



ANNUAL BUSINESS DEVELOPMENT VISIT

To Modena and
Motorsport ExpoTech, Italy
11 -14 October 2010

HALL A, STAND L2



**Motor
Sport**
3rd
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MIA BUSINESS DEVELOPMENT VISIT TO MODENA, ITALY 11-13 OCTOBER 2010

This is the MIA's fourth Motorsport Business Development Visit to Modena where we are delighted to work with Modena Fiere, the organisers of Motorsport ExpoTech and Assomotoracing.

This brochure provides the details of the motorsport companies who are in our visiting group, and looking to buy or sell products in Italy. **Growing more business is their agenda!**

Please make contact with any of these companies before they arrive in Italy and see if you can create business together. They are keen to hear from you and can be contacted through their email addresses as shown or, from Monday 11 October, at:

**Hotel Central Park, Viale
Vittorio Veneto, 10-41100 Modena. Tel: + 39 (0) 59225 141**

The MIA group arrives in Modena on Monday 11 October to visit local motorsport companies for two days. The group will then attend the Motorsport ExpoTech Show and Gala Dinner at Ferrari Galleria on Tuesday 12 October.

You can arrange to meet them on the Motorsport Industry Association's Stand in **Hall A Stand L2** during the show. Please come and meet the MIA team at Motorsport ExpoTech or contact us before the show if you have any questions. We want to help you create business with our members.

Motorsport Industry Association THE Global Business Network for the Motorsport Industry

Founded in 1994, the MIA is the world's leading business association for the motorsport, performance engineering, services and tuning sectors. It represents over 350 member companies and services their specialised needs in the highly successful and fast growing global industry of motorsport from its international HQ in the UK.

The MIA organises Motorsport Business Development Visits throughout the world and welcomes business visitors to the UK's Motorsport Valley each year. It has also created successful motorsport business conferences in Brazil, China, Germany, UK and the USA and operates liaison offices in the USA.

MOTORSPORT BUSINESS DEVELOPMENT VISIT DELLA MIA A MODENA, ITALIA 11-13 OTTOBRE 2010

Modena dove siamo onorati di poterci avvalere della collaborazione di Modena Fiere, gli stessi organizzatori di eventi di richiamo del settore, quali il Motorsport ExpoTech e l'Assomotoracing.

In questa pagina sono riportati i dettagli relativi alle società motoristiche ospiti all'evento e interessate ad acquistare e vendere prodotti in Italia. **Obiettivo comune: promuovere l'incremento del proprio business!**

Vi invitiamo a mettervi in contatto con una qualsiasi di queste aziende per la valutare la possibilità di una partnership. Saranno infatti liete di ricevere un riscontro da parte vostra e potranno essere contattate agli indirizzi e-mail indicati oppure, qualora optiate per un incontro durante l'evento, presso **lo stand L2 della MIA nel padiglione A**. È nostro desiderio promuovere nuove opportunità di business tra voi e i membri della nostra associazione.

Motorsport Industry Association THE Global Business Network for the Motorsport Industry

Fondata nel 1994, la Motorsport Industry Association (MIA) è l'associazione commerciale leader a livello mondiale nei settori degli sport motoristici, della performance engineering, dei servizi e del tuning. Con oltre 350 membri al suo attivo, è in grado rispondere alle esigenze specifiche di tali società nell'ambito dell'industria globale delle competizioni motoristiche, industria di grande successo e in rapida espansione, dalla sede centrale internazionale nel Regno Unito.

La MIA organizza eventi dedicati al Motorsport Business Development in ogni parte del mondo oltre ad accogliere ogni anno un pubblico selezionato di addetti ai lavori nella Motorsport Valley® del Regno Unito. Ha inoltre promosso l'organizzazione di conferenze di successo sul business legato alle gare automobilistiche in Brasile, Cina, Germania, Regno Unito e Stati Uniti gestendo importanti liaison office in Paesi quali USA.



www.the-mia.com

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AMC NETWORK

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 AMC Network has extensive experience in the marketing, promotion, deal broking and finance side of motor design, development and manufacture, including motorsport. Our clients range from some of the most prestigious premium manufacturers to specialist eco motoring organisations and several car and bike race teams. Recent projects have been conducted with BMW, Mercedes and Hankook.

