world's main outward investor, as outward investment from the US plummeted to US\$9bn. The main investing countries in 2005 were the Netherlands (US\$116.9bn) and France (US\$115.6bn), followed by UK (US\$101.7bn).

FDI flows to emerging markets increased by 26% in 2005, to US\$399bn. Developing Asia attracted a record high of US\$177bn in inflows in 2005, by far the highest emerging market regional total. FDI inflows into the economies of Eastern Europe reached a record total of US\$74.3bn in 2005. In other emerging market regions, FDI flows increased in 2005. Flows to Sub-Saharan Africa reached an estimated US\$18bn and FDI inflows into Middle East and North Africa reached record totals and almost doubled to US\$26.8bn in Middle East and US\$16.4bn in North Africa.

### Foreign Direct Investment (FDI) 2006

World foreign direct investment (FDI) inflows in 2006 will reach US\$1.2trn, a 22% increase over the 2005 total of US\$955bn. Furthermore, the cumulative world stock inward FDI surpassed US\$10trn in 2005 and is forecast to exceed US\$11trn in 2006.

In 2006, FDI inflows to developed countries will reach US\$755bn, up from US\$555bn in 2005 and FDI inflows in to the emerging markets will reach US\$410bn, up from US\$399bn in 2005. In 2006, the value of Inward FDI stock in the developed countries will reach 7.7trn, up from 7.06trn in 2005 and the value of Inward FDI stock in the emerging markets will reach 3.6trn, up from 3.2trn in 2005.

In 2006, FDI inflows into the US will reach US\$189bn, up from US\$110bn in 2005. FDI outflows from the US will reach US\$180bn in 2006, a huge increase from US\$9 billion in 2005. In 2006 the value of Inward FDI stock in the US will reach US\$2trn, up from US\$1.8trn by end of 2005 and the value of US outward FDI stock will reach US\$2.5trn in 2006, up from 2.3trn by end of 2005.

In 2006, FDI Inflows into the UK will reach US\$130bn, down from US\$164bn in 2005. FDI outflows from the UK will reach US\$129bn in 2006, up from US\$102bn in 2005. The value of Inward FDI stock in the UK will reach US\$947bn in 2006, up from US\$817bn in 2005 and the value of UK Outward FDI stock will reach US\$1.3trn in 2006, up from US\$1.2trn in 2005.

### World investment Prospects from 2006-2010

A new report from the Economist Intelligence Unit and The Columbia Program on International Investment (CPII) entitled "World Investment Prospects to 2010: Boom or Backlash", has warned that the foreign direct investment

rate will slow between 2007 to 2010 despite increasing 22% in 2006.

World foreign direct investment (FDI) inflows in 2006 will reach US\$1.2trn, a 22% increase over the 2005 total of US\$955bn, and the first time since 2000 that global FDI will have surpassed the US\$1trn mark. After 2006, global FDI flows will continue to rise, but the rate of growth is expected to slow. Between 2006 and 2010 global FDI inflows are projected to grow at an average annual rate of 8%.

Moreover, the report states that the pattern of emerging markets driving global foreign direct investment recovery will be reversed in 2006 and beyond. The bulk of inflows will be in the form of M&A between developed markets.

Foreign direct investment is predicted to slow down from 2007, pointing to more limited globalisation, the report shows. More than \$1 trillion (£528 billion) was invested in 2006, but the rates are predicted to keep falling. Legislation, political uncertainty and protectionism are all reasons for the predicted fall over three years. Emerging countries could suffer the most from this decline, with development goals being threatened.

The US is tipped to be the single biggest recipient of foreign direct investment, attracting one quarter of FDI from 2006 to 2010. But it is Europe which is the most outward looking region, with the EU remaining the largest direct investor in foreign markets. FDI flows will remain geographically concentrated. The top ten recipient countries are expected to account for more than two-thirds of global FDI flows.

Direct foreign investment into the emerging markets is expected to be disappointing. However, China bucks the trend and is predicted to see the fastest rates of FDI growth, with more than \$86 billion in 2006 and around that level in the medium term.

A free Special Edition of World Investment Prospects: 2006-2010 is available from [www.eiu.com/wip](http://www.eiu.com/wip)

### **3. NEW INVESTMENTS**

#### US Investments into the UK

##### Advisen Opens London Office

Advisen Ltd., the leading provider of analytics, benchmarking and market information to the global commercial insurance industry, has announced the opening of its London office. The London office will provide existing clients in the UK and Europe with dedicated local service and will be responsible for sales and marketing to commercial insurance professionals in the region. Advisen provides insight into underwriting, marketing and purchasing commercial insurance. Advisen's web-based applications incorporate data, analytic tools and research on more than 1.7 million global assureds and 80 industries. Advisen offers clients additional analytic functions, such as benchmarking, work-up and submission templates, insurance program management, policy & law comparisons, loss & exposure analysis, corporate governance, financial metrics, news and significant case data.

