

For Six Month Period Ending OCT 31 1999
(Insert date)

I - REGISTRANT

1. (a) Name of Registrant

(b) Registration No. 5310

Yorkshire and the Humber Development Agency D/B/A Yorkshire Forward
(c) Business Address(es) of Registrant

28 Junction Square Concord NH MA 01742

2. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address

Yes

No

(2) Citizenship

Yes

No

(3) Occupation

Yes

No

(b) If an organization:

N/A

(1) Name

Yes

No

(2) Ownership or control

Yes

No

(3) Branch offices

Yes

No

(c) Explain fully all changes, if any, indicated in items (a) and (b) above.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).

3. If you have previously filed Exhibit C¹, state whether any changes therein have occurred during this 6 month reporting period.

Yes

No

If yes, have you filed an amendment to the Exhibit C?

Yes

No

If no, please attach the required amendment.

¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (a waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

4. (a) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position	Date Connection Ended
Simon Beeson	Economic Development Svcs.	04/09/1999

(b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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5. (a) Has any person named in item 4(b) rendered services directly in furtherance of the interests of any foreign principal? Yes No

If yes, identify each such person and describe his service.

(b) Have any employee or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting? Yes No

If yes, furnish the following information:

Name	Position or connection	Date terminated
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(c) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes No

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(c) of the supplemental statement? Yes No

If no, list names of persons who have not filed the required statement.

II - FOREIGN PRINCIPAL

7. Has your connection with any foreign principal ended during this 6 month reporting period?
Yes No

If yes, furnish the following information:

Name of foreign principal

Date of termination

8. Have you acquired any new foreign principal² during this 6 month reporting period?
Yes No

If yes, furnish following information:

Name and address of foreign principal

Date acquired

9. In addition to those named in Items 7 and 8, if any, list foreign principals² whom you continued to represent during the 6 month reporting period.

Yorkshire Forward

10. EXHIBITS A AND B

(a) Have you filed for each of the newly acquired foreign principals in Item 8 the following:

Exhibit A³ Yes No
Exhibit B⁴ Yes No

n/a

If no, please attach the required exhibit.

(b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes No

If yes, have you filed an amendment to these exhibits? Yes No N/A

If no, please attach the required amendment.

2 The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

3 The Exhibit A, which is filed on form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

4 The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, and 9 of this statement? Yes No

If yes, identify each such foreign principal and describe in full detail your activities and services:

On behalf of Yorkshire Forward, activities and services comprised of makreting and related activities; identification and qualification of US companies planning to establish an off shore facility in the U.K. inquirę followup and persuasion of such companies to invest in the Yorkshire and Humber regoin of the U.K.

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity⁵ as defined below? Yes No

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places, of delivery, names of speakers and subject matter.

Throughout the reporting perşod, Yorkshire Forward attended several exhibitions and conferences across the United States. Company visits were also made by visiting officers. Please see attached sheets for details.

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes No

If yes, describe fully.

5 The term "political activities" means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formalizing, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government, a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS-MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes No

If no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies⁶

Date	From Whom	Purpose	Amount
		Payroll Taxgs	\$22,720
May-Oct 1999	Yorkshire Forward	Rent	\$10,900
		Office	\$5030
		Utilities	\$150
		Travel	\$24,410
		Postage	\$2388
		XXXX	
		IT Equip.	\$11,589
		Phone	\$13,964
		Misc.	\$29,731
			<hr/>
		Total	
		Legal Fees	\$2332
		Staff Accom.	\$350
		Salaries	\$111,198

TOTAL: ~~X~~ \$234,706

(b) RECEIPTS - FUND RAISING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fund raising campaign⁷, any money on behalf of any foreign principal named in items 7, 8, and 9 of this statement? Yes No

If yes, have you filed an Exhibit D to your registration? Yes No

If yes, indicate the date the Exhibit D was filed. Date _____

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes No

If yes, furnish the following information:

Name of foreign principal	Date received	Description of thing of value	Purpose
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6, 7 A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. (See Rule 201(e))
8 An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fund raising campaign and transmitted for a foreign principal.
9 Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS-MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign named in Items 7, 8, and 9 of this statement? Yes No

(2) transmitted monies to any such foreign principal? Yes No

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date	To Whom	Purpose	Amount
May 99-Oct 99	28 Junction Square LLC	Rent	\$10,900
	Various Vendors	Supplies	5,030
	Various Vendors	Util *****	150
	Various Vendors	Travel	24,354
	Various Vendors	Postage	2,388
	Various Vendors	IT Equip	11,589
	Various Venfdors	Phone	13,964
	ADP	Payroll Taxes	22,720
	Troutman Sanders	Legal Fees	2,322
	Various Vendors	Staff Accom.	350
	Employees	Salaries	111,198
		TOTAL±	\$234,706

Total

(b) **DISBURSEMENTS-THINGS OF VALUE**

During this 6 month reporting period, have you disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, and 9 of this statement?

Yes

No

If yes, furnish the following information:

Date disposed	Name of person to whom given	On behalf of what foreign principal	Description of thing of value	Purpose
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(c) **DISBURSEMENTS-POLITICAL CONTRIBUTIONS**

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value¹¹ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes

No

If yes, furnish the following information:

Date	Amount or thing of value	Name of political organization	Name of candidate
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^{10, 11} Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks" and the like.

V - INFORMATIONAL MATERIALS

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials¹²?
Yes No

IF YES, RESPOND TO THE REMAINING ITEMS IN SECTION V.

17. Identify each such foreign principal.

Yorkshire Forward

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating informational materials? Yes No

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

Yorkshire Forwardf May-Oct 1999 \$230,459

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following:

- Radio or TV broadcasts
- Magazine or newspaper articles
- Motion picture films
- Letters or telegrams
- Advertising campaigns
- Press releases
- Pamphlets or other publications
- Lectures or speeches
- Other (specify) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials among any of the following groups:

- Public Officials
- Newspapers
- Libraries
- Legislators
- Editors
- Educational institutions
- Government agencies
- Civic groups or associations
- Nationality groups
- Other (specify) Manufacturing, service, and other private business entities

21. What language was used in the informational materials:

- English
- Other (specify) _____

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes No

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act?

- Yes
- No

¹² The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4(b) of the Act.

VI--EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

(Type or print name under each signature¹³)

OCT 22 1999

[Handwritten Signature]

PETER ROWLANDS

13 This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

SELF MONITORING REPORT APRIL - JUNE 1999 QUARTER 1 1999

1. ENQUIRIES

During the quarter from January to March, there were 83 enquiries from companies compared to 64 in the previous quarter. There were 36 enquiries from the US, 14 from Asia Pacific and 20 from the European market. In addition, 13 enquiries from UK based companies were received.

