



SMMT INTERNATIONAL BULLETIN



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Business Opportunities

China EVS 25, Shenzhen - November 2010

News Courtesy of Automotive World & Just-auto.com

USA Mission: 10 – 15 October

August 2010 Issue

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EDITORIAL

Is China still a developing country....??

SMMT International were very pleased to lead the recent UK automotive delegation to China in mid June and to take part in a detailed Low Carbon Seminar programme in Shenzhen and the broader based programme for the Advanced Engineering Showcase CHINA event in Shanghai. In addition a 3rd part of the programme also looked at an exploratory project aimed at developing a potential 'Low Carbon Supply Chain' programme with a key Chinese region/province and leading Chinese companies.

Having not visited the market for over 12 months, I was amazed at the massive progress and changes that have taken place. It is easy to see why the Chinese market has overtaken the American market as the largest automotive market in the world. The investment being ploughed into the auto sector both from private funding and Govt. programmes was incredible...

On a more general street level, the main shopping malls are filled with high end premium designer brands like Gucci and Prada and outside in the main streets there seems to be no shortage of premium cars like Mercedes, Audi, Jaguar and also exotic brands like Ferrari and Porsche. Several cities were visited and this theme was apparent in all the leading cities visited.

As a contrast to this apparent wealth, SMMT were keen to tightly control their in-market costs and tried out some other forms of transport away from the normal air travel options which we normally use to get around the country. This experience would enable SMMT to establish if rail travel and coach travel between the major cities was a viable and cost effective option for future market visits.

The new high speed rail link (125 mph plus) between Shanghai and Hangzhou was the first trial and with the cost being less than 50% of air travel costs, it was found to be a superb alternative, not least because of the time saved as pre-departure check in time was not needed. Locating the train platform and the right carriage and seat location was much easier than envisaged and the air conditioned modern carriages were luxury compared to the seats in economy class on the Chinese airlines.

For the final leg of the journey from Guangzhou to Hong Kong the fast link coach service was trialled. Once again air conditioned luxury and superb customer service, made this journey an easy and cost competitive option when compared to the airlines.

With the fast improving infrastructure of the country and the modern efficient travel links, coupled to the massive investment occurring by almost all sectors of Chinese industry, plus the apparent high levels of disposable wealth, I came back from the visit seriously wondering why China is still regarded as a 'developing country' ??

One thing is however certain, China will be a powerhouse for the future global economy and for the automotive sector it still offers a very wide range of business opportunities, especially for low carbon technology and advanced engineering.

DIARY DATES FOR 2010

Customs & Tariffs Working Group will meet at 10.30 am on

Wednesday **8 September**
Wednesday **8 December**

Design Engineering Group will meet at 10.30 am

Tuesday **14 December**

International Business Group - will meet at 13.30 pm on

Tuesday **14 December**

Electric Vehicle Group will meet at 10.00 am on

Thursday **2 September**
Thursday **25 November**

GENERAL ROUND-UP

News Courtesy of Just-auto.com

Western Europe: Car sales in fell by 18.5% in July according to data released by JD Power automotive forecasting with a host of national markets recording big falls on last year.

China: Chongqing Changan Automobile said on Thursday its total sales for the first seven months of this year rose 40% year on year to 1.07m units.

China: The Chongqing Yinxiang Group and Beijing Automotive Industry Holding (BAIC) inked a strategic cooperation agreement on Wednesday, under which the two sides would invest CNY1.5bn to construct a new minivan base in southwest China's Chongqing municipality.

Russia: General Motors may be reviving plans to build cars in Russia as a partner of that country's second largest automaker, GAZ, local media reports said on Wednesday

China: The Volkswagen Group on Thursday said it would build a new vehicle production plant in Yizheng, in China's eastern Jiangsu Province, as part of its long-term growth strategy for the market. The plant will start operating in 2013 and have annual capacity of up to 300,000 vehicles.

China: The Chinese government will invest over CNY100bn (US\$14.8bn) to subsidise its fledgling environmentally friendly car industry over the next 10 years, the Shanghai Securities News reported on Wednesday.

China: Bob Grace, previously Jaguar Land Rover overseas operations director, has been appointed to the newly created position of president, Jaguar Land Rover China where he will oversee the company's rapidly expanding operations in China and focus on managing sales growth of the two brands.

India: Toyota Kirloskar Motor (TKM) is on schedule to open its second production facility in India on schedule in December 2010, executives on Wednesday (21 July 2010) confirmed to just-auto at the media launch of the diesel Corolla Altis sedan in New Delhi.

Brazil: Sales of cars and light trucks in Brazil surged 15.3% in July from June to a record for the month as dealers and automakers extended discounts to counter the end of tax breaks on the industry, industry group Fenabrave said.

Thailand: Thailand's auto sales are expected to soar 37% this year to 750,000 vehicles, helped by brisk economic growth, Toyota predicted on Tuesday.

Russia: Russian automaker AvtoVAZ' auto sales rose 28.4% on the year to 272,600 vehicles in January-July, the company said in a statement Tuesday.

Thailand: BMW is considering Thailand as a regional production base for electric vehicles, according to sources within the Thai government

Thailand: Toyota Motor Thailand is vying to become a global production base for passenger cars, as well as pickup trucks. Company president Kyoichi Tanada is lobbying strongly for the parent company in Japan to relocate production of key passenger cars for world markets and expects a decision to be made within a year.

Turkey: General Motors may be reviving plans to build cars in Russia as a partner of that country's second largest automaker, GAZ, local media reports said on Wednesday

Philippines: New vehicle sales in the Philippines increased by close to 52% to 15,189 units in June, compared with 10,007 units a year earlier, according to data released by the Chamber of Automotive Manufacturers of the Philippines Inc (CAMPI).