 AMC Network vanta un'ampia esperienza nel marketing, nella promozione, nell'attività di intermediazione e nell'aspetto finanziario del design, dello sviluppo e della produzione di motori, incluso il motorsport. Tra i nostri clienti ci sono alcuni dei produttori più prestigiosi, organizzazioni specializzate nell'eco motoring e diversi team di gara di corse automobilistiche e motociclistiche. Di recente sono stati condotti dei progetti in collaborazione con BMW, Mercedes e Hankook.



MOTORSPORT INDUSTRY ASSOCIATION

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Performance Engineering

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C & R RACING

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 C&R Racing is a multi-faceted company which designs and manufactures cooling systems, drivetrain, suspension, and other components for NASCAR, IndyCar, and all professional race series in the US. C&R Racing also has a retail performance parts business. Debbie is responsible for the marketing of new products. **Objectives:** To develop new business relationships with potential vendors desiring to partner with C&R Racing.

 C&R Racing è un'azienda poliedrica che progetta e produce sistemi di raffreddamento, trasmissioni, sospensioni e altri componenti per NASCAR, IndyCar, e tutte le competizioni professionistiche negli USA. C&R dispone anche di un'attività di vendita di ricambi "performance". Debbie è la responsabile del marketing dei nuovi prodotti **Obiettivi:** Sviluppare nuovi rapporti commerciali con potenziali venditori interessati a una partnership con C&R Racing.

C & R RACING

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 Chris is the owner of C&R Racing, a multi-faceted company which designs and manufactures cooling systems & other components for NASCAR, IndyCar, & all professional US race series. Chris is also a partner in the International Motorsports Industry Show (IMIS), a professional racing trade only convention held in December in Indianapolis. **Objectives:** To strengthen the international business attendance for IMIS. To strengthen & develop new business relationships with current & potential vendors desiring to partner with C&R Racing.

 Chris è il proprietario di C&R Racing, un'azienda poliedrica che progetta e produce sistemi di raffreddamento e altri componenti per NASCAR, IndyCar, e tutte le competizioni professionistiche negli USA. Chris è anche partner dell'IMIS, una fiera convegno dedicata alle corse professionistiche che si tiene a dicembre a Indianapolis. **Obiettivi:** Rafforzare la partecipazione aziendale internazionale all'IMIS. Rafforzare e sviluppare nuovi rapporti commerciali con gli attuali e i potenziali venditori interessati a una partnership con C&R Racing.

CAPRICORN AUTOMOTIVE

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 Capricorn AUTOMOTIVE Ltd is based in South of England 30 minutes from Heathrow, where they design and manufacture precision core engine components including forged pistons, precision nickel ceramic coated cylinder liners and offer a range of specialist services for engine block distortion measurements, bore coatings, block machining and liner fitting as well as specialist honing finishing. All of these products and services are offered to the global motorsport and high performance car and bike markets.

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 Capricorn AUTOMOTIVE Ltd ha sede nel sud dell'Inghilterra, a 30 minuti da Heathrow, dove progetta e produce componenti per "core engine", inclusi pistoni forgiati, canne cilindri di precisione con rivestimento in nichel ceramica, oltre a offrire un'ampia gamma di servizi specializzati per le misurazioni di distorsione blocchi motore, rivestimenti di alesaggio, lavorazione blocchi, montaggio canne cilindri e levigatura. Tutti questi prodotti e servizi vengono offerti al mercato mondiale del motorsport e a quello delle auto e dei motocicli ad elevate prestazioni.



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Spaces are strictly limited - Book your tickets today!

For more information please contact Tracy Dewhurst
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CAPRICORN ITALIA

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 Capricorn Italia is the local sales contact between Italian customers and Capricorn group facilities. Goal of Capricorn Italia is the development of the Italian market promoting to potential customers, all group products such as pistons, cylinder liners, cylinder liner coatings, block machining, crankshafts and camshafts, connecting rods, carbon fibre components and aluminium casting.