Over the past 3 months, Yorkshire Forward has been responsible for generating 67% of all overseas enquiries. 35% of all enquiries were either for information only or for joint ventures.

2. PROJECTS

Between January and March, Yorkshire Forward handled 124 active projects from overseas companies. 65% of these were generated through Yorkshire Forward's own promotional work and through its network of multiplier contacts.

Yorkshire Forward received 49 new overseas projects this quarter, compared to 42 in the previous quarter. 23 of these were from the US market. This quarter, Yorkshire Forward handled 11 priority overseas projects down from 12 in the last quarter. In addition, 7 new subsidiary projects were identified.

3 NORTH AMERICA

Yorkshire Forward's North America enquiry level fell to 36 new enquiries compared to 39 in the last quarter. The number of active projects handled rose to 60 from 48 in the previous quarter. Yorkshire Forward generated 60% of these projects.

3.1 Lead Generation

An external telemarketing company, Outhouse, have been appointed to maintain the database of "warm" leads, these have been generated by both RPS and Yorkshire Forward activity.

Jacqueline Richardson has been appointed in the Boston office as Business Development Manager to oversee the management of the database and lead generation activity.

The North of England consortium took stand space at the Bio exhibition in Seattle in May. Leads generated at the event are currently being collated and followed up. A PR company, Camden Partners, based in Chicago have been appointed to carry out a targeted campaign in the call centre market.

3.2 Client Contact Work in North America

Between January and March, a total of 20 visits to 18 overseas companies were made by Yorkshire Forward's Boston Office, all of which were undertaken by our US representatives in the States. There were also 15 multiplier visits made by US based staff.

In addition, there was the activity of the North of England Office, which represents Yorkshire Forward, the North West Development Agency and One North East. The NOE representative made 14 multiplier visits and 8 visits to 7 companies.

3.3 Inward Visits from North America

The region hosted 3 inward visits from 3 companies this quarter:

- Williams Hayward Protective visited the region in June. They have shortlisted York, as their major customer is Thrall. Final decision will depend on Thrall's current business volumes.
- PET Technologies from Kentucky visited the region for the second time in June. They have shortlisted Westmoor Park in Doncaster. Their RSA application has been submitted. 65 jobs will be created.
- Advanced Forming Technologies visited the region in May. This is a long term prospect. The company require additional EU business to justify the investment
- The Deputy Director of IBB based in New York visited the region. The visit concentrated on the call centres in Leeds area and hi tech industry around York's science park

3.4 Subsidiary Visits in the Region

There were 14 visits to US subsidiaries in the region during the quarter.

The following new projects were identified:

- US owned, Britannia Mounts, based in Calderdale, produces photographic mounts from imported card and paper. The parent company is looking to locate an operation in Europe to manufacture the card and paper used by its UK and German subsidiaries and its other European customers. This project will create up to 10 jobs initially.
- Dresser Roots Holmes, of the US, manufactures a range of rotary blowers for use in the oil and gas industries. The parent company is looking to rationalise its blower manufacturing operations worldwide and the Huddersfield operation was bidding to attract production of large blowers, which would have created up to 70 new jobs. The decision to invest in Huddersfield was dependent on the availability of financial assistance. The Huddersfield area is not assisted and local funding offers were insufficient. The investment is now to be made in the US.

Rationalisation within the UK is now being considered and Huddersfield is again bidding to win business currently being serviced by other UK sites.

- Europa Engineering manufactures materials handling and lifting equipment. It has carried out additional investment at its Rotherham factory with the help of RSA funding to create 20 new jobs. It is now considering further investment at the plant, which will create 30-40 further jobs.
- Proctor & Gamble Co Ltd, a previously identified project have announced the closure of their Wakefield plant with all production transferring to their existing plant at Neenagh, Ireland. This will result in the loss of 400 jobs in Wakefield, although some staff are transferring to other Proctor & Gamble facilities. The principle reason given for choosing Ireland is the corporation tax rate.

Ongoing contact and support was also maintained with previously identified projects.

3.5 Successes

Ulbrich of UK Ltd, US owned speciality metals supplier moved to new premises in Sheffield combining two facilities and safeguarding the existing workforce of 23. New job numbers have still to be confirmed hence formal advice via IBB3 has been delayed.

4 ASIA PACIFIC AND REST OF THE WORLD

There were 18 enquiries from the Asia/Pacific and the Rest of the World region, an increase of 10 on the previous quarter. Four enquiries were received from Japan, 1 from Australia, 1 from India and 8 from Taiwan. One of the Japanese enquiries was the result of a Regional Promotion Strategy lead. The number of active projects handled during this quarter was 29, down from 46 in the previous quarter, Yorkshire Forward generated 62% of these projects.

4.1 Lead Generation

2 Japanese automotive and 1 Japanese chemical company visited the region in May as part of an IBB mission. Follow up visits were also made in Japan.

The Japanese market was focused on the continuation of networking activities particularly with the general contractors.

The 5th Taiwanese Newsletter was completed and distributed to 400 contacts in June.

Following IBB's Korean mission to the UK in May, potential leads are being followed up by our Leeds based Marketing Executive, EJ Lim. Following a visit to the British Embassy in Korea, we were informed that the Korean economy is picking up, and GDP is forecast to rise to 6.7% in the near future.

4.2 Client Work in Asia Pacific

4.2.1 Japan

In total, 21 visits were undertaken this quarter to 14 companies. 18 of these visits were made by Yorkshire Forward's overseas representatives and the remaining 3 by UK staff. In addition, there were 3 multiplier visits.

4.2.2 Taiwan

This quarter, 6 visits were made to 6 companies, all of which were made by Yorkshire Forward's overseas representatives.

4.2.3 Korea

One multiplier visit was made this quarter by UK based staff.

4.3 Inward Visits from Asia Pacific

Between April and May, there were 13 inward visits by 7 companies to the region.

- Toyoda Gosei visited the region 7 times during this quarter. Their investment in Rotherham has now been confirmed, creating 400 jobs in the manufacture of weather strips for the automotive industry.
- Tosoh Corporation visited in May as part of the Japanese mission.
- A&A Soft Toys visited for the fourth time in April. The company have given us a new project requirement for a 50 – 80,000 sq ft existing building outside the Enterprise Zone area.
- Usui visited the region twice, in April and May. They have confirmed that Rotherham is their preferred choice, but the investment is subject to RSA approval.
- Demae Ltd visited the region for the second time in June. The company is progressing their project to establish a Japanese restaurant in Leeds. Discussions with banks are currently underway to discuss the financial aspects of the project.
- Auto Distributors visited for the second time in June. The company are currently considering their options for the Carnaby plant, dependent on government assistance.
- Prior Industries visited the region in April. The company are looking to set up a combustion engineering plant in the UK, and are still considering Scunthorpe and one other region.

