

## Welcome - from the man on the Hill

The world economy has changed dramatically since our last newsletter. The global slowdown and national recessions, coupled with credit drying up in many areas (Traprain is struggling to avoid using the “crunch” phrase!) are clearly impacting on many businesses.

A first step in many companies is, to be honest, to stop using consultants. This is a sensible move where those consultants are not giving value for money when compared with in-house resources. However, Traprain continues to offer clients cost effective solutions to their day-to-day needs, without associated overhead. We continue to provide services to a range of clients around the world in many sectors (see page 3 for an overview of our recent training programmes). If you do not already use our services, why not talk to us to see if we can reduce your costs of doing business?



I hope you find this Newsletter useful – if you have any feedback, please do contact me.

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### STOP PRESS..... Keeping up with the News

Traprain is often asked to handle sensitive issues on behalf of clients, and recent assignments have included:

- Advising a client on how to handle contracting structures which were legal in their country, but potentially breached the sanctions regime of the country of a major supplier. The client is being assisted in seeking clearance from the foreign government concerned.
- Assisting in a claim relating to expropriation of assets by a foreign state.

All of this requires Traprain to be ready to deal with the practical impact of issues that are in the news, and to advise clients not just on contractual issues, but also the associated political risks.

### Foreign Currency Contracts

Recent turmoil in the foreign currency markets has generally benefited Traprain—and our clients.

The weakening of Sterling has meant Traprain's wide range of foreign clients have been able to purchase services at prices that have reduced by up to a quarter in real terms.

However, for those clients keen to avoid foreign currency risks altogether, Traprain is prepared to agree payment in foreign currencies, and have existing contracts in United States and Canadian Dollars.

If this might be of interest, please speak to your Traprain contact, or e mail [enquiries@traprain.com](mailto:enquiries@traprain.com) for more information



## New Fife offices at Dalgety Bay—see page 4

## Global Training Role Continues

Traprain continues to provide public and in-house training courses around the world, with a particular focus on the Middle East market.

Within this region, Traprain has delivered courses in Egypt, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, and United Arab Emirates. Traprain's trainers bring a specialist knowledge of this market, and the cultural differences that need to be considered when training in a foreign country. This has proved particularly beneficial, as public courses in the region now also attract personnel from West Africa, Central Asia, and beyond.

If you are engaging in multi-cultural negotiations, contract management, legal issues, or business expansion, talk to Traprain about the support we may be able to offer to give you that extra edge in a sometimes challenging marketplace.

The quality of Traprain's training has been recognised by the Institute of Leadership and Management (ILM) which has accredited one of the courses developed and delivered for partners Euromatech as leading to their Accredited Contracts Professional status.



## Dundee University Risk Management Course

Traprain has secured a contract from the Centre for Energy, Petroleum and Mineral Law and Policy at the University of Dundee to develop a public course on risk management in the oil and gas industry.

The course, which will be delivered in two 5-day modules, will cover areas of commercial, legal, financial and reputational risk, and not just the obvious (and important) risks associated with accidents, environmental pollution and other operational issues.

These will be public courses, probably delivered in Dundee, London or Edinburgh, in 2010 and are expected to be to Masters standard.



Risk management is always important, but will be increasingly vital in the current difficult economic market.

If this is a subject which is of interest to you, please let us know, and we can provide you with a course brochure for review, once this is finalised.



## Traprain Delivers Tailored In-House Training (see right)

### Advising on Company Structure Issues for SME's

Traprain has recently given advice to three very different companies on ways to get out of situations of varying difficulty.

Company A is an importer of specialist components, and has been created on a fairly informal basis by a group of business people. Traprain is helping them establish a proper structure to move forward, and remove some of the trading risks to which they were exposed.

Company B is in the field of property conversions and improvements. After disagreements emerged between the owners, it became clear the existing structure was no longer suitable. Traprain has been able to offer quick, practical advice to settle the immediate dispute, and allow this business to be closed down in a controlled way.