 Capricorn Italia è il punto di vendita che funge da contatto tra i clienti italiani e le strutture del gruppo Capricorn. L'obiettivo di Capricorn Italia è anche lo sviluppo del mercato italiano, proponendo ai potenziali clienti tutti i prodotti del gruppo quali pistoni, canne cilindri, rivestimenti canne, lavorazioni blocchi, alberi a gomiti e alberi a camme, bielle, componenti in fibra di carbonio e alluminio fuso.

DELTA COMPOSITES

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 Delta Composites is a high quality composite component manufacturer to motor sport companies who are looking for components for their cars. We work with WRC and seven F1 teams and are seen as an extension of their in-house R&D and Production departments. We provide a "one stop shop" from patterns through to final assemblies and have over 35 years of F1 experience.

 Delta Composites produce componenti compositi di alta qualità per le compagnie del settore motorsport che hanno bisogno di componenti per le proprie automobili. Lavoriamo con WRC e sette team di F1, e siamo considerati un'appendice dei loro reparti interni R&D e Produzione. Offriamo un "one stop shop" dai modelli fino al montaggio finale, e possiamo vantare un'esperienza di 35 anni nella Formula 1.

ELTRO (GB) LTD

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 Using the ELTROPULS pulsed plasma technology, Eltro (GB) Limited offers a subcontract service, not just for nitriding but also for nitrocarburising, oxyblack finishing and hard coatings – as well as supplying ELTROPULS pulsed plasma nitriding units.

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EMW

www.emwllp.com



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 Simon heads up the Sports and Media team at EMW, commercial law firm based in London and Milton Keynes, in the heart of the UK's motorsport valley. With over 15 years experience in the sport legal industry and fluent in 4 languages including Italian, he has proudly acted for sponsors, teams and regulatory bodies in European sports including motorsport.

FHS RACING

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 FHS Motor Racing is a leading supplier to the major teams of the motorsport industry. They supply Titeflex Bespoke hose assemblies with Swagetite rigid tube assemblies. FHS also represent The Pall corporations range of aerospace filtration products. The Industria solenoid valves, Staubli quick disconnects & a wide range of high temperature flexible ducting.

 FHS Motor Racing è il fornitore principale a tutte le squadre principali dell'industria del motorsport. Forniscono alle assemblee di tubo flessibile speciali di Titeflex di insieme di tubature rigide di Swagetite. FHS inoltre rappresentano la gamma di Pall la società della cappa dei prodotti aerospaziali di filtrazione. Elettrovalvole a solenoide di Industria Racing, sconnessioni rapide della Staubli & una vasta gamma di canalizzazione flessibile a temperatura.

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Joe Dickinson is a non executive leader of Motorsport and High Performance Engineering for Northamptonshire Enterprise Limited.

Northamptonshire is the first county in the UK to have a dedicated strategy for our industry and is at the centre of "Motorsport Valley". He is also representing the Future Festival - think Goodwood as the festival of the past this will be THE festival of the future. www.futurefestival.co.uk.



Joe Dickinson è il direttore non esecutivo del settore Motorsport e High Performance Engineering della Northamptonshire Enterprise Limited. Il

Northamptonshire è la prima contea inglese ad avere una strategia dedicata per il nostro settore e si trova al centro della "Motorsport Valley". Joe Dickinson rappresenta inoltre il Future Festival, e mentre Goodwood era il festival del passato, questo sarà un vero e proprio festival del futuro.

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GURIT

www.gurit.it

STAND G10, HALL A

The Gurit logo consists of the word "Gurit" in a bold, blue, sans-serif font. The letter "G" is significantly larger than the other letters and has a unique, rounded shape.

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 Gurit is a leader in the advanced composite body panel market. Gurit's unique ability to combine innovative solutions has resulted in a World Class Tier 1 facility dedicated to the production of prestige, cost-effective painted car body panels.

GURIT (UK)

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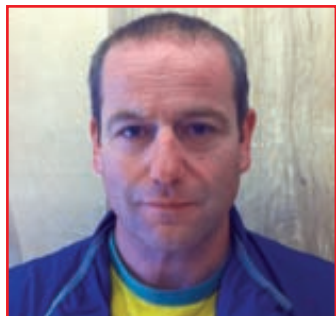
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 Gurit is a leader in the advanced composite body panel market. Gurit's unique ability to combine innovative solutions has resulted in a World Class Tier 1 facility dedicated to the production of prestige, cost-effective painted car body panels.