4.4 Subsidiary Visits

There were 4 visits to Asia Pacific subsidiaries in the region during the quarter.

The following new projects were identified:

- Fine Electronics of Korea has reduced its staff count following the problems in Korea and is being asked to repay RSA. This is likely to result in the closure of the Barnsley operation and we are working with the company and the DTI to find a compromise that will save the company.
- PJ Electronics of Korea has lost all contracts with Samsung Electronics and have had to reduce workforce whilst new contracts are found. DTI will also be looking for repayment of RSA. This is likely to result in the closure of the Rotherham operation and we are working with the company and the DTI to find a compromise that will save the company.
- DTI's CII directorate visited Pioneer Electronics Technology UK Ltd to discuss the potential projects for manufacturing DVD players and Plasma Display Televisions in Wakefield.

Ongoing contact and support was maintained with previously identified projects.

4.5 Successes

Toyoda Gosei have confirmed their investment in Rotherham, South Yorkshire. The company manufacture weather strips for the automotive industry, and will be creating 400 jobs and investing £32million in capital expenditure.

5 EUROPE

Yorkshire Forward received 20 new enquiries this quarter from Europe, an increase of 2 from the previous quarter. The number of active projects handled increased to 35 from 30 in the previous quarter. Of these, 77% were generated by Yorkshire Forward.

5.1 Lead Generation

Elizabeth Paterson, European Marketing Manager attended an IBB seminar in Padua, Italy to raise the awareness of Yorkshire and the Humber with leading Italian industrialists. Following a telemarketing campaign carried out by Global Response Limited, Elizabeth also attended the Interpack exhibition in Dusseldorf to meet with German and Italian companies. The majority of companies were interested in finding agents/joint ventures, however, two very positive leads were identified.

During May, six companies took part in the IBB German Mission to the region. The companies were from a cross section of industries and visited existing German subsidiaries.

In conjunction with RiDO, Elizabeth attended Manufacturing Innovations in Dublin, Ireland to generate leads from the machine tooling industry.

The German consultancy firm, Public aFairs, completed their three month “networking” campaign in contacting German Trade Associations. Joint marketing initiatives have been discussed with a number of key Associations and are planned for after the holiday season.

5.2 Client Contact Work in Europe

1 visit was made to a company overseas in addition to one multiplier visit.

5.3 Inward Visits from Europe

In total, 14 visits were made to the region by 14 companies during this quarter (including German mission delegates).

- The Italian company Rubber Tek who produce rubber reels visited the region for the second time in April. The company are looking to create 15 jobs.
- An un-named German wire company looking for a distribution/manufacturing unit visited the Dearne Valley. They intend to employ between 25 – 30 people over 6 years depending on the growth of their business.
- Flamemag International visited the region in April. Hull has been identified as their main choice in the UK although, they are still considering options in Holland and Germany.
- Westbond, the Danish Carpet tile manufacturer visited the region for the 8th time in May. This project was a success last quarter.
- Materialise, a Belgian prototype tooling company, visited the region in April for the second time. This project has since been confirmed as a success.
- Inglen SPA visited the region in June, seeking information on VAT and taxation issues in the UK.
- ETA SPA visited the region in June in the search for a 10,000sq ft unit for light assembly work

5.4 Subsidiary Visits in the Region

There were 20 visits to European subsidiaries in the region during the quarter.

The following new project was identified:

- Flat-pack furniture manufacturer, Eurospace Furniture of Denmark, is considering expansion of its production facility in Sherburn-in-Elmet. A rationalisation within the industry could also likely to occur. The combined impact could increase the workforce by up to 200. They have announced the closure of their Leeds facility. All staff will be transferred to Sherburn-in-Elmet.

- Danish owned MD Foods plc is looking to consolidate all production in the North into one new dairy in Leeds. This £50 million project will create up to 100 additional jobs in Leeds but would see the closure of the Settle creamery

Ongoing contact and support was maintained with previously identified projects.

5.5 Successes

Weyermann Soehne was confirmed as a success this quarter. The company will create 4 jobs manufacturing living materials for clothes in Leeds.

Sersa was also confirmed as a success this quarter. Sersa UK Ltd will construct, weld and maintain railway track systems. The project creates 100 new jobs in York.

Materialise NV, the Belgian company specialising in rapid prototype tooling techniques have invested in Dinnington, South Yorkshire creating 40 new jobs.

Treves UK Ltd, a French owned manufacturer of car seat head restraints completed the acquisition of new premises in the Harrogate, North Yorkshire this will enable the company to expand from its original workforce of 67 to 135 with potential for further growth in the future.

Immediately following the end of the quarter Swedish owned Sandvik Bandsaws Ltd started work on a new purpose built facility in Rotherham, South Yorkshire. Whilst reported by GO-YH on an IBB3 in March 1998 the project had been in some doubt due to planning issues. The original IBB3 also did not register that the project safeguarded 62 jobs as well as creating 86.

RDO

Yorkshire Forward

QUARTERLY OUTPUT MEASURES

APRIL – JUNE 1999

Active Projects

1 Number of Active projects of which

	N America		Europe		Asia Pacific	
	Target	Actual	Target	Actual	Target	Actual
RDO instigated	20	36	17	27	10	18
IBB London instigated	17	23	13	6	7	11
IBB Overseas instigated	0	1	0	2	0	0
IBB Sub Total	17	24	13	8	7	11
TOTAL	37	60	30	35	17	29

NOTE: This should be the number handled during the previous quarter, plus the number of new active cases in the reporting quarter minus lost and dormant projects and "successes".

Successes

2 Number of successful projects in which RDO has had a significant involvement.

Note: See definitions in Annex 2.2

	1	3	1
Expenditure involved (£m)	Not known	Not Known	£32M
Jobs created	0	144	400
Jobs safeguarded	23	0	0

Promotional Activities

	N America	Europe	Asia Pacific
3 Total promotional spend	£437.25	£2,798.22	£1,918.97
of which Advertising	£0	£0	£0

Visits

	N America		Europe		Asia Pacific	
	Target	Actual	Target	Actual	Target	Actual
4 Number of UK Aftercare Visits	9	14	9	20	3	4
5 Number of visits to overseas foreign companies by overseas representatives	25	23	0	0	30	27
Of which first visits	13	16	0	0	13	9
Second/subsequent visits	13	7	0	0	20	18
Number of companies visited overseas by UK staff	12	5	0	0	20	1
<i>N.B. * Includes North of England Representative Office figures - see text</i>						
6 Number of regional tours originated by IBB London	3	1	6	5	3	11
Number of regional tours originated by IBB overseas	0	0	0	0	0	0
Originated by RDO	2	2	6	3	5	2
TOTAL	5	3	12	8	8	13

SELF MONITORING REPORT JULY - SEPTEMBER 1999 QUARTER 2 1999

1. ENQUIRIES

During the quarter from July to September, there were 69 enquiries from companies compared to 83 in the previous quarter. There were 31 enquiries from the US, 14 from Asia Pacific and 27 from the European market. In addition, 23 enquiries from UK based companies were received.