Advisen Ltd, 205 E. 42<sup>nd</sup> Street, New York, NY 10017. Tel: 001-212 897 4800 Fax: 001-212 972 3999, Thomas P. Ruggieri, CEO, Email: [support@advisen.com](mailto:support@advisen.com) Website: [www.advisen.com](http://www.advisen.com)

Advisen Europe, Lloyd's Building, Gallery 4, One Lime Street, London EC3M 1LP. Mason Power, Managing Director

##### Junction Solutions Expands to UK

Illinois-based Junction Solutions, a provider of vertical industry focused enterprise software and services, has established a new office in Sheffield, UK. Junction Solutions Ltd, led by Mark Thackeray, General Manager, UK, plans to establish a development and customer support centre to enable Junction Solution's growth into mainland Europe over the next few years. Illinois-based Junction Solutions aims to deliver comprehensive enterprise applications that enable companies to achieve profitable growth by streamlining processes, improving operational efficiency and building tighter connections with their customers and suppliers.

Junction Solutions, 250 Parkway Drive, Suite 350, Lincolnshire, IL 60069. Tel: 001-847 947 7950 Fax: 001-847 947 7952, Brian Carpizo, CEO, Website: [www.junctionsolutions.com](http://www.junctionsolutions.com)

Junction Solutions Ltd, 2 Lingodell Close, Laughton En Le Morthen, Sheffield, South Yorkshire S25 1ZD.

Mark Thackeray, General Manager, UK

### United Devices Establishes London Office

Texas-based United Devices (UD) has announced the establishment of an office in London to serve the company's expanding business in the United Kingdom and Europe. The new office will allow UD to address increasing demand from existing and potential customers, especially businesses adopting grid solutions to consolidate large-scale data centers and manage clusters and other high-performance systems. United Devices (UD) provides the most cost-effective and flexible computing capacity available anywhere. The company's grid and infrastructure management solutions address a range of business needs, from traditional application acceleration to enterprise-scale infrastructure virtualization.

United Devices Inc, Corporate Headquarters, 9737 Great Hills Trail, Suite 300, Austin, TX 78759. Tel: 001-512 692 4110 Fax: 001-512 331 6235 Website: [www.ud.com](http://www.ud.com)

United Devices, London Headquarters, 15 Old Bailey, Suite 5.05, London EC4M 7EF. Tel: 020 3008 5470 Fax: 020 3008 2501 Email: [info@ud.com](mailto:info@ud.com)

### Avamar Launches New Office in London

Avamar Technologies Inc, a Californian provider of enterprise data protection software, has announced the opening of its new London office to serve demand for Avamar solutions within the EMEA market.

"Avamar is experiencing high growth within the European market," said Chris Sweetapple, General Manager, Avamar EMEA. "The largest initial demand has been in the UK and Germany, making London the perfect location to continue our drive for European expansion and to support our international customers and partners." Avamar Technologies Inc is a provider of enterprise data protection software. Founded in 1999, Avamar provides solutions for medium-sized business to large, multi-national enterprises. Avamar will open its new European Headquarters in central London on September 5, 2006.

Avamar Technologies, Inc. Corporate Headquarters, 135 Technology Drive, Suite 100, Irvine, CA 92618. Tel: 001-949 743 5100 Fax: 001-866 818 9864 Website: [www.avamar.com](http://www.avamar.com)

### Zerowait Opens UK Office

Zerowait Corporation, the recognized leader for independent support of Network Appliance (NetApp) equipment, announces the opening of their European Headquarters. Offering comprehensive hardware support for enterprises and e-commerce companies who need to manage their critical data at a reasonable cost, Zerowait is now positioned to provide enhanced engineering and technical support for NetApp infrastructures throughout EMEA with its expanded sales presence and forward distribution depot.