OPTIMUM BALANCE PRODUCTS

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 Optimum Balance Products Ltd (Obp Ltd) is the market leader parts supplier to 2nd tier Motorsports. We supply the club racer, track day, drifting and Rally markets with Pedal Boxes, Alloy Swirl Pots, Alloy Catch Tanks, Alloy Fuel Tanks, Hydraulic Handbrakes etc. Most of our products are designed, developed and manufactured in our UK based factory. Obp Ltd supply our products extensively in Europe and all over the world. We can now boast the largest Bias / Balance Controlled Pedal Box range in the World.

 Optimum Balance Products Ltd (Obp Ltd) è un'azienda leader nella fornitura di ricambi per il Motorsport tier 2. Forniamo vasi di turbolenza in metallo, serbatoi collettori in metallo, serbatoi carburante in metallo, freni a mano idraulici ecc. al mercato club racer, track day, drifting e rally pedaliera. La maggior parte dei prodotti vengono progettati, sviluppati e fabbricati nel nostro stabilimento che ha sede nel Regno Unito. Obp Ltd distribuisce i nostri prodotti su vasta scala in Europa e in tutto il mondo. Oggi possiamo vantare la più ampia gamma di pedaliera con controllo Bias / Balance del mondo.

PRECISION TECHNOLOGIES INTERNATIONAL

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 P.T.I. was founded in 1965, specialising in precision engine components. P.T.I.'s history of precision engineering & quality joined with their automotive background with lead-times & cost savings helping their customers maintain their competitive edge. Today P.T.I has a strong highly motivated workforce and provides a service that is second to none.

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RACECAR ENGINEERING

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The International Journal of Motorsport Technology
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Every month, Racecar Engineering and its contributors explain what makes race and rally cars work while also delving into technical and regulatory developments. No other magazine gets you closer to the real issues in the world of motorsport, and now the very latest news, updates and opinion are available on our website.

RACECAR ENGINEERING

www.racecar-engineering.com



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Let the MIA help you create new business opportunities!

Have you thought about diversifying into other sectors?

It's a relatively easy route to take and the MIA can help you maximise your products and services through one of its cross-sector initiatives:

MOTORSPORT TO AEROSPACE

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MOTORSPORT TO MARINE

Up-dated industry news and networking events can help you discover new opportunities.

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 Ricardo High Performance Transmission Products design and manufacture race car transmission systems and component parts. Our facility has ISO 9001 and Aerospace AS 9100 accreditation and our capabilities enable us to offer a high level of production engineering specialising in splined and geared components. We supply complex machined transmission components into Formula 1, produce geared actuation components for commercial aerospace and supply prototype components to tier 1 automotive manufacturers.

 Ricardo High Performance Transmission Products progetta e produce sistemi di trasmissione e componenti per auto da corsa. La nostra struttura ha ottenuto il riconoscimento ISO 9001 e Aerospace AS 9100 e le nostre capacità ci consentono di offrire una produzione ingegneristica di alto livello specializzata in componenti scanalati e a ingranaggi. Forniamo componenti di trasmissione complessi e lavorati per la Formula 1, produciamo componenti di azionamento a ingranaggi per l'industria aerospaziale commerciale e forniamo prototipi per i produttori di automotive tier 1.

THE SOCIETY OF MOTOR MANUFACTURERS & TRADERS (SMMT)

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 The aim of the SMWT International Department is to develop international exposure and relationships of relevance and benefit that maximize global business opportunities of value to SMWT members and the wider UK automotive industry, to help the British automotive industry do business successfully around the world.

STRESEARCH LTD

www.str.eu.com



STR.EU.COM



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 STResearch is a consultancy specialising in human performance and ergonomics with a focus on design, test & evaluation, and safety. Such work has been carried out in the land, sea and air domains. Its clients include Governments and multinational companies as well as SMEs.

TITAN MOTORSPORT AND AUTOMOTIVE ENGINEERING

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 Titan specialises in the design and manufacture of components for the motorsport and automotive industry. With a history that began over 40 years ago building race cars, Titan understands what is needed to give customers the winning edge. Previous projects have involved steering, engine, drive train, and suspension solutions which have been used in a wide range of vehicles.