Over the past 3 months, Yorkshire Forward has been responsible for generating 55% of all overseas enquiries. 30% of all enquiries were either for information only or for joint ventures.

2. PROJECTS

Between July and September, Yorkshire Forward handled 118 active projects from overseas companies. 59% of these were generated through Yorkshire Forward's own promotional work and through its network of multiplier contacts.

Yorkshire Forward received 65 new overseas projects this quarter, compared to 49 in the previous quarter. 20 of these were from the US market. This quarter, Yorkshire Forward handled 21 priority overseas projects up from 11 in the last quarter. In addition, 8 new subsidiary projects were identified.

3 NORTH AMERICA

Yorkshire Forward's North America enquiry level fell to 31 new enquiries compared to 36 in the last quarter. The number of active projects handled fell to 54 from 60 in the previous quarter. Yorkshire Forward generated 59% of these projects.

3.1 Lead Generation

The Boston office continue to work on the database with the external telemarketing company. This has produced some interesting leads and Boston staff have undertaken visits to Canada, mid west and Pacific North West as a result of this.

A new campaign in the Medical sector, targeting companies in the New England area was started in September this will continue until the year end.

Detailed discussions have taken place with the various RPS groups and the US office will start the first of proactive campaigns in the mobile telecomm market in October,

The North of England office in Atlanta has undertaken proactive campaigns in Florida and currently sourcing databases for targeting hi tech companies in two of other southern states.

3.2 Client Contact Work in North America

Between July and September, a total of 16 visits to 15 overseas companies were made by Yorkshire Forward's Boston Office. There were also 9 multiplier visits made by US based staff.

In addition, there was the activity of the North of England Office, which represents Yorkshire Forward, the North West Development Agency and One North East. The NOE representative made 3 multiplier visits and 4 visits to 4 companies.

3.3 Inward Visits from North America

The region hosted 7 inward visits from 7 companies this quarter:

- Conbraco visited the region in August. They are looking to establish a small light assembly / distribution centre, employing 4-5 people, preferably on the M62 corridor.
- PET Technologies from Kentucky visited the region for the third time in July. They are following up their RSA application which went to Government Office in the last quarter.
- Tera Computer Systems visited the region in September. They are looking to collaborate with the University of York on a super-computer project, and had an introductory visit to York and the University, and spoke with University personnel.
- Heil Europe visited the region in August, and are looking for a greenfield site to manufacture refuse collection vehicles. They are looking to employ in excess of 150 people.
- Sylvan Learning Systems visited for the second time this quarter. This project has now been announced as a success, and the company will be creating 70 jobs in various locations around the region.
- Project Spider, a confidential lead from Deloitte & Touche, visited the region three times this quarter. They are looking for a 100 acre site for a warehousing and distribution operation, and have shortlisted two sites in Doncaster from within this region. The company will be creating 1,000 jobs.
- Project Sherwood, another confidential lead, visited the region in September. They have a 1,700 job project in the financial services sector, and are only looking at Sheffield in the Yorkshire & Humber region.

3.4 Subsidiary Visits in the Region

There were 21 visits to US subsidiaries in the region during the quarter.

The following new projects were identified:

- Carlton Cards Ltd in Dewsbury are looking to consolidate a number of their operations into the main. This will safeguard the 90 jobs currently based at their Guiseley facility and create a further 20 for the region.
- New Holland, a subsidiary of the Fiat group, is currently purchasing Case (UK) Ltd in Doncaster. We are working with the company to transfer manufacture of transmissions from France. This £1m project will create 70 new jobs and generate turnover in excess of £75m.
- Sara Lee (UK) Ltd is currently reviewing all manufacturing operations and is selling many facilities at written-down prices tied in to supply contracts fixed at low margins. If the Bridlington facility is not sold the company is considering five individual projects which would safeguard the existing workforce of 850 and create a further 180 jobs at Bridlington. Capital expenditure would be in the region of £19m.
- Simpson International (UK) Ltd are looking at possibility of closing the facility in Halifax and transferring production back to USA. The UK option is to combine the various Yorkshire facilities into one unit in the Halifax area. This will safeguard 235 jobs.

Ongoing contact and support was also maintained with previously identified projects.

3.5 Successes

There have been three successes on the North American team this quarter – two new investments and three subsidiary projects.

True Manufacturing will be creating 344 jobs in the Dearne Valley, manufacturing refrigeration units. Their capital investment amounts to £12.217m.

Sylvan Learning Systems will be creating approximately 70 jobs in various locations around the region. They have won a contract from the DVLA to administer the theoretical driving tests.

Mosley Stone Ltd transferred production from Manchester to Leeds. This safeguarded the UK operations of this division of Stanley Tools, which had been earmarked, for closure and transfer to China. This safeguarded 215 jobs.

Portola Packaging a new investment announced in February 1997 has already exceeded headcount targets and is to diversify its product line and create a further 25 jobs.

RR Donnelly UK Ltd has won a contract to produce colour copies of Yellow Pages and will relocate from York to the former Samsung Heavy Industries building at Flaxby Moor near Harrogate. Whilst 50 jobs will be lost, this move safeguards 350 jobs in the area.

4 ASIA PACIFIC AND REST OF THE WORLD

There were 14 enquiries from the Asia/Pacific and the Rest of the World region, down from 18 in the previous quarter. 9 enquiries were received from Japan, 1 from Australia, 1 from India, 1 from Korea, and 1 from Taiwan. The number of active projects handled during this quarter was 22, down from 29 in the previous quarter, Yorkshire Forward generated 36% of these projects.

4.1 Lead Generation

In July, Graham Hall visited Japan as the guest speaker at the launch of Yorkshire Forward in Tokyo. Around 50 potential clients and multipliers attended.

A visit was made by Judith Walker and EJ Lim of Yorkshire Forward's Asia-Pacific desk, to the Far East for lead generation and overview of the overseas offices.

The second Japanese and 6th Taiwanese newsletter were completed and distributed in August and September.

Government officials from Hyogo prefecture (Japan) visited in September to learn more about the region. A reception was held for Flat Panel Display manufacturers in September in London, attended by Mr Matsuo, our Japanese representative in London. Also in September 2 Taiwanese companies visited the region as part of an IBB mission.

4.2 Client Work in Asia Pacific

4.2.1 Japan

In total, 30 visits were undertaken this quarter to 23 companies. 24 of these visits were made by Yorkshire Forward's overseas representatives and the remaining 6 by UK staff. In addition, there were 3 multiplier visits.

