

FAQ'S

SCDI TRADE VISITS



How long have SCDI been running trade visits?

Since our first visit to Moscow in 1960, SCDI has organised and led 370 trade visits comprising of nearly 6000 participants to 50 markets worldwide.

Why should I join a trade visit?

Whether you are a first-time exporter or already have experience of exporting, Trade Visits offer comprehensive support for companies from all sectors looking to increase sales. As a Visit Member, you will join a high profile group, with the flexibility to pursue individual business objectives as well as participation in group events

What types of organisations join the visits?

A wide range of organisations join the trade visits, ranging from sole traders, SMEs, large organisations, universities and colleges. SCDI trade visits are not limited to one particular sector, allowing for a cross sectoral group and collaboration between participants. A member of the SCDI team will manage the trade visit. In recent years, SCDI has worked with the Scottish Government and the Scotland Office on ministerial delegations.

Do you go to trade fairs and exhibitions?

As trade visits with SCDI are not sectorally focused we do not centre our visits round specific events such as Oil & Gas shows in Texas, or food & drink in Paris. Our visits may coincide with trade shows, which you are welcome to attend, but SCDI do not take exhibition space. If you are interested in attending a specific show we would recommend that you contact Scottish Development International, as they organise sector specific learning journeys and mission to trade exhibitions.

Am I eligible for a grant and when do I receive it?

SCDI have limited grants available to companies that meet certain criteria that have completed an application form and submitted to the International Trade Executive by a fixed deadline date. Grants are provided to companies that meet the SME criteria, that do not export more than 25% of their turnover, and that during the past 12 month the company has not exported to that market, or have established representation in that country.

The grants are **not** aimed at experienced exporters who are already established in a market and who, for example, simply wish to visit existing contacts.

Businesses meeting the eligibility criteria will be able to receive up to 6 MVS grants but may not visit one market more than twice. This is a lifetime limit. Only one representative per eligible business may receive an MVS grant on a particular business trip although others are welcome to participate if funded by their business. Please note that grants are payable to the company, and not the representative.

Who organises my meetings?

Companies participating in SCDI Trade Visits are responsible for organising their own meetings. Whilst SCDI organises trade briefing and reception, and will invite the group to additional receptions and events, you are required to create your own itinerary.

UKTI provide an overseas market introduction service, this service arranges specific meetings for you during your time in market. To learn more about this service please click [here](#).

How do I organise travel and accommodation?

Companies participating in trade visits are responsible for booking their own flights and accommodation. SCDI normally organises a group booking of hotel rooms and we encourage the participants to book with the nominated hotel. By staying in the nominated hotel, you benefit from group meetings, networking opportunities and a discounted rate.

Do SCDI assist with business visas?

Yes, SCDI can help assist with introduction letters from the local British Embassy if required. Individuals are responsible for the processing of the business visa and any associated payments. SCDI can recommend travel agents to assist with processing of visas.

What events are organised in market, do I have to participate in these?

SCDI typically organises at least two events in market. On the first day of the visit, SCDI will organise a trade briefing to be delivered by the local embassy, UTKI or SDI office. The trade briefing allows you to meet your local representatives from SDI/UKTI who will normally deliver an informal introduction to the market, inform you about business opportunities, key events in market and answer any questions you may have about doing business in that country.

SCDI also organises an evening reception with the SDI/UKTI team, this reception is for trade participants and their guests to attend. The reception allows you to informally network with trade participants, embassy staff, and other guests. This is an ideal occasion to invite your guests to.

Out with the above events, SCDI will organise other events depending on what is going on in the market. Other events can include round tables with MP's, networking events with trade groups, receptions with key influencers and informal dinners. All trade participants will be made aware of any additional events.

When will I find out who else is participating in the visit?

For each trade visit, we ask companies to submit a short text summarising their main business activities, along with a photograph. Prior to each visit, SCDI creates a trade brochure for the visit containing details of each trade participant and their business.

You will also have the chance to meet the group prior to going out if you participate in a pre-visit briefing.

How much does going on a trade visit cost?

SCDI does not charge any administration fee's for joining our delegation. Going on a trade visit costs no more than any other business trip. In fact, there may actually be savings made through group booking in hotels, sharing in country travel costs such as taxi's and transfers.

Contact the SCDI International Team on:

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