



British Business Club

e-Newsletter

Newsletter

Issue XIV/2008

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Welcome to the latest British Business Club eNewsletter. Check out all the exciting news we have for you in this issue. For more information visit us on www.britishembassy.gov.uk/bih

The UK Ambassador met with the British Business Club members

The British Ambassador in Bosnia and Herzegovina Michael Tatham hosted a lunchtime meeting of the [British Business Club](#) on 27 November in Sarajevo.



Members of the British Business Club are British companies in the BiH market and local companies that have business links with UK. They meet regularly in order to exchange opinions, establish business links, identify mutual business interest and potential business opportunities.

These meetings are a good opportunity to communicate with the UK Embassy. The Embassy helps the Club members in the market through providing information on EU plans

and their impact on BiH market, or information on the state capacity building.

"The British Business Club is a valuable network. It brings together informally those companies based in BiH with UK commercial interests. It allows the British Embassy to keep in touch with those companies that have UK connections and to hear an informed business perspective on economic and political developments in BiH," said Ambassador Tatham.

The Club has 85 members who meet 2-3 times a year in Mostar, Sarajevo and Banja Luka. It is co-ordinated by the British Embassy in Sarajevo, which also publishes a quarterly [eNewsletter](#).

"The British Business Club is very important for us in a way it brings us, both BiH and the UK, closer to our goals, opportunities and interests. Furthermore, the Club is a great place for the exchange of experience between those who are in the BiH market for a very long time and those who are just entering this market. It provides valuable information on the BiH economy movements," explained Nedzi Salihovic-Whalen, a lawyer who co-operates with the DLA Piper UK Law Firm.

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We keep thing working



You have big things planned. We build roads and buildings, invest in infrastructure projects, run

municipalities and much more.

Wherever you want to implement a project, you can rely on the sales and service network of Terra BiH.

For many years our core business has focused on the production, sales, lease, servicing and financing of machinery. We have grown steadily with the success of our clients, to the extent that the group numbers among the leading machinery dealers and side-loader manufacturers. We have opened a new office in Banja Luka, Mostar and we plan very soon to open an office in Tuzla. There are many reasons for opening this office, one of them is that we want a large range of service solutions quickly and comprehensively with trained technicians in our internal and external sales teams.

With this we want that our well-stocked store of replacement parts means original spare parts are easily available. Our optional warranty extensions and accident security as well.

Second reasons for opening an office in BiH are sales. Variety is a rather special resource. This is why we offer an extremely broad range of products to be utilized in different ways with specialized consulting.

To make sure that any business can be taken care of quickly and smoothly on s
we also offered financing and consulting.
We make easy for you.

One quick call to the Terra BiH teams gives you all the advice, information a
parts you need.

TAKE ADVANTAGE OF OUR VISION AND CONTACT US.

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A prosperous conclusion of 2008



Davidoff luxury cigarettes become more accessible. A new launch of quality slim cigarette: Style Year 2008 surely brought Tobacna Grossist Boss, a member of Imperial Tobacco Group quite a few reasons for satisfaction.

During this year only, luxurious Davidoff theme events named "Life is Rich" held in Sarajevo a Banja Luka, brought together

more than 500 hundred invitees to a memorable night of "Davidoff" lifestyle experience – all-night entertainment, carefully selected cuisine, and a feast of music.

"Davidoff" events were a place for all of those who know how to truly enjoy life, and those who choose to follow the art of living philosophy embodied in the

passion for luxury, rich premium taste, and minimalistic design.

Tobacco brand 'Davidoff' successfully established itself in Bosnia and Herzegovina as a synonym of luxury, which is a result of passionate and endless quest for fulfilling things in life, good friends and full rich taste.

Consumers were more than delighted with the news of Davidoff luxury becoming more affordable and much more accessible as representatives of TGB on 01.07.2008 announced new, lower prices of 3, 30 KM for *Davidoff Classic*, *David Lights* and *Davidoff Light Slims*. This deduction of price led to the record increase in sales of Davidoff brands of nearly 49%.

Nonetheless, it is important to note that not only the lower price was responsible for increase of sales, as other cigarettes brands like Boss, West, Polo, Paramount together with Davidoff also registered significant sales increases.