Zerowait USA, 18 Haines Street, Newark, DE 19711. Tel: 001-302 266 9408, Mike Linett, President, Email: [info@zerowait.com](mailto:info@zerowait.com) Website: [www.zerowait.com](http://www.zerowait.com)

Zerowait UK, 14-16 Agecroft Road, Manchester, M27 8UW. Tel: 08000 121801 Fax: 0161 737 0051, Steve Fishwick, General Manager, Email: [info@zerowait.co.uk](mailto:info@zerowait.co.uk) Website: [www.zerowait.co.uk](http://www.zerowait.co.uk)

### ADOS Expands Into United Kingdom

ADOS Corporation, the leading provider of scalable document management and workflow solutions, announced an expansion of its European presence, now providing sales support for the United Kingdom and Ireland. Sales Manager Tony Fullylove heads the new office. The expansion into the UK demonstrates ADOS' commitment to establishing a strong global network of local sales and support offices that will respond rapidly to both market opportunities and the needs of its customers and partners. ADOS provides a systematic method for scanning, creating, categorizing, storing, locating, and retrieving structured and unstructured documents. ADOS facilitates collaboration, sharing, and secure distribution of documents.

ADOS Corporation, 800 Pinner Weald Way Ste 102, Cary, North Carolina 27513. Tel: 001-919 565 9930, Michael Lebeda, CEO Website: [www.ados.com](http://www.ados.com)

ADOS Corporation Limited, Castle Chambers, 43 Castle Street, Liverpool, Merseyside L2 9TL

### UK Investments into the US

### Bond Establishes New office in California

Bond International Software, a UK-based specialist provider of software for the international recruitment and human resources industries, has announced the launch of a new office in San Francisco, California. The new office will leverage new market opportunities and support the West Coast's estimated 3,500 staffing companies with its industry standard staffing software solutions. Bond, already has offices in Richmond (Virginia), San Diego (Southern California) and Minneapolis (Minnesota). Bond International Software Group is a developer of staffing software, support and consultancy services to the staffing and recruiting industries.

Bond International Software, Courtlands, Parklands Avenue, Goring, West Sussex BN12 4NG. Tel: 01903 707070 Fax: 01903 707080, Steve Russell, Chief Executive, Email: [Sales@bond.co.uk](mailto:Sales@bond.co.uk) or [info@bond.co.uk](mailto:info@bond.co.uk) Website: [www.bondadapt.com](http://www.bondadapt.com)

Bond International Software, 9020 Stony Point Parkway, Suite 320, Richmond, VA 23235. Tel: 001-804 266 3300 Fax: 001-804 262 5500 Email: [bondsales@bond-us.com](mailto:bondsales@bond-us.com)

Bond International Software, 2051 Killebrew Drive, Suite 520, Bloomington MN 55425. Tel: 001-800 456 5660

Bond International Software, 1355 Terrell Mill Road, Building 1482, Suite 150, Marietta, GA 30067. Tel: 001-800 456 5660

### ShoZu Establishes US Regional Headquarters

UK-based company ShoZu, which provides a mobile media platform for camera phones, has announced the opening of a US headquarters in San Francisco - its first global expansion since the company was founded in the UK in 2000 as a developer of mobile application software. ShoZu is part of UK-based parent company Cognima Ltd, headquartered in London. The company specialises in interactive media solutions that enable cellphone users to get more out of the mobile experience, providing fast and easy handset access to multimedia web content ranging from photo portals to blogs, videocasts and podcasts.

Cognima Ltd, Corporate Headquarters, The Space, 57-61 Mortimer Street, London W1W 8HS. Tel: 020 7101 7400, Email: [info@cognima.com](mailto:info@cognima.com) or [sales@cognima.com](mailto:sales@cognima.com). Website: [www.cognima.com](http://www.cognima.com)

ShoZu USA, 600 Townsend Street, Suite 120E, San Francisco, CA 94103. Tel: 001-415 503 3673, Mark Bole, CEO, Website: [www.shozu.com](http://www.shozu.com)

### Xceleron Expands in the US

UK-based drug discovery technology firm Xceleron, has announced major expansion of US operations with multimillion dollar investment in new facilities in Maryland.

Xceleron Ltd, York BioCentre, Innovation Way, Heslington, York YO10 5NY. Tel: 01904 561 561 Fax: 01904 561 560, Professor Colin Garner, CEO, Website: [www.xceleron.co.uk](http://www.xceleron.co.uk)

Xceleron Inc, 9801 Washingtonian Boulevard, Suite 290, Gaithersburg, Maryland 20878. Tel: 001-240 361 1900 Fax: 001-240 361 1901

### NewSmith to Open New York Office

London-based NewSmith Capital Partners LLP is opening a new office in New York to take responsibility for all the activities of NewSmith Capital Partners LLP in the United States. NewSmith Capital Partners has appointed Jefferson E. Hughes Jr. and Suzanne M. Crosby as Partners in the Firm, working from its new U.S. offices at 717 Fifth Avenue, Manhattan. NewSmith Capital Partners (U.S.) will open for business on 15 September, and will represent all the activities of NewSmith Capital Partners LLP in the United States. NewSmith Capital Partners LLP is an independent investment management and advisory partnership. Wholly owned and financed by its equity partners, the partnership provides asset management services via NewSmith Asset Management LLP and structured capital markets advice through NewSmith Financial Solutions Ltd.

