

For Six Month Period Ending OCT 31 1998  
(Insert date)

**I - REGISTRANT**

1. (a) Name of Registrant (b) Registration No.  
YHDA International 4421  
(c) Business Address(es) of Registrant  
28 Junction Square Concord 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 <input type="checkbox"/> | No <input type="checkbox"/> |            |
| (2) Citizenship       | Yes <input type="checkbox"/> | No <input type="checkbox"/> |            |
| (3) Occupation        | Yes <input type="checkbox"/> | No <input type="checkbox"/> | <u>N/A</u> |
- (b) If an organization:
- |                          |                              |                             |  |
|--------------------------|------------------------------|-----------------------------|--|
| (1) Name                 | Yes <input type="checkbox"/> | No <input type="checkbox"/> |  |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input type="checkbox"/> |  |
| (3) Branch offices       | Yes <input type="checkbox"/> | No <input type="checkbox"/> |  |
- (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 C<sup>1</sup>, 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.

<sup>1</sup> 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
------	----------	-----------------------

- (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
------	-------------------	-------------	----------	--------------

- 
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
------	------------------------	-----------------

- (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
------	-------------------	-------------	----------	--------------

- 
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 principal<sup>2</sup> 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 principals<sup>2</sup> whom you continued to represent during the 6 month reporting period.

Yorkshire and Humberside Development Agency, LTD

10. EXHIBITS A AND B

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

Exhibit A<sup>3</sup> Yes  No   
Exhibit B<sup>4</sup> 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

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 YHDA, Ltd., activities and services comprised of marketing and related activities; identification and qualification of US companies planning to establish an off-shore facility in the UK, inquiry, follow up and persuasion of such companies to invest in the Yorkshire and Humberside region of the UK.

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity<sup>5</sup> 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 this reporting period, YHDA 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.

<sup>5</sup> 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 formulating, 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 [X] No [ ]

If no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies<sup>6</sup>

Table with 4 columns: Date, From Whom, Purpose, Amount. Includes handwritten entries for APRIL -> NOV 98, YHDA, and a list of expenses totaling \$205,718.00.

(b) RECEIPTS - FUND RASING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fund raising campaign<sup>7</sup>, any money on behalf of any foreign principal named in items 7, 8, and 9 of this statement? Yes [ ] No [X]

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 value<sup>9</sup> 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 [X]

If yes, furnish the following information:

Table with 4 columns: Name of foreign principal, Date received, Description of thing of value, Purpose.

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
APRIL 98 - NOV 98	28 JUNCTION SQUARE LLC	RENT	9,510.00
	VARIOUS VENDORS	STATIONERY	3,895.00
	VARIOUS VENDORS	UTILITIES	16.00
	VARIOUS VENDORS	TRAVEL/ENT	54,738.00
	VARIOUS VENDORS	POSTAGE	1,620.00
	VARIOUS VENDORS	IT EQUIPMENT	5,408.00
	VARIOUS VENDORS	TELEPHONE	21,107.00
	ADP	PAYROLL TAXES	12,644.00
	VARIOUS VENDORS	SUPPLIES	64,896.00
	VARIOUS VENDORS	CAPITAL EQUIPMENT	497.00
	JAMES M. PARKER	LEGAL FEES	1,845.00
	VARIOUS VENDORS	STAFF ACCOMODATION	24,296.00
	OFFICE SPECIALISTS	TEMPORARY STAFF	5,247.00
		TOTAL	<u>205,718.00</u>

\* 205,718.00

Total

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

During this 6 month reporting period, have you disposed of anything of value<sup>10</sup> 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
---------------	------------------------------	-------------------------------------	-------------------------------	---------

**(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 value<sup>11</sup> 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
------	--------------------------	--------------------------------	-------------------

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 materials<sup>12</sup>?  
Yes  No

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

17. Identify each such foreign principal.

Yorkshire and Humberside Development Agency, LTD

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.