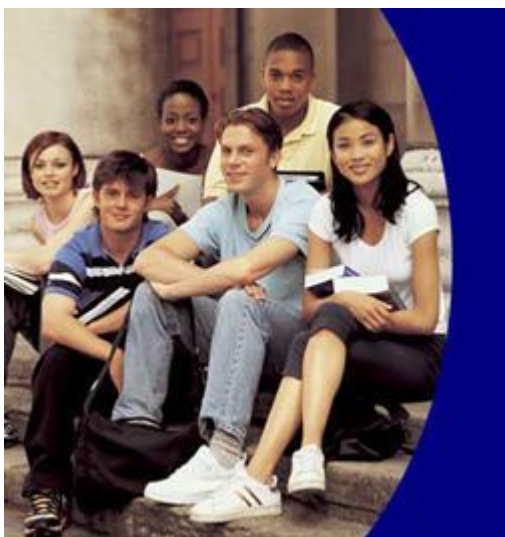
"We had very ambitious plans for this year, and I am proud to say that we are reaching all of them. Besides success of 'Davidoff' premium cigarettes, we are in the middle of launching a campaign for a new, exciting brand of cigarettes name 'Style'. Style will surely become a number one choice for all women consumers, who want to express their own natural feminine style as a display of effortless beauty. Style quality slim cigarettes will be characterised by stylish packing and affordable price" emphasises Kemal Jakic, director of Tobacna Grossist Boss.

For more information please contact info@tobacna.ba

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Relax Tours offers new horizons

It is a pleasure to present you some new information and some new trips that Relax Tours offers in the following period.



During the last period Relax Tours successfully organised charter flights during the summer holiday period to Egypt, as they have been doing for the past 5 years. In this close period we organised many groups to different countries, including to the World Pharmacy Congress in Basel, Switzerland and also for the first time to Cuba. We have a group of 70 passengers going to Dubai in November partly for pleasure and partly for business - to visit one of the biggest Architecture Fairs (BIG 5). In the last period we have had a large demand for tours to Israel – Jerusalem, and again we are the only and first

travel agency to offer this destination to our passengers. To date we have had a few great groups in different periods that can back from Jerusalem with strong impressions, so we are planning to have more groups for that destination in the future, starting in March 2009.

Over the next few months we will be organising holidays to the following destinations: Paris, Rome, Amsterdam, Cairo, Cairo & Nile Cruising, Istanbul, Prague, London (November & December 2008 and February 2009). These will be followed by organised tours to: Cairo, Dubai - Shopping festival, Istanbul - Marcl 8th, Paris - Fair May 2009, Beijing – Shanghai - May 2009, Beijing – Tibet – Shanghai - May 2009, Cuba - May 2009.

Relax Tours also offers English language courses at the King's School of England throughout the year.

Relax Tours

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Leaf Consulting d.o.o. got ISO management quality certificate



L In September this year Leaf Consulting d.o.o was awarded ISO 9001:2000 Certificate for quality management. Leaf Consulting d.o.o. is the local representative for **Altro flooring systems Ltd** from Great Britain and they are one of the leading companies in this field in Bosnia and Herzegovina.

The certificate is just yet another confirmation of the quality of products and services offered by Leaf Consulting on this market. The company is a long-term member of British Business Club and this way giving an excellent example to all other companies that BiH market is a success and great opportunity for all.

Well done to all the members of Leaf Team!

Please visit our website www.leaf.ba with a lot of photos from installations. When you open our references you will be able to see part for Altros references.

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Roughton international

Roughton International is a British company of Consulting Engineers first established in 1952 in East Africa as Roughton & Partners. In 1965 the partners established its head office in the United Kingdom, from where it expanded its international activities throughout Europe, Africa, the Pacific, the Middle East, As South and Central America and the Caribbean regions. The total staff is approximately 220 of which 80% are technical and professional.

Roughton International has an extensive history of work in the infrastructure sector in developing countries. The senior management has a wealth of international experience. The directors responsible for the company's world-wide activities have worked in developing countries for substantial periods of their careers and each has lived and worked in developing countries.



The firm has carried out projects in more than 50 countries worldwide. Clients include national, regional and local governments and public organisations such as health and education authorities.

Roughton International's experience in Europe includes countries such as: Albania, Armenia, *Bosnia and Herzegovina*, Cyprus, Georgia, Ireland, Germany, Republic of Moldova, FYR

Macedonia, Russia, Serbia & Montenegro, Romania and the United Kingdom.