Company C had been formed following a scam, where Traprain's client, based in the Middle East, had been persuaded to part with a considerable sum of money to form a UK company. Not only was this company not what he needed, but the price exacted was grossly excessive. Traprain assisted in providing evidence of the overcharge to the authorities in the client's home country, leading to the prosecution of the other party, and then arranged for the UK company to be struck off to avoid any risk of fraudulent trading by the other party.

These cases demonstrate Traprain's willingness to work in all areas of business -and for all sizes of company, to assist clients resolve their real day-to-day business problems, and to deliver solutions that really work in practice.

We offer discounted rate terms to small businesses, offering world-class support at an affordable price.



### Tailored In-House Training Assignments

Working with partners Euromatech (based in Liverpool and Dubai), Traprain continues to secure in-house specialist training contracts in a difficult climate.

Recent successes have included work for Kuwait Petroleum, and also for SEHA, who develop and manage hospitals in Abu Dhabi.

The SEHA contract demonstrates how Traprain can work to develop a course which meets the particular needs of each client. SEHA had decided to move all their new construction contracts onto the FIDIC form, which is in common use on major civil engineering and construction projects around the world, but with which they were relatively unfamiliar.

Traprain had an existing course on these contracts, but this was effectively re-written to meet the specific requirements of the client.

A similar exercise is now taking place for Omani oil company PDO, where a course on claims management is being developed for delivery in Muscat later in the year.

Traprain has considerable experience in developing and delivering a wide range of courses for clients around the world, ranging from half-day updates to 5 or 10 day intensive training.

Why not see what Traprain can do to reduce your training budget with focused, in-house work designed specifically for you?

## Publishing Contract Support for Traprain Partner

Traprain Network partner, Baker Thompson Associates Ltd, recently used Traprain for advice on a publishing contract — the type of basic support that Traprain can offer to SMEs, whether they are part of our Network or not.

Heather Baker of Baker Thompson Associates is available through Traprain to provide companies with highly effective training and support for PAs, secretaries and other office staff, whose training and development is often overlooked within major organisations.

Heather has a wealth of high-level experience as a PA in major corporations, and fits the Traprain model of someone who has “been there, done that” at a senior level.

If you believe your PA or secretarial staff would benefit from training, or one-to-one support, let us know, and we will develop a package to meet your requirements.



## New Scottish Arbitration Law Moves Nearer— and a Further Consultation Process on Social Housing

The Arbitration (Scotland) Bill has now been introduced to the Scottish Parliament. This has all-party support, and is expected to come into law in 2009. Traprain was the only consultancy to be involved in the consultation process around the Bill.

Having submitted comments during the public consultation, we were then invited to join a Justice Department Focus Group, and were then invited back for one-to-one discussions. This level of involvement emphasises the fact that Traprain’s opinion remains well-regarded in relation to changes in law within Scotland.

Press coverage has been generally favourable, with the modernisation of the law being likely to lead to increased international arbitration business in Scotland—a business which Traprain is well-placed to support. Peter Foreman has recently been made a Member of the Chartered Institute of Arbitrators, and we have access to a range of other experienced arbitrators, mediators and adjudicators.

We are now involved in a consultation exercise on new ways of funding social housing in Scotland. This is an area where Traprain has direct expertise and, again, anticipates being one of only a few consultancies to engage in the process. Traprain has also been involved in Focus Group meetings with the Scottish Government on this important subject

## An Unusual Request

Traprain’s business is not all oil & gas and construction!

We have recently been approached by a Russian law firm to help them find a way through UK and EU rules on product labelling

The products are marmalade and confectionery, so a little out of our normal run of work, but we feel it could be very sweet!

## Fife Office Relocates

Following the decision of Scottish Enterprise to redevelop the building which accommodated Traprain’s Fife office, the claims administration office run by Fiona Adamson has moved along the coast to Dalgety Bay.

Traprain has taken space in the Liberty Business Centre’s Sybrig House, and we are looking to expand this operation during 2009.

If your company has personal injury claims from employees, Traprain can offer a cost effective management service to liaise with insurers, lawyers and other parties, freeing up your staff for more productive work.

Contact us to discuss in confidence.

The new address is:  
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