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) Quarterly Newsletter

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) United States Manufacturing Companies

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 signature<sup>13</sup>)

7<sup>TH</sup> JAN '99

Susan Croshaw  
SUSAN CROSHAW

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

RECEIVED  
JAN 10 1999

<sup>13</sup> 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.



<b>YHDA International, Supplemental Statement</b>			
<b>Reporting Period: 5/1/98-10/31/98</b>			
<b>Travel Details</b>			
<b>Megan Heard</b>			
<b>Date</b>	<b>Company</b>	<b>Location</b>	<b>Purpose</b>
1-May	Brazos Sportswear	Cincinnati, OH	Business Meeting
5-May	Yen Industries	Cleveland, OH	"
	Lamson Sessions	Cleveland, OH	"
2-Jun	North American Tools	South Beloit, IL	"
5-Jun	Janco Products	Mishawaka, IN	"
7-Jul	KSR Automotive	Toronto, ON	"
	Artel Packaging	Gormley, ON	"
8-Jul	DJS Packaging	Richmond Hill, ON	"
	International Wall Coverings	Brampton, ON	"
	McKenzie Bros.	Toronto, ON	"
9-Jul	Airforce One Blow Off Systems	Waterloo, ON	"
	Hatch Cos Holdings Ltd.	Waterloo, ON	"
27-Jul	Janco Products	Mishawaka, IN	"
	Morgan Leigh	South Beloit, IL	"
28-Jul	Trenarthan International	Chicago, IL	"
6-Aug	Brazos Sportswear	Cincinnati, OH	"
	Endo Ethicon	Cincinnati, OH	"
7-Aug	Salem Packaging	Salem, OH	"
	Butech Inc.	Salem, OH	"
15-Sep	Morgan Leigh	Chicago, IL	"
	Williams Haywards Coatings	Summit, IL	"
16-Sep	Morse Diesel	Chicago, IL	"
	Trenarthan Consulting	Chicago, IL	"
2-Oct	Mija Industries	Plymouth, MA	"
	Double E Company	West Bridgewater, MA	"
8-Oct	Ivex Corporation	Newton, ma	"
20-Oct	Alcoa	Pittsburgh, PA	"
	Joy Cone	Hermitage, PA	"
21-Oct	Buchanan Ingersoll	Pittsburgh, PA	"
	Sharp-Ivers Lee	Conshohocken, PA	"
27-Oct	First Chicago NBD Bank	Detroit, MI	"
	Armada Corporation	Detroit, MI	"

1997 JUN 27 11:11:02  
 1997 JUN 27 11:11:02

<b>YHDA International, Supplemental Statement</b>			
<b>Reporting Period : 5/1/98-10/31/98</b>			
<b>Travel Details</b>			
<b>Sue Crosland</b>			
<b>Date</b>	<b>Company</b>	<b>Location</b>	<b>Purpose</b>
13-May	Crown Bolt	Cerritos, CA	Business Meeting
	Grant Thornton	Los Angeles, CA	"
14-May	Cygnus Diagnostic Systems	Redwood City, CA	"
15-May	Norian Corp.	Cupertino, CA	"
18-May	Criterion	Costa Mesa, CA	"
	Ameron International Corp.	Pasadena, CA	"
3-Jun	Arthur Anderson	New York, NY	"
24-Jun	First USA	Wilmington, DE	"
18-Aug	Westwood Chemical	Middletown, NY	"
24-Aug	CoAmerica Bank	San Jose, CA	"
25-Aug	KLA Tencor	San Jose, CA	"
26-Aug	Sterigenetics International	Fremont, CA	"
27-Aug	Fantus Consulting	Los Angeles, CA	"
	Pacific Foam	Los Angeles, CA	"
28-Aug	Crown Bolt	Cerritos, CA	"
1-Sep	Hitran Corp	Flemington, NJ	"
	Freedom Electronics	Cliffwood, NJ	"
	Thomas Electronics	Wayne, NJ	"
2-Sep	Westwood Chemical	Middletown, NY	"
29-Sep	Cygnus Inc.	Redwood City, CA	"
	Raima Corporation	Seattle, WA	"
30-Sep	Biblesoft	Seattle, WA	"
1-Oct	Pacific Foam	Los Angeles, CA	"
	Miramar Systems Inc.	Santa Barbara, CA	"