Local Presence

Roughton International's Representative Office for Bosnia and Herzegovina is registered in Sarajevo at the following address: Obala Kulina Bana 2/I, Sarajevo. The office is situated in the immediate proximity of the JP DC FBiH building and currently serves as project office for implementation of the "Provision of Designs for Reconstruction of Priority Sections of REBIS Core Network Roads in Bosnia and Herzegovina" project, aiming at preparing designs, studies and documents for reconstruction of Sarajevo – Tuzla road. This office also serves as project office and provides logistical support to the project team for our other projects in Bosnia and Herzegovina and serves as a basis for business development in South-Eastern Europe.

Our new projects in Bosnia and Herzegovina are: **Road Rehabilitation Project Assistance In Implementation Of Road Projects and Preparation of the Feasibility Study and the Environmental Impact Assessment for M-17.3 Buna - Neum, Section Neum – Stolac.** Through these two projects we will help Bosnian authorities to better develop the capacities of Bosnia and Herzegovina and provide better service to their citizens.

UK number one destination in Europe for inward investment: UN report



The UK was the number one destination for inward investment in Europe in 2007, attracting over one trillion US dollars, according to a report published by the United Nations today. Globally, the UK was second only to the US.

The United Nations Conference on Trade and Development's (UNCTAD) World Investment Report noted that in 2007 the UK attracted and retained US\$1,347 billion of foreign direct investment (FDI) stock - a record figure.

UK Trade and Investment Minister, Lord Digby Jones of Birmingham, said:

"These are excellent figures. Once again, the UK has been ranked as the most successful destination for inward investment anywhere in Europe. 2007 was a record year, and we broke the trillion dollar threshold for the second time in a row."

"This year, the expectation is that the worldwide slowdown, including the twin global shocks of the credit crunch and rising energy and food prices, will make it more difficult for every economy to attract investment. However, the 2007 figures are a recognition of the fact that overseas businesses investing abroad find the UK an ideal destination."

The World Investment Report said that in 2007, the stock of inward foreign direct investment (FDI) into the UK was US\$1,347 billion, an increase on the 2006 figure of US\$1,133 billion. Globally, the US was ranked first, followed by the UK in second place. The US attracted US\$1,789 billion. In Europe, the UK had the most inward FDI stock. France was in second place with US\$1,026 billion.

In 2007, the flow of inward FDI into the UK was US\$223 billion, an increase from the 2006 figure of US\$148 billion. Much of this was due to merger and acquisitions activity in the middle of the year.

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Plastic Logic previews revolutionary electronic reading device

The budding electronic reader industry is poised for explosive growth at the

beginning of 2009. But current products in the category focus on leisure reading and ignore a large and untapped market: business users. Now, at the DEMOfall (technology conference, Cambridge-based Plastic Logic has previewed a game-changing new device that brings a vast array of business information to your fingertips. The product includes powerful tools to make people more productive and simplify their working lives.

To watch Richard Archuleta, CEO Plastic Logic, demonstrating the device please visit www.plasticlogic.com



Differentiated by a stunning form factor (the size of 8.5 x 11-inch paper), the Plastic Logic reader features a big readable display. Yet it's thinner than a pad of paper, lighter than many business periodicals, and offers a high-quality reading experience - better than alternatives of paper or other electronic readers on the market

today.

'Research confirms professionals read much more business content than recreational content. They require access to all formats of digital content at their fingertips, and want a large readable screen,' said Plastic Logic CEO Richard Archuleta.

The Plastic Logic reader supports a full range of business document formats, such as Microsoft Word, Excel and Powerpoint, and Adobe PDFs, as well as newspaper periodicals and books. It has an easy gesture-based user interface and powerful software tools that will help business users to organise and manage their information. Users can connect to their information either wired or wirelessly and store thousands of documents on the device. The reader incorporates E Ink technology for great readability and features low power consumption and long battery life. The Plastic Logic reader is scheduled to ship in the first half of 2009.

Source: Plastic Logic

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Information and Communication Technology in UK

There is a vast array of activity in the ICT sector from design and production of semiconductors used in consumer gadgets like mobile phones and MP3 players, to development of the software

used by London's leading financial services industry and in large scale government projects like the £12 billion upgrading of computer systems in the NHS.