Emerging Market News Courtesy Automotive World

For more information contact www.automotiveworld.com

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Brazil: A total of 302,407 passenger cars, light vehicles, trucks and buses were sold in Brazil in July, up 6% compared with combined vehicle sales reported by the country's automotive industry in July 2009.

Brazil: Aisin Seiki and Toyota Boshoku have announced that they will be investing jointly in a new production facility in Sao Paulo, Brazil. The new facility will produce pressed products, such as seat components.

Brazil: Local newspaper O Estado de S. Paulo has carried a report which claims that Chinese vehicle manufacturer Chery Automobile will invest US\$700m to set up a facility in the Brazilian state of Sao Paulo.

Brazil: A total of 302,407 passenger cars, light vehicles, trucks and buses were sold in Brazil in July, up 6% compared with combined vehicle sales reported by the country's automotive industry in July 2009.

China: BMW expects its sales in China to reach 120,000 units in 2010, a year-on-year increase of around 33.3% compared with its sales in the country last year, which stood at approximately 90,000 units.

China: China's National Development and Reform Commission has granted approval to a joint venture between Dongfeng Motor Group Co and Yulon Motor Co Ltd.

China: A break-up of the three-way joint venture between Ford, Mazda and Chongqin Changan Automobile (Changan) has been approved by the Chinese government, according to Reuters

China: Jianghuai Automobile Co announced on 9 August that it has a partner with whom it plans to invest approximately Yuan 30bn (US\$4.4bn) for the production of clean-technology vehicles, reports Reuters

China: According to the China Automotive Technology and Research Center (CATRC), retail sales of locally-produced vehicles increased in July, by 17.2% compared with a year earlier

Czech Republic: Registrations of new passenger cars, light commercial vehicles, trucks and buses in the Czech Republic fell by 20.6% in July.

India/UK: According to a Bloomberg report, Jaguar Land Rover is working with Ford to secure increased supplies of engines after a larger-than-predicted jump in sales left it facing a shortage.

India: The board of directors of Indian utility vehicle manufacturer Mahindra & Mahindra has approved the company's plans to bid for troubled South Korean vehicle manufacturer Ssangyong Motor.

India: General Motors (GM) reportedly plans to source engines from Indian company Sonalika Group, for its Tavera minivan. This move is aimed at meeting new Bharat Stage IV (BS IV) emissions standards

India: Indian vehicle manufacturer and Mitsubishi's local partner Hindustan Motors (HM), which produces the Ambassador sedan, plans to give the model a makeover with new engines and a retro design

India: Hyundai Motor India (HMIL) is to increase production capacity at its two-plant manufacturing complex in Chennai by 12% to 670,000 units from its current level of 600,000 units.

India: New car sales in India rose to a record high of 158,764 units in July 2010, up 38% compared with the figure posted in the corresponding month a year earlier, of 115,084 units

India: The Tata Motors Group has reported consolidated revenue of Rs 270.56bn (US\$5.87bn) in the three months ended 30 June 2010, an increase of 64.2% from the Rs 164.73bn reported in the same quarter of the prior year.

India: VE Commercial Vehicles, the joint venture between the Volvo Group and Eicher Motors reported a rise in Eicher truck and bus sales of 47%, to 3,100 units in July.

Philippines: Combined new vehicle sales in the Philippines reached an all-time monthly high of 15,972 units in July 2010, translating into an increase of 37.7% compared with sales reported in July 2009.

Russia: Sales of new passenger cars and LCVs in Russia continued to improve in July, compared with the poor sales levels recorded in 2009. In July, the country's automotive industry reported.

Sri Lanka: Ashok Leyland has secured a US\$26m order from Sri Lanka's People's Leasing Company to supply 1,000 'Viking' buses. The order, which calls for a range of buses from 42 to 58 seats.

Vietnam: New car sales in Vietnam declined 13% year-on-year, to 9,439 units in July. This was the first year-on-year drop in sales experienced by the country's automotive industry in four months.

India: truck manufacturer Ashok Leyland has taken a 26% stake in UK bus manufacturer Optare plc.

India: Indian commercial vehicles manufacturer Ashok Leyland expects sales in the current fiscal year to rise by 40% year-on-year, up to 90,000 vehicles.

India: Ford has reported a four-fold increase in sales in July 2010, compared with figures posted for the same month a year earlier.

India: General Motors India says it has raised an Rs10bn (US\$216.62m) loan from a consortium of Indian banks. This will go towards funding, in part, a US\$250m investment aimed at launching five vehicles.

India: To meet growing demand, Suzuki's Indian subsidiary, Maruti Suzuki, has said it will accelerate its expansion programme.

China: BYD cuts 2010 sales target - According to a Bloomberg report, BYD has cut its annual sales target for 2010 by 25% as growth slows in the Chinese market. The company now expects to sell 600,000 vehicles this year

China: General Motors (GM) has confirmed that the Chevrolet Volt will be launched in China in the fourth quarter of 2011

China: Ford has announced it has formally completed the sale of Volvo Car Corporation and related assets to the Zhejiang Geely Holding Group Company Limited (Geely). Zhejiang Geely, privately-held parent of Chinese vehicle manufacturer Geely Automobile, has received approval from the National Development and Reform Commission (NDRC)

China: Over the next ten years, the Chinese government is to invest over Yuan 100bn, approximately US\$15bn, in subsidising the country's industry and infrastructure for environmentally friendly and alternative energy vehicles.