<b>YHDA International, Supplemental Statement</b>			
<b>Reporting Period : 5/1/98-10/31/98</b>			
<b>Travel Details</b>			
<b>Simon Beeson</b>			
<b>Date</b>	<b>Company</b>	<b>Location</b>	<b>Purpose</b>
13-May	Crown Bolt	Cerritos, CA	Business Meeting
	Grant Thornton	Los Angeles, CA	"
14-May	Cygnus Diagnostic Systems	Redwood City, CA	"
	Azuma Foods	Oakland, CA	"
30-Jul	Faneuil Group	Boston, MA	"
18-Aug	Rostra Corp	Laurinburg, NC	"
	Becton Dickinson Research Ctr.	RTP, NC	"
19-Aug	AATCC	RTP, NC	"

2011 JUN 03 11:02 AM  
 1000 JUN 03 11:02 AM  
 1000 JUN 03 11:02 AM

**SELF MONITORING REPORT APRIL- JUNE 1998**  
**QUARTER 1 1998**

**1. ENQUIRIES**

During the quarter from April to June, enquiries from companies fell slightly on the previous quarter to 59 from 69. There were 26 enquiries from the US, 5 from Asia Pacific and 17 from European market. In addition, 7 enquiries from UK based companies were received.

Over the past 3 months, YHDA has been responsible for generating 51% of all overseas enquiries. 27% of all enquiries were either for information only or joint venture.

**2. PROJECTS**

Between April and June, YHDA handled 84 active projects from overseas companies. 57% of these were generated through YHDA's own promotional work and through its network of multiplier contacts.

YHDA received 37 new overseas projects this quarter, compared to 51 in the previous quarter. 17 of these were from the US market. This quarter YHDA handled 18 priority overseas projects, a slight increase on 14 in the last quarter. Ten new subsidiary projects were identified.

**3 NORTH AMERICA**

YHDA's North America enquiry level fell to 26 new enquiries compared to 38 in the last quarter. The number of active projects handled fell to 32 compared to 40 in the last quarter. YHDA generated 34% of these projects.

**3.1 Lead Generation**

The North America quarterly newsletter was published in May with a medical theme. the newsletter is distributed to multipliers in the UK and in North America.

YHDA's mailshot and telemarketing activities continued this quarter, targeting Washington, Oregon, California and Illinois. Leads generated are being followed up by the Boston office.

**3.2 Client Contact Work in North America**

Between April and June, a total of 26 visits were made. Of the 21 overseas visits to 20 overseas companies; 19 visits were made by our US representatives in the US and 2 by

UK based staff. There were also 13 multiplier visits, all but three of which were made by US based staff.

YHDA's Chief Executive undertook a visit to the US from 21 to 24 April to attend the IBB conference at Philadelphia, to visit the US office and to meet with a number of companies and multipliers.

### **3.3 Inward Visits from North America**

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

- Witness Systems visited in April. The company provides a software product to call centres in the UK and USA and wishes to expand into Europe. This lead came from the Consulate in Atlanta.
- In April, the Tramco Corporation visited the region. Their project is to manufacture material handling equipment, especially for the food industry. If successful, the company would create 50 jobs in 3-5 years.
- North East Steel visited in May. The company is primarily a large scale steel fabrication company and the project would employ approximately 65 people.
- Morgan Leigh visited the region in May and the lead came through BCG Los Angeles. The company is looking to establish a facility in the Sheffield area to manufacture cutting tools for the aircraft industry.
- In June, Janco made their first inward visit. The company wishes to manufacture steel tubes and initially the project would create 20 jobs, rising to 50 within 6 months.
- Crown Bolt visited the region for the first time in June. The company manufacture nuts and bolts and is looking for a warehouse and distribution facility. The project would create 50 jobs.
- A major US bank, a client of Coopers & Lybrand, visited the region in June. The project is to establish a new credit card business with an associated call centre, serving, initially, the UK and then Europe. This project would create 1,000 jobs.