The ICT sector is constantly changing at a remarkable pace: convergence of media, telecommunications and information technology, as evidenced by the recent revolutions in the music and TV industries provide good examples of this rapid development

Find out about specific sectors within ICT:

1. Communications:

The UK has one of the largest Telecommunication markets in Europe. Telecommunications contributes around £46.6 billion to the UK economy, of which £38.3 billion is retail revenue. It is also one of the most competitive markets in Europe with over 500 different service providers and 700 ISPs.

Mobile and Data

The UK's mobile industry is a real success story. Mobile penetration has exceeded 100 per cent of the population, with around 65 million phones.

Internet and Broadband

The UK is ranked as the top internet gateway in the world, with the highest international bandwidth capacity and 36 per cent of the interregional traffic.

3G Services

The UK was one of the first major markets in Europe to roll-out 3G. Business and consumers are now able to access, while on the move, a rich diet of broadband services and new possibilities in m-commerce - such as wireless access to corporate intranets, music downloads, video on demand and online gaming.

2. Electronic & IT Hardware

The UK's electronics industry is the fifth largest in the world, with a £55 billion annual turnover, second only, in Europe, to Germany. There are around 12,500 electronics businesses in the UK, most of which are small companies. The industry employs around 250,000 people. Electronics accounted for 18 per cent of total UK inward investment projects in 2005



Electronics is a wide-ranging industry. The UK has particular strengths in electronic chip design across a wide spectrum of disciplines, which is recognised globally, and has successful focused on software and design innovation. As of 2006, the UK currentl

invests 1.9 per cent of its gross domestic product in software. The main sub-groups are:

- § machinery components, e.g. microprocessors
- § telecommunications equipment
- § consumer electronics
- § medical equipment
- § instrumentation
- § process control - used in engineering and statistics
- § optical and photographic equipment
- § electronic systems design
- § photonics, e.g. optical technologies, lasers and laser processing equipment and lighting

Key electronics products include printed circuit boards and microprocessors.

3. Software & Computer Services Business to Business (B2B)

The UK is one of the largest software and services markets in Western Europe, valued at £27bn, employing 249,000 people.

The UK has some of the world's leading players in software, such as BT, Capita, iSoft, LogicaCMG, Microsoft, Mysis, Oracle, Sage Group and Xansa. Almost every major multinational ICT company has a presence in the UK whether as an R&D operation, a logistics distribution network or sales and marketing operation. It is also home to more than 100,000 smaller, specialist software companies.

The UK has a renowned strength in software development across a wide range of application areas including automotive, financial services, retail and logistics, security, healthcare, education and process control. Additionally the UK is very services-oriented, both in terms of overall economy and business practices.

4. The Video Games Market

2006 was considered a boom year for the UK games industry, with all-format sales of game software totaling an impressive £1.36 billion. Once considered a niche market, the video games phenomenon has grown rapidly over the past 5 years with the introduction of the next generation of computer games consoles, online games services, and portable gaming. There are approximately 150 million gamers worldwide, but many analysts predict that the market could potentially grow by up to 50 percent over the next 4 years, as the video games industry begins to target new customers such as women and families, rather than the traditional hardcore gamers. UK companies continue to play a major role within the industry.

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Cranfield Partners With Key Global Players



Cranfield University, famous worldwide for its prominence in the world of aerospace and aviation, is celebrating its recent formation of partnerships with a

portfolio of global industry players: Boeing, BAE Systems, Rolls Royce and Meggitt

The University is now working with East of England International (EEI), the region's official international business support organisation, to develop further global partnerships with leading companies in its sector.

With the aerospace industry currently facing huge challenges, it is especially important that key players are aware of the leading-edge R&D facilities available at Cranfield which will enable them to remain competitive and at the forefront of the field.

Dr Paul Marshall, responsible for the University's Corporate Partnerships Business Development, works to establish strategic links with both the private and public sector.

He says: "The collaboration with the private and public sectors has resulted in the creation of an Integrated Vehicle Health Management (IVHM) Centre of Excellence, a perfect example of Open Innovation. As launch core partners, Boeing, BAE Systems, Rolls Royce and Meggitt have made an investment towards establishing the Centre. It is an investment model that has many advantages with shared risk (and rewards) for all the partners.



"EEI plays an invaluable role in helping us tap into its international connections and introducing us to major players outside the region who might be encouraged to invest.

Recently EEI organised a visit here from Lockheed Martin, based in the US, so they could see at first hand the exciting, world-changing research being carried out. Making the introductions in this way is important for Cranfield as we are able to meet potential investors on our homeground and we hope it is also useful for EEI to showcase our capability, reinforcing the region's strengths".