4.2.2 Taiwan

No direct company contact was made in Taiwan this quarter. Instead, various telemarketing campaigns were undertaken.

4.2.3 Korea

EJ Lim, Yorkshire Forward's Leeds based Marketing Executive for Taiwan & Korea, made 6 visits to recent investors, and potential leads in Korea this quarter. She was accompanied by our representative in Korea, Mr Kim, on five of these visits.

4.3 Inward Visits from Asia Pacific

Between April and May, there were 12 inward visits by 9 companies to the region.

- Toyoda Gosei visited the region twice during this quarter. Their investment in Rotherham has now been confirmed, creating 400 jobs in the manufacture of weather strips for the automotive industry.

- Bumkoo Industrial Company Ltd visited the region in September. They are looking for a 60,000 sq ft existing building to manufacture kitchenware. Approximately 300 jobs would be created with this project.
- A&A Soft Toys visited the region for the sixth time in September. They viewed a building in Wakefield and negotiations are progressing. The project is for a showroom and distribution centre, and will create approximately 25 jobs.
- Soyo Computers Inc, visited as part of the IBB Taiwanese mission this quarter. The company were undertaking a feasibility study of the region.
- An un-named company from Hong Kong visited twice in September. They are looking to establish a European Headquarter base in the Yorkshire region, and viewed sites in Leeds and Bradford.
- Sarah Wooton, British Consul in Nagoya, Japan visited the region in September. Emma Taylor, Marketing Executive – Japan accompanied her on a tour of the region, including a trip to Denso in Shipley.
- Usui visited the region a further two times this quarter in September. The first visit was to meet with Geoff Leaf in the Government Office, to discuss their RSA grant application, and the second was to discuss with property surveyor, Dacre, Son & Hartley, the negotiation of the Heads of Terms for the unit at Brooklands Park, Dinnington.
- Daiwa Kasei visited the region in July. The company is looking for a small sales office for 3 staff, which could then lead to a manufacturing project at a later stage. The company manufacture wire harness clamps.

4.4 Subsidiary Visits

There were 6 visits to Asia Pacific subsidiaries in the region during the quarter.

No new projects were identified:

Ongoing contact and support was maintained with previously identified projects.

4.5 Successes

There are no new successes to report this quarter.

5 EUROPE

Yorkshire Forward received 24 new enquiries this quarter from Europe, an increase of 2 from the previous quarter. The number of active projects handled increased to 42 from 35 in the previous quarter. Of these, 54% were generated by Yorkshire Forward.

5.1 Lead Generation

During July, a mailshot was carried out using the Interpack exhibitors CD ROM. The companies targeted were German SMEs from the packaging sector.

European Marketing Manager Elizabeth Paterson travelled to Denmark with 6 members of **Yorktek**, an association of companies working hard to encourage the development of high technology and related growth industries in North Yorkshire.

The objective of the visit was to meet with Danish organisations who had an interest in Anglo-Danish business links. Meetings were arranged with the Danish Chamber of Commerce, the Danish Embassy and the Confederation of Danish Industry. From these discussions, Elizabeth was able to obtain useful contacts and information on how best to target Danish companies who may be interested in setting up a subsidiary in the UK.

Following research work carried out by a Germany consultancy firm in identifying contacts within specified trade associations, a German newsletter was produced in August and sent to the new multiplier contacts in Germany.

A mailshot and telemarketing campaign began in September in preparation of a visit to CIBUS-TEC exhibition in Parma, Italy in October. These activities focus on manufacturers of food processing machinery.

5.2 Client Contact Work in Europe

1 visit was made by Elizabeth Paterson in August of this quarter, to the Yorkshire & Humber Regional Assembly office in Brussels.

5.3 Inward Visits from Europe

In total, 7 visits were made to the region by 6 companies during this quarter.

- Westbond, the Danish carpet tile manufacturer visited the region for the ninth time in September. This project has been confirmed as a success, and the visit was purely to review the situation so far.
- ETA SPA visited for the second time in July. The Italian company are looking for a 1,000 sq m unit for distribution purposes. This project has since been confirmed as a success, creating 6 jobs.
- London Oil Refining Company Ltd visited the region in July. They are looking for a 30,000 – 50,000 sq ft existing facility to accommodate their current distribution business and also include a manufacturing facility. They need to be within 30

miles of Leeds, where their existing centre is based, and so visited options in both Barnsley and Wakefield.

- UNESCO looking for a base for an Institute of Statistics. They visited Leeds, and are interested in the possibility of collaboration with, and a base on the campus of, the University of Leeds.
- Jokey-Plastik Wipperfurth GmbH visited the region in August. They are looking for a 20,000 – 30,000 sq ft unit for an injection moulding facility.
- An un-named German Automotive company visited the region twice in September. The lead has come via Arthur Andersen. The company visited sites in both Doncaster and Rotherham. An update from the consultant is due within the next fortnight.

5.4 Subsidiary Visits in the Region

There were 20 visits to European subsidiaries in the region during the quarter.

The following new project was identified:

- Avesta Sheffield Ltd are bidding for c £100m funding to expand their finishing lines to balance with the melting capacity. This would create 80 jobs and would be seen as pivotal in securing the long term future of the Sheffield site. Investigation is going into linking the investment into a major project to be funded through European Objective 1 funds.
- VAW motorcast Ltd have three potential projects all are subject to winning contracts with major motor manufacturers and will be in competition with German plants for all three projects. Successful bidding would see the workforce rise by 305 and investment of around £40m and turnover of £35m pa.

Ongoing contact and support was maintained with previously identified projects.

5.5 Successes

ETA SPA have confirmed their investment in the region. They will be creating 6 jobs, in the light assembly sector.

P G Lawton (Industrial Services) Limited have expanded into new premises in the Halifax area. Its German parent company had been considering transferring production of the key product to USA to be near to the market. The project safeguards 20 and creates 12 new jobs.



RDO

Yorkshire Forward

QUARTERLY OUTPUT MEASURES

JULY – SEPTEMBER 1999

Active Projects

1 Number of Active projects of which

	N America		Europe		Asia Pacific	
	Target	Actual	Target	Actual	Target	Actual
RDO instigated	20	32	18	30	10	8
IBB London instigated	18	21	12	10	8	14
IBB Overseas instigated	0	1	0	2	0	0
IBB Sub Total	18	22	12	12	8	14
TOTAL	38	54	30	42	18	22

NOTE: This should be the number handled during the previous quarter, plus the number of new active cases in the reporting quarter minus lost and dormant projects and "successes".