### **3.4 Subsidiary Visits in the Region**

A number of new projects were identified during the quarter involving the creation of 340 jobs and safeguarding a further 1,290. These include:

- ABI (UK) Ltd in Beverley who went into receivership earlier this year cutting the workforce to 140. The company has been bought by a US recovery fund and has

begun production again re-employing 140 staff. Plans are to create a further 200 jobs over the next three years.

- Constar International Ltd, manufacturers of plastic bottles, are reviewing the manufacture of the plastic caps. If the company can be persuaded to expand the North Yorkshire facility 50 new jobs will be created, otherwise 50 jobs will be lost.
- Lumonics Ltd, Canadian owned manufacturers of laser coding systems, have a project to expand their workforce in East Yorkshire by 48. A RSA application has now been submitted and is being considered.
- In March, CAE Ranshoff Inc of Canada bought local company Tempest and Dibb, and have plans to expand the Bradford company. They are looking for a new site which will enable the company to take on an additional 40 staff over the next two years.
- A major US owned manufacturing company have been asked to put a business case together to protect their five facilities employing in the region of 1,200 people. Initial proposals to combine all operations on to one site have been rejected and the company is looking to out-source production at two sites with the loss of 350 jobs. There is, however, the possibility of combining production with Germany and keeping one site open. The remaining three sites are likely to be combined into two with a significant head-count reduction.

Ongoing contact was also maintained with previously identified projects.

### **3.5 Successes**

- Utility International, based in Northallerton, North Yorkshire expanded in April. The £6m investment will create 100 new jobs and safeguard a further 50. The company manufactures refrigerated and curtain trailers.
- Carpets International was acquired by the US management in April safeguarding 770 jobs. The investment was valued at £45m.
- H & W Systems announced their first time investment to the UK, in June, in the Dearne Valley. The company will invest £3m and create 75 jobs manufacturing conveyor belts for the machine industry.
- Sara Lee Bakeries announced the opening of a new UK HQ and research facility in York creating 25 new jobs and relocating 75 from the three UK manufacturing facilities.

## **4 ASIA PACIFIC AND REST OF THE WORLD**

**There were 5 enquiries from the Asia/Pacific and the Rest of the World region, compared to 13 in the previous quarter. One enquiry was received from Japan, 2 from Taiwan and 2 from Australia. The number of active projects handled during this quarter was 14, down from 19 in the previous quarter, YHDA generated 57% of these projects.**

#### **4.1 Lead Generation**

This quarter, YHDA Japanese representatives have been following up the two seminars held in March which targeted the automotive and mobile telecommunications sectors.

Two advertisement features have been placed this quarter; in Corporate Connect, a Japanese business directory, and in IBB's Guide to Golf in the UK.

#### **4.2 Client Work in Asia Pacific**

In May, YHDA's Taiwanese representative, Timay Tien, tendered her resignation in May. Timay's assistant, Brian Wei is providing temporary cover while discussions on possible collaboration with INWARD take place.

##### **4.2.1 Japan**

In total, 23 visits were undertaken this quarter to 23 companies. All of these visits were made by YHDA's overseas representatives.

##### **4.2.2 Taiwan**

This quarter, 11 visits were made to 11 companies by YHDA's overseas representative.

##### **4.2.3 Korea**

A watching brief was kept on the Korean market but no active lead generation activities or company visits were undertaken this quarter.

#### **4.3 Inward Visits from Asia Pacific**

Between April and June, there were 12 inward visits by 11 companies to the region.

- Daewoo IAE and SK Chemicals from Korea visited the region in April as part of the IBB mission.
- Toyota Gosei, a Japanese automotive company, visited a number of sites in South Yorkshire, in May. The company produce resin and rubber automotive components and the project will create 200 jobs.
- Dong Ying first visited the region as part of a Hong Kong mission in 1996. Their latest visit to Bradford was in May. The company manufacture woven and printed

labels. The project would create 50 jobs and YHDA hope to announce the success of this project in the next quarter.