The IVHM Centre of Excellence enables the health of a vehicle to be monitored and assessed. Sensors distributed throughout the vehicle collect data on the condition

of components and subsystems, while on-board processors assess their health and predict possible deterioration and future life. Use of IVHM can provide long-term cost benefits from improved vehicle/fleet availability and reduced unplanned maintenance.

Cranfield University was established in 1946 as the College of Aeronautics and is now an internationally renowned specialist institution in Science, Engineering and Management, producing almost 10% of the UK Engineering postgraduates, more than any other UK university. It is rated in the top five European Executive Business Schools, is the leading UK university for graduate employment and is ranked among the top five research-intensive universities in the UK.

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British Chevening scholarship 2009/2010

Applications are invited for Chevening Scholarships funded by the British Foreign and Commonwealth Office for the academic year 2009/2010.



The scholarships for Bosnia and Herzegovina are for full-time postgraduate study at a United Kingdom university include academic fees, living costs and travel to and from the United Kingdom are meant for one-year study programmes in: law, economics, international relations, EU integration, media studies, public administration, environmental studies, banking, accountancy, but high academic

achievers in other subjects are also encouraged to apply, along with good candidates for newer universities offering non-traditional subjects.

Candidates will be Bosnia and Herzegovina citizens with a first degree at the time of applying have relevant work experience have the capacity to be leaders in the field, and be committed to playing their part in the future of Bosnia and Herzegovina have excellent written and spoken English ~~be available for an interview in Sarajevo during the first half of February 2009.~~

Candidates applying for Chevening scholarships for 2009/10 will need to apply online ~~at~~

www.chevening.fco.gov.uk/CheveningApplications/CA_Start.aspx

Any application form, sent to the British Council by e-mail or other means will not be considered.

CLOSING DATE FOR APPLICATION – MONDAY 5 JANUARY 2009

For further information about Chevening programme please visit Chevening site Chevening FAQ page on www.britishcouncil.ba.

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4th International Conference on Underground Coal Gasification ucgp partnership

London 10th -11th February 2009

Workshop Day 10th February 09 Conference Day 11th February 09

Deloitte Auditorium

RBS Conference Room and Atrium

A must for all in Coal, Oil and Gas, Energy Finance, Regulatory, Training, Carbon Capture and Storage!

The definitive conference on **Underground Coal Gasification** from two prestigious London locations.

For the past 3 years we have held an Annual International Conference on UCG, each has been more successful than the last and highlights the increased levels of global interest and technical advances in UCG. We bring together many of the foremost practitioners of this technology from around the world in a comprehensive programme, incorporating an interactive Workshop Day and Conference for in-depth coverage of this exciting Clean Coal Technology.

Hear from the worlds leading UCG experts.



Workshop Day

The Workshop Day is hosted by Deloitte and will be held at their stunning new Auditorium in London. A full programme of topics including UCG – CCS, Mathematical Modelling, Monitoring, the EU HUGE Project. Plus research news from Slovakia, Poland and Uzbekistan.

Conference Day

The UCGP conference, hosted by RBS, provides the most up to date reports on UCG projects from around the world plus a review of UCG Partnership activities and plans for the coming twelve

months.

Speakers already confirmed include participants from: Russia, China, Europe, Australia, USA, plus a keynote address by Milton Catelin of the World Coal Institute and Prof. Efrim Kreyenin from Gazprom.

An important addition to the conference is the showcase of service providers during the extended lunchtime period on conference day, giving delegates the opportunity to network one-on-one and promote their expertise and services. Sponsorship opportunities are also available for both days.

Marketing and Sponsorship Opportunities

Our event is specifically targeted at executives from leading global organisations with an interest in UCG and associated and complimentary technologies. We offer several levels of sponsorship, Gold, Silver, Bronze, all are competitively priced, plus many opportunities for involvement with the UCG Partnerships other activities and events. For more information on how you can become part of this growing energy sector please contact Julie Lauder - julie.lauder@ucgp.com.

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London invites international companies to benefit from the Capital's £40 billion growth by 2012

An estimated £4 billion contributor to the London economy is forecast for the capital prior to and during the London 2012 Games. Combine this with the projected £40 billion growth in the London economy over the next four years and it becomes clear that 2012 is just the start of London's growth.

