

**IHK**Industrie- und Handelskammer
Ostwestfalen zu Bielefeld

International



International



Chamber of Commerce and Industry: Services

The global business market

Internationalization and globalization have brought about dramatic changes in our economy. In the wake of the European Union's eastern enlargement, Germany and the region of Ostwestfalen are now more centrally located at the hub of European trade. As a gateway to the new growth markets of Eastern Europe, Ostwestfalen is one of the main beneficiaries of increased international trading.

The top export destinations for goods made in Germany and Ostwestfalen are France, the USA and Great Britain. With regard to imports, France is also the main trading partner – followed by the Netherlands and the VR China.

With an export ratio of 36%, Ostwestfalen displays a strong commitment to international trade and was just 8% behind the corresponding ratio for North Rhine-Westphalia (NRW) and Germany as a whole in 2007. This gap also illustrates the enormous potential for growth in the region. Among the most important exporting industries in Ostwestfalen are the engineering, electronics, furniture and automobile sectors.

Foreign trade services of the Chamber of Commerce and Industry (CCI)



The CCI Ostwestfalen gives specific information about markets and sectors, as well as legal and tax conditions in a number of countries. Our tailored consulting services provide information on all relevant aspects of foreign trade and give an initial overview of the appropriate instruments, strategies and contact partners in the respective target market:

-  **Ostwestfalen Export Drive:**
The international outlook of many companies still leaves plenty of scope for development. This is the starting point for the “Ostwestfalen Export Drive”.
-  **Export Consulting Service:**
The CCI offers tailored foreign trade consulting for companies planning to export or seeking to intensify their foreign activities. Companies can draw on the experience of our Senior Experts (retired managers of companies in Ostwestfalen).
-  **Events:**
Every year the CCI offers 60 - 70 country events, courses, seminars, company exchanges and trips for internationally operating companies.
-  **Newsletter “Ostwestfalen International”:**
It contains short and precise information about current aspects of foreign trade. The newsletter is provided free of charge via e-mail.
-  **Customs information:**



The CCI gives information about the handling of export and import business, certificates of origin, authentications of commercial invoices, temporary exports, carnets, supplier's declarations and export controls.

- ✚ **Trade fairs abroad:**
The CCI carries out tailored research on international trade fairs and provides information on exhibition support programs offered by the state or North Rhine-Westphalia.
- ✚ **CCI Company Pools:**
The CCI Company Pools represent an efficient market entry instrument for establishing a foreign presence. The CCI supports Company Pools in China, Iran and the United Arab Emirates/Oman.
- ✚ **Market place / Contacts:**
Those offering or seeking business opportunities can place them on the CCI's international website "www.e-trade-center.com". The worldwide database can also be used to find business partners in some 70 countries.
- ✚ The CCI provides free **addresses of foreign companies** selected from 30 international market guides, CD-ROMs and its own online research.

Key center for the Arabian Gulf States and Iran



Demand for German products and services is booming in the Middle East. At the forefront are the nations of Iran, the United Arab Emirates (UAE) and Saudi Arabia. Demand is particularly strong for plant and machinery, followed by vehicles, electrical and chemical products.

For some 15 years now, the CCI Ostwestfalen has enjoyed strong contacts with the Gulf States and Iran. Its services include:

- ✚ The annual **Middle East symposium in Bielefeld** on current issues concerning Middle East business
- ✚ The organization of **business trips** to Iran, Oman and the United Arab Emirates (UAE) including business contact exchanges
- ✚ CCI **Company Pools** in UAE, Oman, Qatar in Dubai, Iran in Teheran
- ✚ Organization of **country events and workshops**, business leader talks and trade fair support, regular presence at the fairs "BIG FIVE" in Dubai and "ENVIRONMENT" in Abu Dhabi
- ✚ Country focus via internet: homepage "Gulf states and Iran" at <http://www.bielefeld.ihk.de/german/main-navigation/international/golfstaaten-iran/>

Services of the German Chambers of Commerce Abroad

An important local partner for the development of foreign markets are the German Chambers of Commerce Abroad. They have **110 offices in 82 countries worldwide**. They offer information about the economy, help establish business contacts, run training and education courses, organize business leader meetings and conventions and promote Germany as a trade fair location. Among other things, they arrange country consulting days and delegation trips, operate the internet platform www.e-trade-center.com and support companies in their operating business together with the German Chambers of Commerce and Industry.