China: Vehicle manufacturer Great Wall Motor recently broke ground on an automotive components plant, located in its Tianjin production base

China: A new vehicle recall system is to be introduced in China, with a series of measures designed to prevent or punish manufacturers who fail to respond in the correct manner to defects and recall issues

China: Italian automotive design company Pininfarina S.p.A has signed three preliminary agreements in China and established a wholly-owned local subsidiary with a view to establishing a Product Development Centre

China: SAIC Motor Corp has denied plans to enter into a three-way joint venture in China with Volkswagen and its partner Suzuki, according to the Shanghai Daily

China: TRW Automotive has announced it will start production of Electric Power Steering (EPS) from its facilities in Anting, China in support of the company's expanding Asia Pacific customer base.

Indonesia: Akebono has announced that it has spent ¥500m (US\$5.9m) to purchase land adjacent to its existing facility in Jakarta, to build a new brake and brake pad plant.

Thailand: GM's president of South East Asia, Martin Apfel, has announced that the company plans to significantly increase its local sourcing of components and services in Thailand over the next three years.

Russia: AvtoVAZ will decide early in the week commencing 9 August on the name for its new low-cost car. The low-cost Lada 2190 will be based on the Lada Kalina, and will cost approximately Rubles 220,000

Russia: According to Reuters report Daimler will make a decision by the end of 2010 on which company it will choose as its local partner for LCV production in Russia

Russia: For the period January-July 2010, KamAZ has reported a 50% year-on-year increase in production. In July alone, the company built 4,176 units, the highest monthly production this year.

Forthcoming changes to HMRC - CHIEF customs declaration process

The Customs Handling of Import and Export Freight (CHIEF) system is an advanced customs declaration processing system operated by HM Revenue & Customs (HMRC), and is used to record electronically the UK's international trade movements by land, sea or air.

HMRC and Cap Gemini between them are now in the process of re-writing CHIEF.

Although the business functionality won't change there are some potentially serious technical changes planned.

It would be useful to know how many of our members currently have direct links to CHIEF i.e. without utilising one of the accepted 3rd party Customs software suppliers and whether they are aware of the proposed changes.

If you would like to respond to dcroxson@smmt.co.uk, the SMMT Customs & Tariff Working Group under the Chairmanship of Howard Levene of Delphi, who will be coordinating liaison with HMRC to ensure that industry requirements are understood and represented.

NOTE:

CHIEF helps you comply with **EC Customs Code 1992**, which lays down the rules and procedures for goods traded between the European Community (EC) and non-member countries. By using CHIEF, you can efficiently calculate the customs duties and charges that are payable for importing goods from outside the European Union. Detailed information about how the system works is available on the HMRC website. For further information on CHIEF visit:

http://customs.hmrc.gov.uk/channelsPortalWebApp/channelsPortalWebApp.portal?_nfpb=true&_pageLabel=pageImport_ShowContent&propertyType=document&featurearticle=true&id=HMCE_PROD_009988

SMMT Web site

SMMT introduced a new service for members to access the latest industry news. The service is provided by Newspress and offers up to the minute news covering the wider automotive sector. The service also enables SMMT members to issue press releases at a discounted rate. This newsfeed, which is currently housed within member services part of SMMT website (<http://www.smmt.co.uk/memberservices/newspress.cfm>) can be activated by using the same username and password to access the member's area of the SMMT website. If you need help with access, please contact Jamie Harris at jharris@smmt.co.uk.

New products and services for SMMT members now available on the web

To find out all the different services and latest developments please go to: <http://www.smmt.co.uk/memberservices>.

Independent Report - UK supply chain opportunities

SMMT launched a report which assesses the state of the UK supply chain and outlines the opportunities for UK-based suppliers.

The study, undertaken by research group AutoAnalysis in the final quarter of 2009, involved interviews with UK chief executives and senior purchasing managers with vehicle and component production sites including BMW, Ford, General Motors, Honda, Jaguar Land Rover, Nissan and Toyota.

Key highlights of the report:

- Around €8.4bn is spent by vehicle manufacturers within the UK.
- There is a genuine wish by vehicle manufacturers to source more components from UK-based suppliers.
- Opportunities exist for vehicles already being built and future models.
- Low carbon transportation presents a clear opportunity for UK suppliers.
- The report also details components which vehicle manufacturers would like to source from within the UK.

The launch of the Automotive, Supply Chain and Technology Councils represents a new strategic approach to developing and promoting UK-based manufacturing with collaboration from industry and government.

Please visit SMMT website (www.smmt.co.uk) to download a free copy of the report.

Ian Henry, director, AutoAnalysis and author of the report recently participated in an SMMT webinar to present the interim results. To hear the presentation and download the slides please visit SMMT website.

Car CO₂ Report

A Car CO₂ Report was launched in March. Average new car CO₂ emissions fell by their biggest ever margin in 2009, dropping 5.9% from the previous year as improved technology and the Scrappage Incentive Scheme impacted the market. The publication of this report provides a full analysis of these figures, demonstrating the sector's transparency in meeting the low carbon challenge.

If you would like a copy of the report please send an email to Jonathan Hawkings at jhawkings@smmt.co.uk.

Cenex

Cenex next event is about LCV2010 on 15/16 September at Millbrook Proving Ground, for further details please contact Lynda Grice on 01509 635 762.

A DVD for GVC2010 is now available via the following link:
<http://www.cenex.co.uk/events/green-vehicle-congress>

Doing Business in Asia Events

A series of UK Trade & Investment (UKTI) events will take place around the UK in November and February 2011.

UKTI invite you to attend and learn from experienced business leaders and overseas trade experts from both the private and public sector, and benefit from their 'on the ground' first hand experience and knowledge. Designed for businesses who have an interest in, or already have some experience of, Asian markets and want to develop.