The extensive opportunities for international businesses to help shape the future of London and to reap the benefits beyond 2012 was the key theme for John Armitt, Chairman of the Olympic Delivery Authority, Sarah Ebjana, Deputy Chief Executive and Group Director, Strategy, Equalities and Performance, London Development Agency (LDA) and Gerry Sutcliffe, Minister for Sport, Diao Chunhe, Chairman of China International Contractors Association at a seminar held jointly by LDA and Cavendish Group for international businesses in Beijing today.



Beijing has reinvented itself for the 2008 Olympic and Paralympic Games with an infrastructure that is better than ever before. With the Olympics coming to London in 2012 it now has the opportunity for a similar transition. The growth of key sectors in London's economy and that of the capital's population mean that now

more than ever there is a demand for investment in infrastructure.

London has long been a world leader, enjoying an envied reputation as a dynam and successful global city. The capital has cemented its position as the world's principal financial centre. It is also growing at an extraordinary rate - by 2016 an estimated 800,000 more people will be living in London and its surrounding area. To accommodate them, and the businesses and public services they will need, an unprecedented programme of regeneration will transform the London landscape.

In the summer of 2012, up to four billion people will have their eyes on London, the capital plays host to the London 2012 Olympic Games and Paralympic Games. The estimated £4 billion growth in the economy over the next four years before and during the 2012 Games alone will offer huge opportunities for international companies looking to globalise and invest in London. Investment in the Games has been an excellent way for foreign companies to establish or grow their presence in new international markets.

The Thames Gateway, an area of land stretching 40 miles east from inner London is the largest regeneration project in Europe and is undergoing major transformation and significant private and public sector investment.

To date the UK government has spent £7 billion in investment in the Gateway and plans to create 160,000 new homes and 180,000 new jobs. The Gateway is home to Canary Wharf a thriving hub of multinational financial and business service companies as well as the site for the London 2012 Olympic and Paralympic Games. Once successfully regenerated, the area alone could contribute an extra £12 billion a year to the UK economy.

In addition to this the new Crossrail scheme which received royal assent in July 2008 will ensure that London maintains its status as a hub of international activity well into the 21st century. The service will significantly increase the capacity of the rail network into and across London, thereby relieving congestion and cutting journey times between key business areas and London Heathrow by up to 40%. Crossrail is expected to attract some 80,000 additional jobs to the regeneration area and is scheduled to be up and running by 2017. The network is estimated to bring GDP benefits of at least £36 billion.

Sarah Ebjana said: "London truly is a world city, occupying a unique position on the world stage. It offers unrivalled access to international markets and talent, and a business environment that facilitates growth. The 2012 Games will act as a major catalyst for redevelopment for London, but it doesn't stop there - Crossrail will act as a gateway to the UK and provide the transport underpinning for the greatest centres of London's business. The Thames Gateway is awash with possibilities for businesses looking to invest. All these factors combined means that now more than ever, it is time to come to London."

Diao Chunhe, Chairman of China International Contractors Association, said: "Chinese companies are really looking forward to much more opportunities in London after a successful year of 2007 that China to UK contracting value has reached over £100 million. We believe that 2012 Games will attract high interest from Chinese companies who have done a great job in 2008 Beijing Olympic Games and that's why we are here today."

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Be part of Intercultural Navigators Programme

**DO YOU BELIEVE THAT WE NEED TO
CREATE A MORE OPEN AND DIVERSE
EUROPE?**

**DO YOU WANT TO MAKE A DIFFERENCE IN
SOCIETY?**

DO YOU HAVE THE PASSION TO LEARN?

If you answer yes to each of those questions, then you could be just the person we are looking for. The British Council is now recruiting 450 young people who can help pave the way for a new borderless and more inclusive Europe. By bringing committed young people in Europe together, the British Council is providing the opportunity to learn from the best and become the next generation of Intercultural Navigators.

What is Intercultural Navigators?

British Council's recent research shows that Europe's next generation of leaders are truly concerned about intercultural issues. In response to their concerns, the British Council has initiated Intercultural Navigators – a project that will deal with the challenges that we face in this multicultural world.

Intercultural Navigators aims to develop groups of young leaders in Europe who can easily 'navigate' within and between different cultures – who are aware of their own cultural backgrounds and who are able and open enough to accept, respect and understand other cultures.