- Nagoya Gear of Japan visited the region in May. The company are looking to set up a joint venture with a Bradford-based company in the first instance. Nagoya Gear manufacture gears for industrial use.
- Air International Transit are an Australian company which visited YHDA in May. The company is conducting a feasibility study for the manufacture of HVAC systems for the mass transit equipment market. The company visited sites in South Yorkshire.
- Tokai Rika of Japan visited the region twice this quarter, once in May and once in June, The company manufactures automotive components and the project would create 400 jobs.
- TRIS Industries, Fujikoki Corporation KMK Industries and ASMO visited in June as part of an IBB Japanese mission. ASMO is a Japanese manufacturer of small motor systems for automotives. The company is part of the Toyota/Denso group and they have a project which would create 100 jobs.

#### **4.4 Subsidiary Visits**

A number of new projects were identified during the quarter involving the creation of 36 jobs and safeguarding a further 143. These include:

- Pioneer Electronics who are considering setting up a design and development section to support the manufacture of satellite decoders in Wakefield. This will create 36 new jobs.
- Denso Marston Ltd who are looking to close their Leeds facility transferring production to Bradford. A successful transfer will safeguard 120 jobs.
- Fine Electromechanics Co. (UK) Ltd who are considering a dramatic reduction in production with the consequent reduction of 23 jobs. Principle reasons are the weakness of the Korean economy and continued shortfall of orders from Samsung Electronics.

Ongoing contact was maintained with previously identified projects.

#### **4.5 Successes**

PJ Electronics, a Korean subsidiary, expanded its operations safeguarding 33 existing jobs.

## **5 EUROPE**

YHDA received 17 new enquiries this quarter from Europe. The number of active projects handled fell to 20 from 23 in each of the previous two quarters.

### **5.1 Lead Generation**

Due to the recent arrival at YHDA of the Marketing Manager for Europe and staff shortages elsewhere, there has not been any promotional activity to report this quarter.

Interviews for a Marketing Executive took place this quarter and a new appointment has been made.

### **5.2 Client Contact Work in Europe**

No overseas company visits were made this quarter. Three visits to multipliers in the UK were made.

### **5.3 Inward Visits from Europe**

14 visits were made to the region by 10 companies during this quarter.

- There were 4 inward visits from Saint Gobain, the French glass producer, during this quarter. Saint Gobain have applied to build a £65m float glass plant at Selby which would create 166 jobs.
- YHDA also hosted an IBB German mission for 7 companies in June.
- Incap visited the region twice during the quarter in April and June. The Finnish company is active in the electronics sector. They are looking at locations in York and North Yorkshire and the project would create 70 jobs.
- Generale Bank of Belgium visited the region in April to research the region as a location for a Northern office. The project would initially create 2 jobs.

### **5.4 Subsidiary Visits in the Region**

A number of new projects were identified during the quarter involving the creation of 222 jobs and safeguarding a further 100. These include:

- **A&H Meyer of Germany who set up twelve months ago are looking to double their workforce creating a further 12 jobs.**
  - **Flender Power Transmissions Ltd of Germany have reinstated a project which was shelved 18 months ago to move to new, larger premises creating upto 70 new jobs.**
  - **Maersk Medical Limited of Denmark, a potential project identified six months ago have firmed up their requirements and shortened the timescale for completion of the project to 12 months. This would create 140 new jobs in the region and safeguard the existing 100.**
- Ongoing contact was maintained with previously identified projects.**

## **5.5 Successes**

**There are no successes to report this quarter**

RDO **Yorkshire & Humberside Development Agency**

QUARTERLY OUTPUT MEASURES

APRIL TO JUNE 1998

	N America		Europe		Asia Pacific	
1 Number of Active projects of which:	Target	Actual	Target	Actual	Target	Actual
RDO instigated	15	27	13	23	15	16
IBB London instigated	10	19	12	9	10	6
IBB Overseas instigated	0	2	0	0	0	0
IBB Sub Total	10	21	12	9	10	6
<b>TOTAL</b>	<b>25</b>	<b>48</b>	<b>25</b>	<b>32</b>	<b>25</b>	<b>22</b>

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".