NewSmith Capital Partners LLP, Lansdowne House, 57 Berkeley Square, London W1J 6ER. Tel: 020 7518 3700 Fax: 020 7518 3701, Email: [enquiries@newsmithcapital.com](mailto:enquiries@newsmithcapital.com) Website: [www.newsmithcapital.com](http://www.newsmithcapital.com)

NewSmith Capital Partners, 717 Fifth Avenue, Manhattan NY

### Tribold Expands in the US

UK-based product management software applications provider Tribold has announced the opening of three new US offices in Seattle, Atlanta and Denver to meet growing business opportunities in North America. Tribold is the world's leading provider of true Product Lifecycle Management (PLM) and Product Data Management (PDM) enterprise application software specifically built for communications providers.

Tribold Limited , Registered Office, Palladium House, 1-4 Argyll Street London W1F 7LD

Tribold Limited, EMEA office, 19 Bolsover Street , London W1W 5NA Tel: 020 7665 4000 Fax: 020 7665 4001.

Email: [sales@tribold.com](mailto:sales@tribold.com) or [investment@tribold.com](mailto:investment@tribold.com) Website: [www.tribold.com](http://www.tribold.com)

Tribold, 601 Union Street, Two Union Square, 42nd Floor, Seattle Washington 98101 Tel: 001-206 652 3440 Fax: 001- 206 652 3441

Tribold, Promenade II, 1230 Peachtree Street North East, 18th Floor, Atlanta, Georgia 30309 Tel: 001- 404 942 2490 Fax: 001- 404 942 3401

Tribold, 1400 16<sup>th</sup> Street, 16 Market Square, Suite 400, Denver Colorado 80202 Tel: 001- 720 932 8111 Fax: 001-720 932 8100

### ToLuna Launches Office in New York

ToLuna PLC, Europe's leading independent provider of online panels and technology to the market research industry, announces its expansion into the North American market with the opening of a New York office. The move signals increased focus on the North American market providing local bid and delivery capabilities to further improve service levels to clients. The new office will act as the hub of US and Canadian operations.

ToLuna London, 33 Charlotte Street, London W1T 1RR. Tel: 020 7153 4550. Fax: 020 7153 4553 Website:[www.tolunapro.com](http://www.tolunapro.com)

ToLuna USA, Inc. - 419 Lafayette, 2nd Floor - New York, NY 10003, Holly Willaims, General Manager, North America. Tel: 001-646 723 4595

### Research Now Launches New office in San Francisco

Research Now, a UK-based online fieldwork provider to the market research industry, has announced it is expanding its US operations by opening a second office in San Francisco and will be making four more senior appointments in its New York office. The San Francisco office will act as Research Now's North American service delivery hub with the team both selling and delivering Research Now's full range of services in the pacific coast time zone.

Research Now plc, 66 South Lambeth Road, London SW8 1RL. Tel: 020 7091 7800 Fax: 020 7091 7801 , Andrew Cooper, Managing Director, Website: [www.researchnow.co.uk](http://www.researchnow.co.uk)

Research Now, 275 Madison Avenue, New York, NY 10016. Tel: 001-212 790 9599 Fax: 001-212 790 9598, Charles Pearson, Senior Vice President for Business Development, USA

### Sports Board Storage Does Double-Duty as Artwork

Finding storage room for all types of sports boards is no longer a problem with a space- saving and artistic solution from British company, Stikup. The *Stikup* system makes it easy for sports boards to be stored on the wall, or even hung as a display from the ceiling. An alternative to unattractive brackets, it fuses function and form, and even looks good without a board on it. The system comprises two fixing units (called "beans") and straps to hold the board in place. An innovation award winner at Soltex extreme sports trade show in the UK in 2004, *Stikup* can be used for all boards, including: surf, snow, sail, kite, wake, and skate. European retailers use *Stikup* in a commercial environment, but it is equally suitable for home use. The system can be purchased online at the company web site, [www.stikup.co.uk](http://www.stikup.co.uk), or through leading US retailer WetSand, at [www.wetsand.com](http://www.wetsand.com). The company would welcome inquiries from potential agents or distributors

