SUBMISSION FROM KENNETH H STEWART CONSULAR ATTACHÉ TO MONGOLIA

1. Our main area of concern is whether Scottish Enterprise or their NGO Scottish Development International, are sufficiently switched on to the potential of overseas opportunity for Scotland, especially in new markets. We are also concerned that Scots entrepreneurs are curtailed from active participation and/or often excluded from UKTI missions. We were hopeful that a devolved Scotland would mean the Scottish Executive having a greater role to play in the selection and inclusion, within Trade Missions and that their Enterprise teams would quickly appraise themselves of global possibilities. As we have experienced, this is sadly not materialising - certainly not quick enough.

2. It is an underplayed, yet acknowledged phenomenon that the personable, Scots business executive has an innate ability to generally communicate better than his fellow British counterparts and the track record of disproportionate, positive Scots’ success while participating within UK Trade Missions, will amply verify this. It is an unquestionable fact, that the Scots are very well respected, much better received and welcomed, throughout the commercial and cultural global theatre. We have an obvious advantage in that our historic emphasis on education meant that although, over past centuries, the British Empire was run from London, the administrators and entrepreneurs, who were managing at the coal face, were well trained, knowledgeable and cosmopolitan Scots.

3. This should not be seen as self aggrandisement but as a rich asset and resource to nurture and develop.

4. From the Mongolian perspective, we sit on one of the largest untapped mineral resources in the world and as the Mongolian Scottish Consulate, we have been directly approached by regions within Mongolia, to introduce Scots companies to help them develop these assets. One would have thought that this was meat and drink for Scottish Enterprise to help us pursue and support. Unfortunately so far, either due to lack of commercial nous, global knowledge, foresight or manpower resources within the Scottish Executive, we have been met with inertia. In order to generate awareness of these opportunities, we have had to undertake our own initiatives to contact both companies and Universities to begin to grow this project. Unlike the indifference of Scottish Enterprise, we are now being met with keen interest and our commercial overtures are being warmly received.

5. We are most keen to initiate a Scottish Trade Mission to help rectify this and more importantly, to generate this Trade Mission, manned solely by Scots entrepreneurs. We are very aware that if this makes sense for Mongolia, then there are other massively exciting areas for similar Scots manned initiatives, to likewise flourish.

6. We are supported in our contentions by Dr Rabinder Buttar, Chief Executive and President of Clintec International Ltd. Dr Buttar was recently
made Scottish Businesswoman of the year and has considerable experience of Trade Missions. She likewise sees the success of Scots participants in Exhibitions and fully endorses our contentions. A jpeg letter of support from her is attached.

Kenneth H Stewart Dip Pol Gov
Consular Attaché to Mongolia
February 2010

Further to our previous correspondence by email I wanted to write to you to underline my support for Trade Missions led by Scotland’s established entrepreneurs, industry and government personnel.

I have noticed while attending Trade Missions myself for UKTI, the lack of Scots attending and can only see huge benefits for Scotland being represented at these events in the future. Scotland is a diverse country with so much to offer the rest of the world and can grow and learn from Trade with diverse cultures.

I am happy to support this in any way in which I can.

ClinTec International Ltd
Dr Rabinder Buttar
CEO & President
February 2010