Each event will provide you with the opportunity to meet face-to-face with British Ambassadors, High Commissioners and other senior representatives from Asian markets, choose from a range of sessions, including interactive Q&A market clinics, practical support sessions and networking opportunities, all focused to help you learn about key opportunities and the current economic and political climate in Asian markets.

What you will learn

- Latest on-the-ground briefings on the business and political climate from the British Ambassadors, High Commissioners and Senior Representatives in 11 Asian markets.
- Case studies and practical advice from UK companies succeeding in Asia today.
- Develop contacts, network and learn about the support available from UKTI's experts and partners.

Markets Covered:

China Hong Kong Taiwan Singapore Philippines India Japan
Indonesia Thailand Vietnam South Korea

There is a special rate for SMMT contacts who wish to participate. This discounted rate is £50 plus VAT as opposed to the normal £75 plus VAT. To obtain it, please enter the promotional code `atoatf10` in the application when prompted to do so.
At www.businessinasia.co.uk/eshot2.

Latest WTO notifications by BIS

Republic Of Korea

G/TBT/N/KOR/286

6 August 2010

The following amendments will be made to the KMVSS:

1. ESC (Electronic Stability Control System) shall be installed to passenger vehicles and vehicles of GVW 4.5 tons or less. The change is expected to take effect on 1 January 2012 for new models and 30 June 2014 for existing models;
 2. TPMS (Tire Pressure Monitoring System) shall be installed to passenger vehicles and vehicles of GVW 3.5 tons or less. The change is expected to take effect on 1 January 2012 for new models and 30 June 2014 for existing models;
 3. AFLS (Adaptive Front Lighting System) with various beam patterns and LED light sources for headlamps, reverse lamp and daytime running lamp may be applied. The change is expected to take effect on the date of promulgation;
 4. DRL (Daytime Running Lamps) may be applied to motor vehicles and motor cycles. The change is expected to take effect on the date of promulgation;
 5. Brake system will be harmonized with ECE Regulation No. 13. The change is expected to take effect on the date of promulgation;
 6. Side direction indicator will be harmonized with ECE Regulation No. 6. The change is expected to take effect 24 months after the date of promulgation;
- Electromagnetic compatibility and indirection vision (rear-view mirrors) will be harmonized with ECE Regulations No. 10 and 46. The change is expected to take effect on 1 January 2012 for new models and 31 December 2013 for existing models.

Czech Republic

G/TBT/N/CZE/140

6 August 2010

This measure of a general nature stipulates metrological and technological requirements for specified measuring devices, including test methods for verifying specified measuring devices, which in this case are high speed weigh-in-motion scales for road vehicles.

Singapore

G/TBT/N/SGP/8

23 July 2010

Revision of standards for exhaust noise emission for new motor vehicles imported into Singapore. From 1 October 2010 onwards, all new motor vehicles imported into Singapore must comply with the exhaust noise emission standards specified below. These revised standards are based on those currently implemented in Japan and the EU, i.e. Directive 97/24/EC of the European Parliament and of the Council of 17 June 1997 on certain components and characteristics of two or three-wheel motor vehicles; EC Council Directive 70/157/EEC of 6 February 1970 as last amended by Directive 92/97/EEC and Commission Directive 96/20/EC of 27 March 1996; and Articles 30 and 65 of the Safety Regulations for Road Vehicles as amended by the Ministry of Transport Ordinance No. 5 Of 21 February 2000 and No. 66 of 20 December 1996 respectively of Japan.

Class of vehicle: Noise level measured at 0.5 metre from open end of exhaust pipe of vehicle, Decibels (A)

- a. Motor cycle (with or without a side car), scooter or trivan: 94;
- b. Motor car, taxi or station wagon (whether for passengers only or for goods and passengers): 96, 100 (engine at rear end);
- c. Goods vehicle or bus with gross vehicle weight not exceeding 3.5 tonnes: 97;
- d. Goods vehicle or bus with gross vehicle weight exceeding 3.5 tonnes: 99.

Republic Of Korea

G/TBT/N/KOR/284

5 August 2010

This draft safety quality labelling criteria on warning devices proposes to improve the safety criteria as follows: The recommendation requirements such as equipments and configuration, shape and dimensions, heat test, water test, dust test, stability test will be mandatory; The colour test of the orange fluorescent materials on the warning device will be added

Georgia

G/TBT/N/GEO/36

2 August 2010

The present document determines requirements towards technical maintenance characteristics of a individually designed (hand-made) vehicle, its parts and devices and the procedure for assessing the compliance of the handmade vehicle with the requirements of the present regulation.

USA

G/TBT/N/USA/559

16 July 2010

This document requests public comments on a petition for rulemaking submitted by Public Citizen and Advocates for Highway and Auto Safety, to amend the Federal motor vehicle safety standard on occupant crash protection to require automobile manufacturers to install seat belt reminder systems for rear designated seating positions in light passenger vehicles. The document discusses the agency's research and findings as well as our knowledge of the different types of rear seat belt reminder systems. In general, we are encouraged by new methods to increase seat belt use. NHTSA requests comments and information to assist the agency in determining whether to grant or deny the petition.

Japan

G/TBT/N/JPN/337

7 July 2010

Amendments to the relevant regulations concerning direction indicators, front and rear position side lamps, stop-lamps and end-outline marker lamps, steering mechanism, front fog lamps, headlamp cleaners, installation of lights, gas-discharge headlamps, headlamps, adaptive front-lighting systems, etc. in order to harmonize them with UNECE Regulations Nos. 6, 7, 12, 19, 45, 48, 98, 112, 123, etc. based on the "1958 Agreement".

MARKET REVIEW

BRAZIL

SMMT Brazil Report

SMMT's new report on the Brazilian automotive market has now been published. It is available in electronic form to all interested parties. Additionally, SMMT members can obtain a printed copy at no extra cost.