2 Number of **successful projects** in which RDO has had a significant involvement.  
Note: See definitions in Annex 2.2

	4	0	1
Expenditure involved (£m)	54	0	n.a.
Jobs created	200	0	n.a.
Jobs safeguarded	820	0	33

	N America	Europe	Asia Pacific
3 Total promotional spend	£3,482.41	£0.0	£1,320.63
of which Advertising	£0.0.	£0.0	£1,448.29

AP desk received a credit of £127.66 hence the discrepancy in figures.

	N America		Europe		Asia Pacific	
	Target	Actual	Target	Actual	Target	Actual
4 Number of UK Aftercare Visits	10	9	11	7	4	6
5 Number of visits to overseas foreign companies by overseas representatives	20	21	0	0	33	34
Of which first visits	10	9	0	0	11	21
Second/subsequent visits	10	12	0	0	22	13
Number of companies visited overseas by UK staff	2	2	7	0	12	0
6 Number of regional tours originated by IBB London	1	2	1	7	4	8
Number of regional tours originated by IBB overseas	0	2	0	0	0	1
Originated by RDO	4	3	3	7	2	3
<b>TOTAL</b>	<b>5</b>	<b>7</b>	<b>4</b>	<b>14</b>	<b>6</b>	<b>12</b>

17/03/2011 11:02  
 20/03/2011 11:02

**SELF MONITORING REPORT JULY- SEPTEMBER 1998  
QUARTER 2 1998**

**1. ENQUIRIES**

During the quarter from July to September, there were 70 enquiries from companies compared to 59 in the previous quarter. There were 33 enquiries from the US, 14 from Asia Pacific and 23 from European market. In addition, 12 enquiries from UK based companies were received.

Over the past 3 months, YHDA has been responsible for generating 44% of all overseas enquiries. 33% of all enquiries were either for information only or joint venture.

**2. PROJECTS**

Between July and September, YHDA handled 89 active projects from overseas companies. 48% of these were generated through YHDA's own promotional work and through its network of multiplier contacts.

YHDA received 55 new overseas projects this quarter, compared to 37 in the previous quarter. 23 of these were from the US market. This quarter YHDA handled 18 priority overseas projects, a slight increase on 14 in the last quarter. In addition, 14 new subsidiary projects were identified.

**3 NORTH AMERICA**

YHDA's North America enquiry level rose to 33 new enquiries compared to 26 in the last quarter. The number of active projects handled rose to 36 compared to 32 in the last quarter. YHDA generated 58% of these projects.

**3.1 Lead Generation**

The North America quarterly newsletter was published in September with a manufacturing theme. The newsletter is distributed to multipliers in the UK and North America.

YHDA's mailshot and telemarketing activities continued this quarter, targeting New Jersey and Pennsylvania, with follow up activity targeting Massachusetts.

**3.2 Client Contact Work in North America**

Between July and September, a total of 43 visits were made. All of the 35 overseas visits to 30 companies were made by our US representatives in the US. There were also 8 multiplier visits made by US based staff.

### **3.3 Inward Visits from North America**

The region hosted 6 inward visits this quarter from 5 companies:

- Westwood Chemicals visited the region in July. The company produce powder chemicals for personal hygiene consumer products. If successful, this project would create 50 jobs.
- Off the Wall, a company specialising in polystyrene stage props and accessories for various media industries, visited the region in September. If successful, this project would create 6 jobs.
- Morgan Leigh visited the region in September. This lead came through BCG Los Angeles. The company is looking to establish a facility in the South Yorkshire area for the manufacture of cutting tools for the aircraft industry. The project would create 25 jobs.
- Crown Bolt visited the region for the first time in September. The company batch and package nuts and bolts for DIY stores and is looking for a warehouse and distribution facility. The project would create 50 jobs.
- A North American Bank visited twice in July and August to assess the region as the location for a credit card and call centre operation. The project would have created 1,000 jobs. YHDA has since been informed of the company's decision to locate in Wales.