Successes

2 Number of **successful projects** in which RDO has had a significant involvement.

Note: See definitions in Annex 2.2

	5	2	0
Expenditure involved (£m)			
Jobs created	439	18	0
Jobs safeguarded	565	20	0

Promotional Activity

	N America	Europe	Asia Pacific
3 Total promotional spend	£1,290.47	£7,947.18	£540.00
of which Advertising			

Visits

	N America		Europe		Asia Pacific	
	Target	Actual	Target	Actual	Target	Actual
4 Number of UK Aftercare Visits	9	21	9	13	3	6
5 Number of visits to overseas foreign companies by overseas representatives	25	16	0	0	30	30
Of which first visits	12	15	0	0	10	13
Second/subsequent visits	13	1	0	0	20	7
Number of companies visited overseas by UK staff	0	0	5	0	3	10
6 Number of regional tours originated by IBB London	4	2	7	2	4	4
Number of regional tours originated by IBB overseas	0	0	0	0	0	0
Originated by RDO	3	4	6	5	5	2
TOTAL	7	6	13	7	9	6

*N.B. * Includes North of England Representative Office figures - see text*

Highlights**Secured Projects**

- **Morgan Leigh, Chicago IL**
Cap Ex: £0.75m Jobs: 25

Recorded Visits/Contacts**Multipliers/Networking:**

- 5th **BCG Chicago, IL - PR**
- 10th **Royal Bank of Scotland, New York, NY – PR/MH/KH**
- 26th **Cobb County Chamber, Atlanta – PR/KH**
- 26th **Metro Atlanta Chamber, Atlanta – PR/KH**
- 26th **BCG Atlanta – PR/KH**
- 27th **BCG New York, NY – PR/JR**
- 19th **BCG Seattle, WA – MH**
- 5th **Silicon Valley Bank East, Boston, MA – MH**
- 11th **Fleet Bank, Boston, MA – MH**
- 18th **Washington Software Alliance, Seattle, WA – MH**
- 27th **Mercotur Ventures, Cambridge, MA - MH**

Companies:

- 5th **Thrall Car, Chicago Heights, IL - PR**
- 7th **Sara Lee, Chicago, IL - PR**
- 24th **Stewart & Stevenson, Houston, TX - PR**
- 25th **Continental Airlines, Houston, TX - PR**
- 4th **Hardigg Systems - MH**
- 7th, 19th **Advanced Forming Technology, Denver, CO – PR/MH**
- 10th **Freeway Washer Corp, Ontario – MH**
- 18th **Williams-Hayward Coating, Chicago IL - MH**
- 19th **Phylos Excellerating Evolution, - Lexington, MA - MH**
- 18th **Biblesoft, Inc, Seattle, WA – MH**
- 19th **Tera Computer Co, Seattle, WA – MH**
- 25th **Titan Scan System, San Diego, CA - MH**
- 25th **Sterigenics, Fremont, CA – MH/JR**

Inward Visits

- **Advanced Forming Technologies, Denver, CO.**

Critical Projects

- **Armada Corporation, Detroit MI:**

The Leeds based team has established a positive link with Armada's Irish MD, Jim Breen. A written proposal with regard to both existing and new build on the Manvers site has been passed to Breen. A meeting with Armada is scheduled toward the end of June – **PR**

- **IBM Dallas, TX:**

Still awaiting confirmation of proposed appointments to be set up by Liz Chandler with several key IBM contacts in the US and Europe. PR to remind Chandler of SC's return to the UK - **PR**

- **Williams Hayward, Chicago, IL:**

Thrall supplier looking to either D&B a 10Ksqft facility near York, or take on existing space in the area. MPH/MP teleconferenced with VP on 5/18; company waiting for York support package and info re: UK pollutant regulations - **MH**

- **Freeway Washer Corp., ON:**

NOTE: This is a North of England lead, to be co-ordinated with Norman Hall, NDC. John McHugh has provided Hawksworth with supplier info. Company board meeting to take place June 4th, to decide timeline for project - **MH**

External Activities and Relationships

- The MD&M exhibition in New York on behalf of the RPS – **JR/MH**
- Met with Camden Partners and Media Visions Inc in Chicago to discuss the proposed Public Relations tender and brief - **PR**
- Met with Chris Koral (Inward) and Maitland Hyslop (ONE North East) in Chicago to discuss ongoing N.O.E. strategy – **PR/KH**
- Met with Tony Male and Doug Gray of Outhouse Inc to discuss the proposed RPS/Yorkshire Forward database management contract – **PR/JR**
- Assisted York IIB during their US visit – **PR/MH**
- Assisted Leeds Bradford International Airport with their presentation to Continental Airlines – **PR**
- Attended Bio 99 exhibition in Seattle – **MH**
- Attended State Street Bank's Euro Seminar – **MH**
- Met with University of California BioOutreach Program directors – **MH**
- Attended BCG sponsored lunch honouring Lord Sainsbury in Seattle – **MH**
- BCG Boston reception for York & N. Yorks Chamber of Commerce – **JR**
- BCG New York reception for UK inward mission - **JR**
- Attended Corptech Training Seminar - **JR**

Resources.

- Jacqueline Hall visited the Leeds office to undertake training on administering the new server and network system to be installed in the Boston Office.
- Robert Fell, senior IT officer from YF Leeds visited the Boston and Atlanta Offices to install and configure a new server.
- The Boston office has had a new server installed and will be completely up to speed by the middle of June 99.
- A Standard Operating Procedures document for the US operation is awaiting approval.

Prepared by: Peter Rowlands

Date: May 31 1999

COMMUNICATIONS
SECTION
MAY 31 1999

Highlights**Secured Projects****Recorded Visits/Contacts****Multipliers/Networking:**

- 21st **McKesson HBOC** San Francisco, CA – MH
- 17th **AEP** Columbus, OH – PR
- 29th **PWC** Chicago, IL – PR
- 29th **Banc One** Chicago, IL – PR
- 30th **BCG** Chicago, IL – PR
- 7th **Mercator Ventures** Boston, MA – MH
- 10th **Fleet Bank's High Technology Group** Boston, MA - MH

Companies:

- 4th **Freeway Washer Ltd.** Missassauga, ON – MH
- 4th **Williams-Hayward Coating** Summit, IL – MH
- 7th **HealthStar, Inc.** Randolph, MA – MH
- 10th **Helind Electronics** Wilmington, MA – MH
- 14th **Curwood Group** Appleton, WI – MH
- 16th **Damar Machine Co** Monroe, WA – MH
- 16th **Scholle Corporation** Irvine, CA – MH
- 2nd **NET- tel Inc.** Atlanta, GA – PR/KH
- 15th **Knight Marketing Inc.** Johnstown, NY – PR
- 23rd **Garland Industries Inc.** Philadelphia, PA – PR
- 24th **Daffyd Jones Group.** Covington, GA – PR