Based upon a series of in-market interviews with the leading vehicle manufacturers, component suppliers and other key players, and backed up by extensive desk research, the 60-page report offers an up-to-date and realistic assessment of the opportunities available in Brazil's rapidly expanding auto industry.

As well as individual chapters on the light vehicle, commercial vehicle and component sectors, the report also contains assessments of the political and economic climate in Brazil,

international relations and investment, and logistics, customs regulation and infrastructure issues.

A separate appendix offers some valuable tips on doing business on doing business in Brazil. To obtain your copy of this report, please contact Pat Shaw – tel 020 7344 9260, email pshaw@smmt.co.uk.

[Note: the Brazil report follows on from last year's publication on the Mexican market. If funding permits, SMMT intend to undertake a similar study in Argentina later this year – thus completing our assessment of the three key automotive markets in Central and South America.]

For more details on the report, or on the Brazilian auto sector in general, please contact Pat Shaw on 020 7344 9260, email pshaw@smmt.co.uk.

Brazilian VM's and tier 1 component suppliers, one-to-one meetings: mid-September

Plans are currently being developed to bring a select group of Brazilian vehicle manufacturers and tier 1 component suppliers to the UK in mid-September. As well as attending the National Low Carbon event at Millbrook, the Brazilian delegates would be available for a series of one-to-one business meetings in London. If you would be interested in taking part in the meetings, please contact Pat Shaw on pshaw@smmt.co.uk. Note: the project will only proceed if there is sufficient interest from UK companies.

CHINA

Low Carbon Partnership Development & Shanghai Expo – June 2010

Following the successful work conducted in 2008/9, SMMT have now completed a detailed study of the Chinese Low Carbon market to identify the key areas of development and to establish potential areas of collaboration for UK companies.

The report highlights the focus by the Chinese VM's on the rapid development of EV and HEV vehicles and their desire to find overseas partners to help them introduce this new technology into full scale production for the future.

To match this requirement to UK expertise, SMMT were please to lead a UK automotive delegation to Shenzhen in mid June, with the delegation being headed by our own CEO, Paul Everitt who wanted to gain firsthand experience on the growing Chinese market.

The Shenzhen visit which covered 2 full days, started with a one day seminar programme which showcased UK 'Low Carbon Automotive Technology' to a wide range of Chinese vehicle and supply chain companies located in Southern China. This was followed in the afternoon by a one2one meeting programme, which further developed the theme of the morning seminars and enabled the UK delegation to develop potential business opportunities.

Detailed below are just some of the general opportunities and requests from Chinese companies that arose from the one2one session and the general requests for UK assistance.

Business Opportunity – Hybrid Bus Technology

A leading Chinese bus manufacturer based in Luoyang, Sothern China is looking to locate a UK technology provider to work with them in the development of a new project to develop buses for Hong Kong.

Business Opportunity – Electric control systems for EV's & HEV's

A major electrical component supplier to VW, Nissan, Ford, Dongfeng and SAIC has secured investment funding to diversify into electrical control systems for EV's and HEV's and is looking for a UK technology partner to develop and manufacture the above systems.

Business Opportunity – Battery & controller technology

A small HK based manufacturer with manufacturing facilities in China, who currently concentrates on export orders for the USA is now looking to diversify and concentrate on the Chinese mainland.

This company currently manufactures battery controller systems for lead acid batteries and is seeking new technology to develop the contract they have obtained to provide hybrid buses for the Asian Games project in Guangdong.

For further details on these opportunities, please contact Les Parfitt on Tel. 020 7344 9233 or email lparfitt@smmt.co.uk.

Shenzhen – Development of EV's in China

Following on from the opening seminar on day 1, the group then took the opportunity to examine first-hand, the plans being put in place to develop EV's in the Shenzhen region.

Local regional government plans for Shenzhen, which is one of China's 13 sustainable cities, are now well advanced and the delegation were able to see the rapid progress that is being made for the introduction of EV and HEV vehicles.

The first visit was to a brand new EV charging station which had recently been built and commissioned by the Guangdong Power company, 'China Southern Power Grid' and was built and commissioned in just 37 days after gaining planning approval. This charging station was well laid out with a wide array of charge points for both standard and fast charging, plus a consumer model which was based on a normal European model filling station, with rest areas and work areas available to use whilst the vehicle is being recharged. Detailed general discussions were held with this organization and revealed similar problems to the UK and Europe surrounding the lack of clarity on details relating to national standards for both charging points design/operation and charging equipment.

Whilst the project is only a pilot project the station is fully operational and in use daily using vehicles currently manufactured by BYD. Larger scale trials are anticipated for the future, with a roll out programme across the Guangdong province in the future.



Following the power station visit, the group visited the automotive manufacturer BYD, one of China's fastest rising stars for EV and HEV vehicles. Very few Western companies have been able to gain access to the BYD facility so the UK delegation was very privileged to be able to visit the main BYD HQ and also to have the opportunity to drive their latest EV (e6) and HEV vehicles (f3DM & f6DM), plus talk directly with them about their development plans for the future and the potential for ongoing collaboration.



BYD e6 (EV)



UK delegation viewing the BYD electric taxi fleet

The UK delegation was very pleased with the warm welcome that was extended by BYD and the open approach which enabled the group to view BYD's own EV charging station which has been developed to showcase and trail the local Shenzhen taxi fleet (shown above).

An added bonus was the opportunity to see some of the future plans by BYD on 'sustainable housing projects' where new concepts were demonstrated that utilised the latest BYD technology for wind turbines, solar panels, EV garage charging points and waste water recycling.