 Titan è specializzata nella progettazione e nella produzione di componenti per l'industria automotive e motorsport. Con una storia di oltre 40 anni alle spalle, Titan sa perfettamente di che cosa hanno bisogno i clienti per avere un vantaggio decisivo. I progetti passati si sono concentrati su soluzioni per sterzo, motori, trasmissioni e sospensioni, utilizzate poi in un gran numero di veicoli.

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 Tritech Group Ltd are one of the leading and most highly respected companies in the precision machining, investment casting and vacuum casting engineering fields, and since 1982 have been providing the very highest quality components to a range of Blue Chip customers within Aerospace, Defence, Motorsport and specialist commercial industries.

 Tritech Group Ltd è una delle aziende più importanti e apprezzate che opera nel campo della lavorazione di precisione, della microfusione e della fusione sottovuoto, e dal 1982 fornisce i componenti della più elevata qualità a una serie di clienti Blue Chip che fanno parte dell'industria aerospaziale, della difesa, del motorsport e del commercio specializzato.

TRITECH GROUP

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 Variohm EuroSensor Ltd supply a wide range of rotary and linear position sensors, pressure transducers, temperature sensors & force transducers which are proven in many Motorsport applications. Specializing in reliable and cost effective sensors, Variohm offer a wide range of devices for all your Motorsport industries needs.

 Variohm EuroSensor Ltd fornisce un'ampia gamma di sensori di posizione rotativi e lineari, trasduttori di pressione, sensori di temperatura e trasduttori di forza che trovano impiego in molte applicazione legate al mondo delle competizioni motoristiche. Specialista nella produzione di sensori ad elevata affidabilità a prezzi competitivi, Variohm offre una vasta gamma di dispositivi in grado di soddisfare le più disparate esigenze dell'industria del motorsport.

WÄRTSILÄ SWITZERLAND

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 Wärtsilä Switzerland Ltd. is the centre of excellence for low-speed two-stroke marine diesel engines. These engines are utilised for the propulsion of all types of deep-sea ships world-wide, including tankers, bulk carriers, car carriers, general cargo and container ships. The company continues the long tradition of the Sulzer Diesel business which started in 1898.

 Wärtsilä Switzerland Ltd. è il centro di eccellenza per i motori a uso navale diesel a due tempi. Questi motori vengono utilizzati per la propulsione di tutti i tipi di navi d'alto mare a livello mondiale, incluse navi cisterne, porta rinfuse, car carrier, navi cargo e portacontainer. Questa compagnia porta avanti la lunga tradizione dei motori diesel Sulzer, iniziata nel 1898.

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YOUNG CALIBRATION

www.youngcalibration.co.uk

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 Flow Testing facilities for: Laser Doppler Anemometry facilities for air and fluid flow profile characterisation. Wind tunnel, heat exchanger testing for thermal characterisation of vehicle radiators, oil cooler and intercoolers. Vibration and thermal cycling testing facilities. Flow Calibration Services for air, oil and water flowmeters. **Objectives:** To identify new business opportunities for onsite calibration support with vehicle manufacturers, race teams and R&D establishments.

 Apparecchiature di test flussi per: Apparecchiature per Anemometria Laser Doppler per caratterizzazione del profilo di flusso d'aria e di fluido. Galleria del vento, test scambiatori di calore per caratterizzazione termica del veicolo radiatori, oil cooler e intercooler. Apparecchiature di test ciclo termico e vibrazione. Servizi di taratura del flusso per flussimetri aria, olio e acqua. **Obiettivi:** Identificare nuove opportunità di business per il supporto della calibratura onsite con produttori di automobili, team di gara e stabilimenti R&S.

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 Responsible for the onsite calibration activities within the Young Calibration laboratories. The company provides onsite calibration services for specialist automotive test equipment such as engine test beds, chassis rolling roads, vehicle instrumentation and production line test equipment. The company is ISO 17025 accredited for a large range of calibration parameters. **Objectives:** To identify new business opportunities for onsite calibration support with vehicle manufacturers, race teams and R&D establishments.