Inward Visits

- **Williams Hayward Protective Coatings, Inc.** Summit, IL

Critical Projects

- **Armada Corporation, Detroit MI:**

Final decision is to be made by Jim Breen, the current European MD. Breen favours Yorkshire from a personal relocation perspective. The original DVP site may now not be available for Armada – an alternate proposal is to be prepared and presented to Armada early July – PR

- **IBM Dallas, TX:**

Still awaiting confirmation of proposed appointments to be set up by Liz Chandler with several key IBM contacts in the US and Europe. PR has advised Chandler of SC's return to the UK - PR

- **Williams Hayward, Chicago, IL:**

Thrall supplier looking to either D&B a 10Ksqft facility near York, or take on existing space in the area. Wayne Kurcz to visit York on 25 June, 1999. Decision expected August 1999- **MH**

- **Freeway Washer Corp., ON:**

NOTE: This is a North of England lead, to be co-ordinated with Norman Hall, NDC. John McHugh has provided Hawksworth with supplier info. MPH waiting to hear final decision from a board meeting scheduled to take place 18th June - **MH**

External Activities and Relationships

- 2nd **World Trade Center Export Seminar** Speaker: Alan Greenspan - **MH**
- 7th **Eurocompliance** Boston, MA – **MH/JR**
- 15th **NepCon Expo** Boston – **MH/JR**
- 15th **Jim Poston's leaving reception**, **BCG** Boston – **MH/JR**

Resources.

- A draft contract for Camden Partners has been prepared and is awaiting sign off by Leeds. Camden Partners are currently reviewing the document.
- The Boston office was without external Email access for all of June. This severely hampered operations. **JR** and **JH** are still not able to access the internet.

Prepared by: Peter Rowlands

Date: May 31 1999

Highlights**Secured Projects**

True Manufacturing – St. Louis MO. 340 Jobs £12.2m Cap-ex

This significant project will be announced officially the first week of August.

Recorded Visits/Contacts**Multipliers/Networking:**

- 19th **BCG** Los Angeles, CA – MH
- 19th **BCG** San Francisco, CA - MH
- 20th **Washington Software Alliance** Seattle, WA - MH
- 21st **BCG** Seattle, WA – MH
- 21st **Port of Seattle** Seattle, WA – MH

Companies:

- 20th **Tera Computer** Seattle, WA - MH
- 21st **Damar Machines** Monroe, WA – MH
- 21st **Flight Safety Boeing** Seattle, WA – MH
- 27th **Heilind Electronics** Wakefield, MA – MH
- 1st **Daffydd Jones Group** Covington, GA – PR
- 7th **TesTex Inc** Monroe, PA - PR
- 14th **Armada Corporation** Detroit, MI – PR
- 15th **True Manufacturing** St. Louis, MO - PR

Inward Visits**Critical Projects**

- **Armada Corporation, Detroit MI:**
PR and Peter Bright of DVP met with Randy Baxter to discuss alternate sites on the enterprise zone. Baxter indicated that he would be visiting the UK late July, but only to County Durham. It appears that this project is not destined for the Yorkshire Forward region. – PR
- **IBM Dallas, TX:**
Liz Chandler has been on sick leave and progress has halted. BCG Houston is visiting IBM Dallas early July – PR to chase for update- PR
- **CAE (Canada)** – company looking to move into a new 85Ksqft facility near Bradford by 2001 – approval has come through Canadian parent. MPH/MP liasing with Cincinnati and Bradford, UK teams to co-ordinate site/property search and co-ordinate timeline. MP to provide update on Tempest & Dibbs ASAP – MPH to arrange Canadian visit in August – MH

- **Freeway (Canada)** NOTE: This is a North of England lead, to be co-ordinated with Norman Hall, NDC. John McHugh has provided Hawksworth with supplier info. Board has given approval for a project; timescale pushed back to November 1999. MPH to visit in August - **MH**
- **Williams Hayward Chicago IL** – Thrall supplier looking to either D&B a 10Ksqft facility near York, or take on existing space in the area. Wayne Kurcz visited region in June, is interested in Listening Post facility. MPH to chase - **MH**
- **UnNamed CA Aerospace Project** – MH/BH/SC to provide Scott Wayne with Finningley specs by Monday, 2 August. MPH has provided economic profile and indicative wage costs for Doncaster, as well as an overview of Bus. Support Pkg. SC to establish Objective One criteria and circulate among the desks – **MH**
- **Heil Europe** – A significant project to manufacture and assemble custom coachwork for waste disposal vehicles is looking at sites in the Dearne Valley. PR to keep in close contact with Peter Bright. – **PR**
- **TesTex Monroe PA** – Small company providing test equipment for pipeline service industries looking to establish 4-10 man operation in Grimsby. PR to meet with principles of company in August - **PR**

External Activities and Relationships

- 2nd **Oxford Intelligence** Francoise Lemagnen, Director of Oxford Intelligence presented a proposal to Yorkshire Forward. A more detailed specific brief was to be forthcoming. **PR/JR**
- 8th **BCG Boston** A dinner was hosted by Howard Drake to introduce David Cockerham the new Director of IBB. **PR**
- 12th **Outhouse** Tony Male and Doug Grey from Outhouse visited the office to finalise the details of the forthcoming campaign. **PR/JR**

Resources.

- A second month without internet access for Jacqueline Richardson has again hampered operations.
- PR and MH were on vacation for two weeks this month.
- JR began her duty tour to the UK.

Prepared by: Peter Rowlands

Date: July 31 1999

Highlights**Secured Projects****Recorded Visits/Contacts****Multipliers/Networking:**

- 12th **BCG** Boston, MA – MH
- 24th **BCG** Toronto, ON - MH
- 23rd **British Canadian Trade Council** Toronto, ON – MH
- 23rd **Integrated Capital Partners** Toronto, OH - MH

Companies:

- 20th **Freeway Washer Ltd.** Missassauga, ON – MH
- 25th **Williams Hayward** Chicago, IL - MH

Inward Visits

- 25th **Heil Europe** Chatanooga, TN - PR

Critical Projects

- **Armada Corporation, Detroit MI:**
Yorkshire Forward were informed that the company have chosen County Durham as the site for this project – PR
- **IBM Dallas, TX:**
Still no progress from company at this stage – PR to chase for update- PR
- **Freeway (Canada))** NOTE: This is a North of England lead, to be coordinated with Norman Hall, NDC. Company has had difficulties coordinating JV with INFAST-Philidas MD. An independent operation is under consideration – no decision will be made until all avenues are exhausted with INFAST. Visit now pushed back to late October 1999 - MH
- **Williams Hayward Chicago IL** – Thrall supplier looking at 10Ksqft facility near York (Hudson Court site). MPH supplied Kurcz with additional information on the site – company will take legal advice and arrange a visit in September - MH
- **Heil Europe** – Company visited region in August to review site options. PR to contact president of Heil in TN with a view to arrange a meeting – PR
- **TesTex Monroe PA** – Small company providing test equipment for pipeline service industries looking to establish 4-10 man operation in Grimsby – PR
- **Project Spider Chicago IL** – Fantus consulting lead for major distribution facility – 700,000 sq feet facility \$70m capital expenditure, but only 350 jobs. First site visits expected week comm. 13th September – PR
- **Project Sherwood Baltimore MD** – Major financial services project looking at sites in Sheffield – PR

External Activities and Relationships

- **26th Camden Partners Chicago IL** – Contract negotiations complete and first draft of the news letters were presented. Calendar of events for the coming year were also discussed – **PR/KH**
- **26th North of England Office** – Review meeting with Inward and One North East was held in Chicago – **PR/KH**

Resources.