Following the fascinating experience in Shenzhen, which provided some direct hands on experience of how fast the Chinese EV/HEV market is moving, the group then moved onto Shanghai to take part in the UKTI China Showcase on Advanced Engineering, where the group linked in with a wide range of other delegations incorporating aerospace, advanced manufacturing and advanced materials.

This very high profile event was well attended by a wide range of industry, government and academic representatives, all keen to understand what the UK had to offer in the field of advanced engineering. Following the opening keynote presentations from senior UK and Chinese officials, detailed breakout technical seminars followed which were focused on core technology items surrounding the various industries that were taking part, with the automotive sessions being chaired and hosted by SMMT's CEO, Paul Everitt and highlighting UK's experience in EV and HEV vehicles and technology.

Following lunch, the focus then switched to one2one meetings at the display booths that were incorporated into the main hall display, thus enabling the Chinese companies to talk directly to the attending UK delegates and gain a first-hand understanding of the key strengths that exists throughout the UK advanced engineering industry. Details of general business enquiries are listed below.

After a hard week of intensive meetings and visits, the UK delegates were pleased to pull together all the contact information they had collected and return to their respective companies and to plan out their next steps to move these contacts forward in order to develop potential new business for UK Plc.

For SMMT International the visit continued into the 2nd week with a series of flying visits across the Zhejiang and Guangdong provinces in order to formulate the development of a new project which will concentrate on a 'supplier chain development' programme between the UK and China. Further details will be issued shortly.

Business Opportunities from UK China Showcase – Advanced Engineering

Business Opportunity – Low cost sourcing and back office services

A leading Chinese consultancy is looking to offer UK companies looking to source product from China, a match making service to link them directly with Chinese manufacturers.

Business Opportunity – Electric motors and control systems (15-150 Kw)

A leading Chinese company with existing business to SAIC, Dongfeng, ChangAn and FAW is looking to locate a UK technology partner for future collaborative projects and business development.

Business Opportunity – Alloy wheel manufacture and LC technology products

A major Chinese wheel manufacturer is looking to locate a UK partner company for business development into the European market. In addition this 'cash rich' company is looking to diversify and would like to talk to UK low carbon companies looking to expand into the Chinese market for technology and production collaboration.

For further details on these opportunities, please contact Les Parfitt on Tel. 020 7344 9233 or email lparfitt@smmt.co.uk.

EVS 25 – World battery, hybrid and fuel cell EV symposium and exhibition 5 – 9 November, 2010: Shenzhen, CHINA

The Electric Vehicle Symposium (EVS) is recognized as the global electric transportation industry's premier and largest forum, showcasing all forms of technologies in the market place and on the drawing boards--from low speed battery electric vehicles to fuel cell electric buses. The event attracts academic, government and industry leaders from around the world who are interested in exploring and understanding the technical, policy and market challenges to a paradigm shift toward use of electric transportation technologies.

SMMT have secured UKTI funding exhibitor grants for SME's of £1400 to allow a small group of UK companies to exhibit and present at this premier event. This will enable attending companies to maximise the potential for networking with Chinese and global EV/HEV companies/academia.

Exhibition space at this premier event has now been secured at a discounted cost and is being allocated on a 'first come, first served basis' to interested companies.

With China advancing very rapidly with the introduction of 'new energy' technology, this event will offer UK companies a unique opportunity to meet up with the key Chinese players who are looking for overseas technology partners and component suppliers of key advanced products across all areas of future low carbon technology.

For further details and to secure your booking for the limited number of spaces available, please contact Les Parfitt on email lparfitt@smtt.co.uk.

GERMANY

Brokerage event at the exhibition ground Messe Frankfurt

The Enterprise Europe Network organises an international brokerage event at the exhibition ground Messe Frankfurt together with two German Clusters: Automotive Cluster RheinMainNeckar and Mobility Cluster MoWIN.net. The event addresses companies from the automotive industry, willing to find cross-border co-operation partners: distributors, subcontractors, licensees, technological partners, service providers or others. The event is also a platform for exchange on current developments, technologies and innovation in different countries.

The target group are companies from the fields: engineering, automotive parts, components, systems and modules, automotive IT, accessories and tuning, car repair and maintaining, as well as other production and service.

Interested companies may register with short profile online at www.b2match.com/automechanika until 29 August 2010. Afterwards participants make their choices on partners for business and technology meetings out of all registered companies. All requests made will be used to match companies. In this way every participant receives their individual schedules a few days before the event, so they can prepare their talks in an optimum way. On 15 September up to 10 pre-arranged meetings can take place.

The participation fee of 150 EUR plus VAT per company (max. 2 participants) includes: online publishing of the company profile, organising and pre-scheduling the business and technology talks, fair entry, catering during the event and evening reception. Participants are further invited to the International Business Breakfast on 16 September.

For more information please contact Ruta Aisthorpe on Tel: +44(0)20 7344 9231 or raisthorpe@smtt.co.uk

Business Opportunity: Cabin Filters

AIRMATIC FILTERBAU –Münster, Germany

The company is looking for customers and/or distributors in the UK for cabin filters.

Airmatic has the largest range in Europe of all types of cabin filters, particle and carbon filters for all cars incl. all Korean and Japanese, trucks, buses and tractors.

Manufactured in Germany, existing European customers are major groups of wholesalers and garages as well as most of famous filter producers.

The company will supply in your own package, in white boxes, in plastic covers, with your labels, whatever is required including your own brand.

The company exports already to most European markets, but not yet to the UK due to lack of contacts.