### **3.4 Subsidiary Visits in the Region**

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

A number of new projects have been identified during the quarter:

- Dana Spicer Europe Ltd (Specialty Axles Division) in Leeds have purchased a forging line from Thyssen in Germany. This will be installed in Leeds in the next six months and depending on certain commercial decisions will create between 80 and 250 jobs.
- A major US company is considering combining facilities based in Republic of Ireland and Yorkshire and Humberside into one operation. If the local plant is successful this will create 250 jobs and safeguard 400. If grant assistance is not taken into account, the two options are equally placed. However, at present, Ireland looks favorite because the Yorkshire and Humberside facility cannot offer development area grant assistance.

- Wilson Wilcox Furnishings Ltd, fabric converters in Kirklees, a subsidiary of Canadian company International Wall Coverings, is considering an expansion creating 50 new jobs.
- Ulbrich of UK Limited in Sheffield are looking to relocate to a new single site to enable them to expand their workforce by 10.
- A potential project has been identified with a major US company which could have significant impact on two facilities in Yorkshire employing approximately 1,500 people. If successful, the project would add further R&D capabilities to these operations.

Last quarter, it was reported that Lumonics Ltd in Hull had applied for RSA to create up to 48 new jobs. This application has been withdrawn. The company have invested £650,000 as suggested in the application but they have in fact reduced the workforce in the interim. However we do anticipate significant improvement over the next 12 months with the potential to double the size of their factory.

It was also reported that a major US owned company, which YHDA can now reveal as Stanley Tools, was considering a major restructuring or withdrawal from UK manufacture. The bid to move all operations on to one site failed as the parent company demanded a 2 year payback. However, two sites will merge with minimal job losses and a third is to be sold as a going concern. A decision has yet to be made about the other two operations.

Ongoing contact was also maintained with previously identified projects.

### **3.5 Successes**

Kenpak, the North Carolina medical packaging company confirmed their investment in the Dearne Valley during this quarter, creating 90 jobs.

## **4 ASIA PACIFIC AND REST OF THE WORLD**

There were 14 enquiries from the Asia/Pacific and the Rest of the World region, compared to 5 in the previous quarter. Six enquiries were received from Japan, 4 from Taiwan, 3 from Australia and 1 from Thailand. The number of active projects handled during this quarter was 14, down from 19 in the previous quarter, YHDA generated 21% of these projects.

### **4.1 Lead Generation**

During this quarter, YHDA Japan representatives have been following up the two seminars held in March which targeted the automotive and mobile telecommunications

sectors. In addition, this period has seen preparation for the ComJapan seminar, and a seminar targeting IT companies in Taiwan.

## **4.2 Client Work in Asia Pacific**

### **4.2.1 Japan**

In total, 24 visits were undertaken this quarter to 19 companies. 19 of these visits were made by YHDA's overseas representatives. In addition, there was one multiplier visit.

### **4.2.2 Taiwan**

This quarter, 12 visits were made to 10 companies by YHDA's overseas representative. In addition, there was one multiplier visit.

### **4.2.3 Korea**

A watching brief was kept on the Korean market but no active lead generation activities or company visits were undertaken this quarter.

## **4.3 Inward Visits from Asia Pacific**

Between July and September, there were 6 inward visits by 6 companies to the region and a further four companies visited on a Mission in September.

- Tokai Rika of Japan visited the region in July to shortlist sites and meet potential suppliers for their new European subsidiary. The company has subsequently chosen to locate its activities in Wales.
- Toyota Tsusho Corporation visited the region in July. This was an information gathering exercise only at this stage.
- Humax visited the region in July. Humax is a Japanese restaurant chain and are considering opening up a restaurant in Leeds. No details of job numbers have been received.
- Katsushiro Matex visited the region in September. Katsushiro Matex are a manufacturer of heavy metal parts supplying a number of Japanese investors in Europe. The project, if successful would create 100 jobs.
- Nippon Synthetic Chemical Industry visited the region in September for discussions with possible partners. The project is for the production of a new film for use in food packaging. If successful the project would create 100 jobs.