- A third month without internet access for Jacqueline Richardson and Jacqueline Hall has again hampered operations, in particular with regard to meeting Finance department deadlines.
- JR completed her UK duty tour.
- A full Yorkshire Forward/North of England team meeting was held in the Boston office.

Prepared by: Peter Rowlands

Date: August 31st 1999

Highlights**Secured Projects****Recorded Visits/Contacts****Multipliers/Networking:**

- 8th **BCG Boston, MA – PR, MH**
- 23rd **BCG Toronto, ON - MH**
- 23rd **Industry Canada Toronto, ON – MH**
- 23rd **International Development Forum Toronto, OH - MH**

Companies:

- 22nd **Freeway Washer Ltd. Missassuaga, ON – MH**
- 10th **Williams Hayward Chicago, IL – MH**
- 17th **Premdor Missassuaga, ON – MH**
- 22nd **Lamson Home Products Missassuaga, ON – MH**
- 23rd **Maple Leaf Foods Toronto, ON – MH**
- 7th **Fantus- Project Spider Chicago, IL – PR**
- 9th **Fantus- Project Spider Chicago, IL – PR**
- 22nd **Fantus- Project Spider Chicago, IL – PR**

Inward Visits

- 15th **Terra Computers Seattle, WA – MH**
- 15th **Fantus- Project Spider Chicago, IL – PR**
- 16th **Project Sherwood Baltimore, MD – PR**
- 17th **Ernst & Young Financial services Detroit, MI - PR**

Critical Projects

- **Freeway (Canada) NOTE:** This is a North of England lead, to be co-ordinated with Norman Hall, NDC. See contact reports. Company to conduct fact-finding mission in Nov 99 or January. Likely that stand-alone facility will be under consideration - **MH**
- **Williams Hayward Chicago IL** –Thrall supplier looking at 10Ksqft facility near York (Hudson Court site). MPH supplied Kurcz with additional information on the site – company will take legal advice and arrange a visit in late Oct/early Nov. York handling case on UK side- **MH**
- **Heil Europe** – Company visited region in August. Latest information suggests that company has put project on hold for six months – **PR**
- **Terra Computers Seattle WA** York IIB co-ordinated visit of Dick Russell and team, from September 13-15.

- **Project Spider Chicago IL** – Fantus team visited region mid September and PR followed up with visit to Chicago. Client still unknown, and project parameters still very fluid – job numbers now 850. Fantus to revisit 4th and 5th October.– PR
- **Project Sherwood Baltimore MD** – Major financial services project looking at sites in Sheffield – PR

External Activities and Relationships

- **23rd Camden Partners Chicago IL** – News letter for October delivery almost complete. Camden has redesigned masthead and layout.

Resources.

- A **fourth** month without internet access for Jacqueline Richardson and Jacqueline Hall has again hampered operations, in particular with regard to meeting Finance department deadlines.
- A written six-month review of operations was prepared together with a proposed strategy for the coming six months.

Prepared by: Peter Rowlands

Date: September 29, 1999

Highlights**Secured Projects****Recorded Visits/Contacts****Multipliers/Networking:**

- 14th **BCG Boston, MA – PR**
- 22nd **BCG Chicago, IL – PR (teleconf)**
- 22nd **BCG Boston, MA – MH/JR/JW**
- 25th **BCG Toronto, ON – MH (teleconf)**
- 27th **MASS Telecomm Boston, MA - MH/JR**
- 27th **Silicon Valley Bank Boston, MA - MH**

Companies:

- 11th **Freeway Washer Ltd. Missassuaga, ON – MH (teleconf)**
- 15th **Lamson Home Products Missassuaga, ON – MH (teleconf)**
- 1st **Maple Leaf Foods Toronto, ON – MH (teleconf)**
- 5th **Fantus- Project Spider Doncaster, UK – PR**
- 20th **Freedom Electronics Eatontown, NJ – PR/JR**
- 21st **Westwood Chemicals Middletown, NY – PR/JR**

Inward Visits

- 1st **AutoTech Iowa – JR**
- 4th 12th **Fantus- Project Spider Chicago, IL – PR**
- 11th **Project Sherwood Baltimore, MD – PR**

Critical Projects

- **Freeway (Canada) Company** has decided in favour of independent operation and has hired a consultant in Leeds to assist with information gathering. MPH has forwarded details on to BH; awaiting call and instructions - **MH**
- **Williams Hayward Chicago IL** – York handling case on US side. Company now has all legal and property information requested; awaiting decision – **MH**
- **CAE Canada** Looking to move into a new 85Ksqft facility near Bradford by 2001 – approval has come through Canadian parent. Full review to be made in October. - **MH**
- **Project Spider Chicago IL** – Fantus team visited region 4th and 5th October and again on the 12th. Fantus have issued a property proforma and the site owners, Severn Trent have responded. Further meeting scheduled in London for 9/10 November.– **PR**

- **Project Sherwood Baltimore MD** – Major financial services project looking at sites in Sheffield. Yorkshire Forward, Leeds led a major presentation to the company in Nottingham. – PR

External Activities and Relationships

- 4th – 8th **International Workshop Leeds** – A week long event attended by PR/MH
- 29th Camden **Partners Chicago IL** – Phillipa Martin now assisting with the co-ordination of the newsletter. Conference call to agree content and timeline for production and mailing – PR
- 21st **MA Office of Business Development** – visited as part of Justine Williams two week tour of duty – MH/JW

Resources.

- A **fifth** month without internet access for Jacqueline Richardson and Jacqueline Hall has again hampered operations, in particular with regard to meeting Finance department deadlines.
- We are still absorbing an average ISDN bill of \$5000.00 per month. It is still not possible to access the Yorkshire Forward email system from remote (non-server) locations.
- Justine Williams visited the Boston and Atlanta offices as part of a two-week duty tour.
- Six month reviews and work plans were undertaken for Jacqueline Richardson and Megan Heard - PR

Prepared by: Peter Rowlands

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