The Intercultural Navigators project will run in 16 European countries with 30-70 participants in each country, who will all come together in a global on-line community and share experiences and knowledge in the field of intercultural dialogue.

Who are we looking for?

The Intercultural Navigators Programme seeks to bring together those with a

desire to make a significant positive contribution to society; people who are open to learning, open minded, curious, and willing to share their own experiences and at the same time actively seek new perspectives. The programme aims to achieve a balance of diversity in terms of religion, gender, disability, ethnicity, class, sectors (private/public/civil society) and geographical balance (rural/urban and regional/provincial), in order to reflect and impact across society at country level. The selection criteria will be centred around your potential to make a genuine difference. To apply you must be between 18-35 years old.

What will you learn?

A wide variety of skills, tools and techniques will be introduced, strengthened and practised during the programme. These include: Appreciative Inquiry, Questioning, Hearing and Listening, Valuing and Working with Difference, Systems Thinking, Conflict Management, Reframing, Communication, and much more. These will be applied in a number of different contexts, within the participant's spheres of influence, as well as in communities who will be partners in the delivery of the programme. These experiences are structured into 7 workshop days.

What does it mean to participate?

If you are inspired to make a difference, in exchange for the chance to leave an impression, we are inviting you to take part in a 7 day training. To become a Navigator you must attend a selection workshop and three other workshops. The project will include twinning exercise as well. During the project the British Council will be responsible for your reasonable costs for travel and accommodations. Your local British Council Project Manager will give you more guidance.

What happens after the training?

Navigators who successfully complete the training will be offered an opportunity to attend an international event, where they will discuss intercultural relations challenges posed by the increasingly globalised and mobile world, and win a placement in an international organisation dealing with intercultural issues.

On www.britishcouncil.ba you will find more information about the project and the application form to fill in to become an intercultural navigator.

The last day to apply is 10 December 2008.

Training dates:

12 January 2008	Selection event (Sarajevo)
30 Jan - 1 Feb 2008	Module 1 (residential, near Sarajevo)
26 - 28 February 2009	Module 2 (residential, near Sarajevo)
20 - 22 March 2009	Module 3 (residential, near Sarajevo)

Contact :
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Sarajevo renews Olympic ties



With British Embassies across the world celebrating the passing of the Olympic baton from Beijing to London, Sarajevo – host of the 1984 Winter Games – was keen to mark the event in style.

Staff from the British Embassy put together a glittering reception to highlight business opportunities arising from the 2012 Games. On the guest list were Bosnia's Olympic athletes just back from Beijing, as well as representatives from construction

companies and other businesses that might be in the running to do business with the UK ahead of 2012.

At the reception, Chargée d'Affaires Victoria Harrison spoke of the rich and diverse opportunities that London 2012 presented for business and sport. And UKTI team distributed CDs with information about 2012 – related business and instructions how to register on www.competefor.com, a website that publishes business opportunities related to the London Olympics.

The Olympics are particularly close to the heart of the Post in Sarajevo. Not only has the city hosted the games, but Cath Bishop, who won a silver medal in rowing at the 2004 Athens Games, served in Sarajevo from 2004 to 2007. And Ivan Ivandic, the Ambassador's driver, represented Bosnia and Herzegovina in karate at the Barcelona Games in 1992.

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Regional Conference in Bled



On 2 September, Heads of Trade Sections from British Embassies in Zagreb, Sarajevo, Belgrade and Ljubljana together with more than a dozen colleagues from

the UK regions and the Devolved Administrations of Northern Ireland, Scotland and Wales attended a regional meeting in Bled, Slovenia. The meeting was organised by the Trade and Investment Team in Ljubljana, with a view to raising awareness of our local markets among UK businesses, to boost trade and regional co-operation and to reinforce our contacts with the UK Trade and Investment network. The program included presentations of the Slovenian, Croatian, Bosnian and Serbian markets, including individual countries' business opportunities in key sectors. Each presentation was followed by lively question and answer sessions.

This excellently organised event was viewed by the visiting Trade Advisers as on the best UKTI event in the last few years and has sparked a great deal of enthusiasm for promoting the opportunities in this region. Some participants even went as far as to say that the four countries were a well kept secret. Now that the secret is out, we expect to see more British companies coming to the region to explore the numerous business opportunities that exist here.

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The British Business Club is a representative group of British commercial interests in Bosnia and Herzegovina.

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