Please visit their website: www.airmatic-filterbau

Direct Contact: Peter Drück, AREAM ANAGEMENT FOR AIRMATIC FILTERBAIU

Tel: +49 172 7335262 or email drueck.dobardan@t-online.de

HUNGARY

Hungarian Opportunities

A Hungarian SME is looking for technologies for manufacturing cell stacks for the proton exchange membrane (PEM) fuel cell. The technology should be suitable for production. The company will apply the technology and it will also purchase all the components necessary for producing the whole product (fuel cell) and launching it to the market. Collaboration sought: license agreement, technical cooperation, manufacturing agreement, commercial agreement with technical assistance, financial resources. (10 HU 50S2 3G7U)

Hungarian medium-sized company would undertake manufacturing of parts of metal mirror, lenses, prisms. The company would like to focus on production of special components. There is a well-equipped factory with turn-bench of hard materials, measure laboratory and a well qualified staff. Partners can be high technology companies, universities, D+R institutions by transferring attempt and series production. The sought parts are under development, ready for demonstration or ready for market. (10 HU 50R7 3GK3)

A Hungarian company specialised in assembling of different objects is looking for partners for cooperation or is ready to undertake wage work. Profile ID 20100419023

A Hungarian SME developed an environmentally friendly metal recovery technology for surface treatment processes using electroplating. It enables the economical recovery of metal waste produced during metal plating processes and its recycling into the electroplating process, reducing metal loss to 1-2%.

The return-oninvestment time is 3-4 years. The method can be useful for companies offering electroplating. The company is interested in licence or commercial agreement with technical assistance. (09 HU 50S5 3EO9)

A Hungarian medium size company specializing in weed-control on railroads has developed a computer-operated solution for chemical weed control on railroads based upon its several years of experience in this field. The technology can be combined with area-selective, species-specific technologies to save on the amount of chemical agents. The company is interested in license agreement, or establishing a joint venture. (09 HU 50S5 3E64)

A small Hungarian company is developing an internal combustion engine where the four steps (intake, compression, combustion-expansion, and exhaust) take place four times. Main advantages: it can operate with fossil and alternative fuel and has a high efficiency. This technology is good for motor and automotive industry. The company is looking for technical collaboration to help finalise the engine and make it ready for industrial production. (09 HU 50R7 3D35)

For more information please contact Ruta Aisthorpe on 02073449231 or raisthorpe@smmt.co.uk

INDIA

Symposium for International Automotive Technology (SIAT 2011) 19 – 22 January 2011

The Symposium on International Automotive Technology (SIAT) is a benchmark event organized by ARAI biennially. SIAT serves as an important forum for presenting the achievements and innovative strengths of the global automotive industry.

The forthcoming 12th edition of Symposium on International Automotive Technology 2011 (SIAT 2011) is scheduled at ARAI, Pune (India) from 19 to 22 January 2011. SIAT 2011 will focus key areas like Safety, Alternate Fuels, Future Engine Technologies, Emissions, NVH, Automotive Electronics, Structural Evaluation, Vehicle Engineering and Materials.

SIAT brings automotive experts from across the globe together on a common platform to share their thoughts and innovative ideas concerning recent developments in the automotive technology. Overseas experts will get a chance to interact with the counterparts from the Indian automotive OEM and Component Industry and share ideas and explore business opportunities.

SIAT EXPO 2011 will also be conducted concurrently, offering auto and allied companies to display their products / technologies. In SIAT EXPO 160 stalls will be available to prospective national and international exhibitors. Tentative layout of the stalls is presented in this announcement.

SMMT is pleased to announce that 5 stalls have been reserved in a key location at SIAT 2011 and the layout and theme of the stalls will build on the highly successful format used at AutoExpo 2010 and which generated over £2M of new business for the UK automotive sector.

This keynote event was opened by Lord Mandelson in 2009 and this attracted massive media interest in the UK delegation and their products and services.

If you are interested in either attending the event, presenting a paper or wish to take exhibition space at the event and highlight your products/services to the attending Indian OEM's and their supply chain, then please register your interest through Les Parfitt on email lparfitt@smtt.co.uk or telephone on 020 7344 9233. Spaces will be allocated on a 'first come, first served' basis and a limited number of Govt. support grants are available for companies taking part.

In-market Assistance

In order to provide SMMT International with direct on the ground assistance for the many enquiries it receives from UK automotive companies looking to develop business in India, SMMT have decided to widen out the range of support services offered to complement the UKTI introductory service called OMIS and have teamed up with a company called TMG Advisory. This specialist investment bank and consultancy service is able to handle a wide range of requests for ongoing market assistance, which can be as simple as sourcing product from India through to accessing specialist legal and investment advice services.

For further information on this in-market resource and assistance, please contact Les Parfitt on tel. 020 7344 9233 or email lparfitt@smtt.co.uk.

Free Trade Agreements – EU/India

Free trade Agreements (FTAs) provide real opportunities for UK businesses, including increased demand for UK goods, and greater access to emerging markets. Now is your chance to influence their outcome.

The European Commission is currently negotiating a Free Trade Agreement between the EU and India.

The FTA will tackle areas relevant to most UK exporters - tariffs on industrial goods, market access in services, access to procurement contracts, a wide range of non-tariff barriers, intellectual property rights etc..

The Trade policy unit of BIS is convening a consultation on the current state of the negotiations, potential opportunities that will arise for the sector and to seek priorities for this, and other Free Trade Agreements.

Negotiations are at a critical stage and could move very quickly with political commitments to conclude by the end of the year.

The agenda for the meeting included:

- A discussion on the India Free Trade Agreement:
 - Brief summary of state of play
 - Discussion on business priorities
- Discussion on other Free Trade Agreements including ASEAN (Singapore and Vietnam) and Mercosur (Argentina, Brazil, Paraguay and Uruguay)
- Opportunity to discuss the future direction of trade policy and how the Trade Policy Unit consults with business in the future.