#### **4.4 Subsidiary Visits**

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

Various new projects were identified at Yorkshire Bank involving creation of a flagship branch in Leeds, an expansion to a call centre near Hull and continued review of Head Office functions in the National Australia Bank's UK operations.

Pioneer Electronics' project to create a 36 job design and development centre moved forward and they are now considering an RSA application.

Fine Electromechanics of Korea announced a redundancy programme and relocation to a smaller site.

Princes Soft Drink's planning application has been referred. The delay puts at risk a development that could create up to 400 new jobs in Bradford.

Ongoing contact was maintained with previously identified projects.

#### **4.5 Successes**

Pioneer Electronics accepted an offer of RSA to enable them to start a new product line to manufacture satellite decoders. Initially it was hoped that this would create 45 jobs and safeguard 280. However, due to a different product being transferred to Malaysia because of the strength of the pound, last minute negotiations took place to alter the application to safeguard 325 jobs.

### **5 EUROPE**

YHDA received 23 new enquiries this quarter from Europe. The number of active projects handled rose from 17 and 20 in the previous two quarters.

#### **5.1 Lead Generation**

Iola Shaw joined YHDA as Administrative Assistant in July 1998, and Emma Bridge joined the YHDA as a Marketing Executive in August 1998. This brings the European section up to full strength.

#### **5.2 Client Contact Work in Europe**

No overseas company visits were made this quarter. However, 17 visits to multipliers were made.

### **5.3 Inward Visits from Europe**

11 visits were made to the region by 6 companies during this quarter.

- There were 3 inward visits from Saint Gobain, the French glass producer. Saint Gobain have applied for planning permission to build a £65m float glass plant at Selby which would eventually create 400 jobs.
- Ferromontagetchnik GmbH visited the region in July. The company specialise in the installation of heavy machinery such as turbines and printing presses. The project, if successful, would create 50 jobs.
- Klevers Glasgewebe visited the region in July. The company manufacture a range of fiberglass products, including filters. If successful, the project would create 20 jobs.
- Westbond, the Danish Carpet Tile manufacturer visited the region 3 times in July, August and September. If successful, this project would create 15 jobs.
- Maveco visited the region twice in September. Maveco manufacture machinery for the printing and tobacco industries. If successful, this project would create 10 jobs.
- An unnamed Irish Food Processing Company, specialising in continental bakery products, visited the region in July. This lead came from Ernst & Young. The project, if successful, would create 100 jobs.

### **5.4 Subsidiary Visits in the Region**

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

PG Lawton of Calderdale, a subsidiary of German Group SGL Carbon, is considering an expansion of one of its product lines. This will safeguard 12 jobs which could otherwise move to the USA.

Sandvik Bandsaws' project, to create 86 jobs and safeguard 62 by transferring production from the USA, was given a boost when planning permission was given on their favoured site. RSA had already been accepted.

Irish owned Smurfit Labels have been offered RSA to relocate and expand their operations in Wakefield. However, the parent company have yet to make a decision to go ahead with the project. A successful conclusion will see 40 new jobs and 143 safeguarded.

Ongoing contact was maintained with previously identified projects.

## **5.5 Successes**

There are no successes to report this quarter

RDO Yorkshire & Humberside Development Agency

QUARTERLY OUTPUT MEASURES

JULY TO SEPTEMBER 1998

	N America		Europe		Asia Pacific	
1 Number of Active projects of which:	Target	Actual	Target	Actual	Target	Actual
RDO instigated	12	21	9	12	15	10
IBB London instigated	12	13	6	15	10	16
IBB Overseas instigated	0	2	0	0	0	0
IBB Sub Total	12	15	6	15	10	16
<b>TOTAL</b>	<b>24</b>	<b>36</b>	<b>15</b>	<b>27</b>	<b>25</b>	<b>26</b>

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".

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

Note: See definitions in Annex 2.2

	1	0	1
Expenditure involved (£m)	n.a.	0	2.8
Jobs created	90	0	0
Jobs safeguarded	0	0	325