 Responsabile delle attività di calibratura onsite all'interno dei laboratori Young Calibration. L'azienda fornisce servizi di calibratura onsite per apparecchiature di test specialistiche nel campo automotive, come banchi di prova motori, "rolling road" per telai, apparecchiatura test per strumentazione veicoli e linea di produzione. L'azienda ha ottenuto il riconoscimento ISO 17025 per un'ampia gamma di parametri di calibratura. **Obiettivi:** Identificare nuove opportunità di business per il supporto della calibratura onsite con produttori di automobili, team di gara e stabilimenti R&S.

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Responsible for the operation of the two Calorimetric Wind Tunnels within the Young Calibration laboratories. The company provides bespoke heat exchanger testing services for the automotive, motorsport and military sectors, with experience in coolant, oil and charge cooler systems on motorcycles, race cars, passenger vehicles, generators, compressors and UAV's. **Objectives:** To identify new business opportunities with vehicle manufacturers, heat exchanger suppliers and R&D establishments.



Responsabile delle attività di calibratura onsite all'interno dei laboratori Young Calibration. L'azienda fornisce servizi di calibratura onsite per apparecchiature di test specialistiche nel campo automotive, come banchi di prova motori, "rolling road" per telai, apparecchiatura test per strumentazione veicoli e linea di produzione. L'azienda ha ottenuto il riconoscimento ISO 17025 per un'ampia gamma di parametri di calibratura. **Obiettivi:** Identificare nuove opportunità di business per il supporto della calibratura onsite con produttori di automobili, team di gara e stabilimenti R&S.

MIA STAFF - READY TO MEET YOU

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EVENTS DIARY 2010 - 2011

October

- 20 Members' Business Networking Event
hosted by Yamazaki Mazak UK
Worcester
- 27 Training - Leadership and Motivation Skills
Stoneleigh Park, Warwickshire

November

- 3 Training - Introduction to Telesales and Account Handling
Stoneleigh Park, Warwickshire
- 2 - 5 SEMA Show
Las Vegas, USA
- 3 - 10 MIA Business Visit to Explore the Off Road/Dirt Sports Market
Las Vegas, Nevada and San Diego, California
- 4 Members' Business Networking Event
hosted by Lola Group
Huntingdon, Cambridgeshire
- 10 Training - Recruitment and Interview Skills
Stoneleigh Park, Warwickshire
- 17 MIA Group to Professional Motorsport World Expo (PMW)
Cologne, Germany
- 17 Networking Reception at Professional Motorsport World Expo (PMW)
Cologne, Germany
- 24 Networking Dinner - An Evening with Max Mosley
Oxford
- 27 - 28 MIA Winter School for Race Car Engineers
Mercedes GP Petronas
- 30 Motorsport to Defence - Visit to *MOD Abbey Wood*

December

- 1 - 3 International Motorsports Industry Show (IMIS)
Indianapolis, USA
- 6 - 8 Advanced Engineering Technology Conference (AETC)
Orlando, USA
- 7 MIA Visit to Daytona International Speedway
Daytona Beach, USA

- 9 MIA International VIP Networking Drinks Reception,
Performance Racing Industry Show (PRI)
Orlando, Florida, USA
- 9 - 11 Performance Racing Industry Show (PRI)
Business Development Visit
Orlando, Florida, USA

2011

January

- 12 "Racing to a Clean-Tech Future" Conference
NEC Birmingham, UK
- 12 MIA Education Conference 2011
NEC Birmingham, UK
- 13 - 16 Autosport International Show
NEC Birmingham, UK
- 13 MIA Awards Dinner
NEC Birmingham, UK

February

- 7-10 Motorsport to Defence - International Armoured Vehicles Conference & Exhibition
- 9 Training - Presentation Skills
Stoneleigh Park, Warwickshire
- 16 Training - Management Skills
Stoneleigh Park, Warwickshire

March

- 9 Training - Exhibition Preparation and Business Development
Stoneleigh Park, Warwickshire

May

- 20 - 29 Business Development Trip to Charlotte and Indianapolis
USA

September

- 13 - 16 Defence and Security Equipment International -
ExCel, London

For further details please visit our events diary at www.the-mia.com