UK contact: Jon Taylor, Stikup, Chymder Farmhouse Studios, Cury Churchtown, Nr Poldhu Cove Helston, Cornwall TR12 7BP, Tel: 01326 241697 Fax: 01326 241483 Email: [info@stikup.co.uk](mailto:info@stikup.co.uk)

Website: [www.stikup.co.uk](http://www.stikup.co.uk)

US Contact: WetSand Web site: [www.wetsand.com](http://www.wetsand.com)

### Professional-Looking DIY Craft Stamp-Making kit for the Home

A simple yet highly effective craft stamp-making kit - said to be the first specifically designed for domestic use - is now available from British company, PhotoCentriC Ltd. The *imagepac* kit contains everything needed to produce professional-looking craft stamps at a fraction of the price of those bought in stores. The patented process takes less than 25 minutes, uses light from a standard 60W light bulb, and requires no technical expertise. All the user needs is a light, hot water, and dish detergent. "Families, schools, or small businesses can easily make craft

stamps using personal designs they have created themselves on a computer, downloaded from the Internet, scanned, photocopied, or even hand drawn,” says Paul Holt, Managing Director of Photocentric. The company would welcome inquiries from potential agents, or distributors, including craft shop chains.

UK contact: Paul Holt, Photocentric Ltd, 6 Maxwell Road, Peterborough PE2 7HU

Tel: 01733 370345 Fax: 01733 232091 Email: [paulholt9@aol.com](mailto:paulholt9@aol.com) Website: [www.imagepacdaylight.co.uk](http://www.imagepacdaylight.co.uk)

#### Fast Results with easy New Food Allergy Testing Kit

Testing for food allergies can now be a quick, inexpensive, and simple process with a new kit - claimed to be the first of its kind in production - from British company, Cambridge Nutritional Sciences (CNS). The practical and efficient system can be easily used by the public as well as health care professionals.

*Food Detective* is designed to identify foods giving rise to IgG antibody production, and makes food intolerance testing more straightforward, as well as a lot less expensive by avoiding the long wait times associated with conventional laboratory testing. As the incidence of allergic reactions increases in the developed world, the *Food Detective* will prove useful as an analytical tool, says CNS, for a wide range of users including nutritionists, pharmacists, doctors, and alternative medical practitioners.

IgG is the most common type of antibody in humans and its four sub-groups predominate in different parts of the body. *Food Detective* provides IgG results for a wide range of 59 common foods. The company is exhibiting at the American Anti-Aging Conference in Las Vegas, 8 to 10 December 2006.

UK contact: Dr Mike S Walker, Cambridge Nutritional Sciences Ltd, Eden Research Park, Henry Crabb Road, Littleport, Ely, Cambridgeshire CB6 1SE, Tel: 01353 863279 Fax: 01353 863330

Email: [mike@elisa.co.uk](mailto:mike@elisa.co.uk) Website: [www.food-detective.com](http://www.food-detective.com)

#### Funky Fins Make Waves on the Beach and in the Water

Beach babes, surfer dudes and style-conscious leisure divers can now choose fins with a real “wow” factor. Transparent *Funkyfins* feature lively graphics that appear to float freely in the water on the end of the wearer’s foot. Printed with UV-protected inks and incapsulated within the fin’s clear EVA plastic blade using patented technology, the graphics will not fade or change color and cannot be scratched off.

However, style has not been allowed to get in the way of technical excellence and physical comfort. Good finning action – tested by diving instructors – has been a priority, while the molded foot-pocket, made from high-quality TPR (thermal plastic rubber), provides softness and comfort for everyone. Funkyfins will be shown by Funkyfins and US distributor Marine Sports Manufacturing at the DEMA (Diving Equipment and Marketing Association) Show 2006 in Orlando, Florida, from 8 to 11 November.

UK contact: Matthew Lewis-Aburn, Funkyfins Ltd. Little Byres, Battle Road, Dallington, East Sussex TN21 9LE Tel/fax: 01424 838734 Email: [matthew@funkyfins.com](mailto:matthew@funkyfins.com) Website: [www.funkyfins.com](http://www.funkyfins.com)

US agent: Mike or Micki Reinman, Directors, Marine Sports Mfg, 1514 Sydney Road, Plant City, FL 33566

Tel: 001-813 754 3744 Fax: 001-813 754 4573 Email: [miker@marinesportsmfg.com](mailto:miker@marinesportsmfg.com) or [mickir@marinesportsmfg.com](mailto:mickir@marinesportsmfg.com) Website: [www.marinesportsmfg.com](http://www.marinesportsmfg.com)

## **4. TRADE SHOWS**

### UK

**15-16 October 2006 – The Pharmacy Show, NEC Birmingham**  
Pharmaceutical supplies.

Tel: 0870 333 277 Website: [www.thepharmacyshow.co.uk](http://www.thepharmacyshow.co.uk)

**18-19 October 2006 – Softworld, NEC Birmingham**  
Software.

Tel: 020 7316 9000 Website: [www.softworld.com](http://www.softworld.com)

**18-21 October 2006 – British inventions Show, Alexandra Palace London**  
Inventions

Tel: 0870 4328 111 Website: [www.britishinventionshow.com](http://www.britishinventionshow.com)

24-25 October 2006 – The DM Show, Earls Court London

Direct marketing.

Tel: 020 7970 4000 Website: [www.dmslow.co.uk](http://www.dmslow.co.uk)

## US

Upcoming trade shows for October 2006 that have been selected to participate in the US Commercial Service's International Buyer Program.

8-11 October 2006 – National Association of Convenience Stores – NACS Show 2006, Las Vegas Convention Centre, Las Vegas, Nevada

The NACS Show is the most comprehensive annual gathering of retailers and suppliers in the global convenience and petroleum retailing industry. The show features over 1,400 exhibitors and offers a wide array of educational workshops and networking functions.

For more details contact Sara Jones, Tel: 020 7894 0419 Email: [Sara.Jones@mail.doc.gov](mailto:Sara.Jones@mail.doc.gov)

17-19 October 2006 - Permian Basin International Oil Show (PBIOS), Ector County Coliseum, Odessa, Texas

The Permian Basin International Oil Show is the largest inland oil and gas show in the United States. Over 700 exhibitors will showcase their products and services to the petroleum industry.

For more details contact Marchella Marcheso, Tel: 020 7894 0419 Email: [Marchella.Marcheso@mail.doc.gov](mailto:Marchella.Marcheso@mail.doc.gov)

29 October – 2 November 2006 – PACK EXPO International 2006, McCormick Place, Chicago, Illinois

PACK EXPO International 2006 will focus on the latest developments in packaging technology and will showcase exhibitors' state-of-the-art advances in packaging machinery, converting machinery, materials, packages and containers, and components. There are 50,000 attendees expected, including over 6,000 international visitors from more than 75 countries.

For more details contact Marchella Marcheso, Tel: 020 7894 0419 Email: [Marchella.Marcheso@mail.doc.gov](mailto:Marchella.Marcheso@mail.doc.gov)

31 October – 2 November 2006 – Automotive Aftermarket Industry Week 2006 (AAIW), Sands Expo Center, Las Vegas, Nevada

At no other show will you find as many qualified buyers and sellers from all segments of the automotive aftermarket. Last year 114,832 visitors from every corner of the global automotive aftermarket attended AAIW. Over 2,063 exhibitors participate in the Automotive Aftermarket event of the year.

For more details contact Lisa Cogan, Tel: 020 7894 0419 Email: [Lisa.Cogan@mail.doc.gov](mailto:Lisa.Cogan@mail.doc.gov)

For a more comprehensive listing of all our Trade Events, please visit, [ExportGov](http://ExportGov).

## Other

EU Merger Control: From Planning to Completion. Doing deals in today's regulatory climate - 11 October 2006

12.30-2.30pm - Herbert Smith, Exchange House, Primrose Street, London EC2A 2HS

Herbert Smith has the pleasure of inviting BABi members to our forthcoming EU Merger Control seminar. Recent merger control litigation in high-profile cases has put EU merger control firmly on the international business agenda. The focus of this seminar will be on addressing issues from a practical perspective that anyone involved in merger deals, in particular corporate in-house counsel and investment banks, needs to be aware of when planning merger deals. A panel of speakers with great experience in EU merger control, including inside experience working in the EU Commission's Merger Task Force, will address issues such as planning your deal, dealing with the Commission's investigation and the outcome of merger control proceedings.

Places are limited so if you would like to attend, please call Miriam Donnellan on 020 7466 3965 or email [Miriam.donnellan@herbertsmith.com](mailto:Miriam.donnellan@herbertsmith.com)

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and the European Council of American Chambers of Commerce*