The discussion were held on 22 July in the Department of Business, Innovation and Skills, 1 Victoria Street, London.

If you have any questions now or in the future, your first port of call should be:

- Free Trade Agreements Sim Dhensa, 020 7215 3474, sim.dhensa@bis.gsi.gov.uk
- Any other queries: Michael Skwarek, 020 7215 6926, michael.skwarek@bis.gsi.gov.uk

The Trade Policy Unit welcomes your views on what this FTA could do for your business, and how we can put the case in Brussels. The British High Commission in India also welcomes your comments, and can advise further on doing business in your sector in India. Finally, we recommend that you work with your contacts in Indian business to lobby jointly for this ambitious agreement's swift conclusion.

India Automotive Regulatory Body being set up

A specialised body for regulating the auto industry will soon be set up for sustainable growth of the sector, union Minister for Heavy Industries and Public Enterprise Vilasrao Deshmukh has said.

"It will act as a catalyst for sustainable growth of the Indian automobile industry," Deshmukh said at the golden jubilee celebrations of the Automotive Component Manufacturers Association of India (ACMA).

Talking to mediapersons on the sidelines of the event, Deshmukh said the new body would be set up within the next few months. "I can't tell you the exact timing. But it will be soon. Hopefully within a few months."

The regulatory body will be called the National Automotive Authority.

Deshmukh pointed out that the Indian automobile industry is the second fastest growing auto industry in the world. "Government will take all necessary steps to ensure sustainable growth of the industry," he added.

Addressing the 50th anniversary celebration of ACMA, former Indian president A P J Abdul Kalam lauded the resilience of the Indian automobile industry.

"Auto industry is one of the most important drivers of India's economic growth. It has shown great resilience during the recent global economic crisis," Kalam said.

He said the size of India's auto industry would soon cross \$100 billion. Currently, the size of Indian auto industry is around \$90 billion. News item from automotiveworld.com

ITALY

Automotive Visit to Italy 2010 11- 13 October

Business Development Visit to Modena -11-13 October 2010 Modena, Italy

A great introductory business trip to Modena, Italy. The MIAs 3rd Annual visit to Modena combines new business opportunities with insightful tours, meetings with Italian motorsport business legends and visit to Italy's only motorsport trade show- Motorsport_ ExpoTech.

Automotive Business Development Visit to Modena, Italy proposing the opportunity to develop and explore Italian business opportunities.

2010 package includes;

- Two days of team/factory visits to companies including; CRP Technology, Dallara, Pagani, Oral Engineering, Lamborghini, Ferrari, CIMA and Ducati
- Local transport within Italy
- Three nights accommodation in central Modena (worth £300) courtesy of ModenaFiere srl
- Visit to Motorsport ExpoTech Exhibition www.motorsportexpotech.it
- Full use of MIA Business Lounge

For more info please visit http://www.the-mia.com/events_diary.

MEXICO

Nissan to spend \$600 million on Mexico plant upgrade

Nissan Motor Co. announced that it will spend £600 million to upgrade its plants in Mexico and start making three new lo-cots cars there, positioning Mexico as its supply hub for the Americas market.

The carmaker plans to start assembly of its Micra subcompact by early next year, then add a sedan and a multipurposes vehicle to the lineup by 2013. Source: Automotive News Europe

RUSSIA

Russian Opportunities

Russian company, engaged in elaboration of innovative production for cars, focusing on economy of fuel, dynamic tuning, and emission control, is looking for trade intermediary services and joint venture creation. The Russian company specialized in the manufacture and sale of airboats, propeller sleighs and light trailers for the transport of boats, cutters, snowmobiles and universal trailers for transporting various household goods is interested in promoting their products.

Russian company, active in design and production of different systems for automobile fuel system improvement, is searching for trade intermediaries and also companies – producers of spare parts for fuel systems.

Russian company, specializing in development and manufacture of products based on graphite, metal and silicon carbide, is looking for consumers.

Russian company specialised in producing new equipment prototypes and experimental units having its own scientific and design company, is interested in franchise, joint venture, merger or exchange of shares, reciprocal production.

For more information please contact Ruta Aisthorpe on Tel: +44(0)20 7344 9231 or raisthorpe@smmt.co.uk.

Russia: Practical Solutions - 25 November 2010, Birmingham.

Supported by SMMT International as part of our continuing focus on the market in Russia this one-day event, organised by Albion Overseas, is an opportunity for companies working with Russia, or interested in opportunities there, to hear the latest developments, make new contacts, swap experiences with others doing similar things, and develop business opportunities with other companies and service providers.

The format of the conference will include morning presentations and question/answer session, followed by an extended buffet networking lunch, and then simultaneous round table sessions each hosted by a specialist service provider, on law, tax, freight, distributors, payment, intellectual property, certification, travel, etc. The morning portion will be hosted by the BBC's award-winning correspondent, Bridget Kendall. Following a buffet lunch, a series of round tables will be run concurrently, each representing a different sector or discipline (e.g. trading, certification, travel, legal issues).

Venue: Wragge & Co LLP, Banking Hall, 55 Colmore Row Birmingham B3 2AS

To book your please please contact : Jill Greenhalgh, Albion (Overseas) Ltd,

Tel: 01732 769003, Email: jill@albionoverseas.com

You can also register online at: www.albionoverseas.com

Conference fee: £95 + VAT

News

The Russian government is looking to achieve a five-fold rise in vehicle production in the country by 2020 to 3.7 million units, reports the *ITAR-TASS World Service* news agency. The aims were published by the Ministry of Industry and Trade in its "Strategy of the Russian Car-Making Industry in the Period up to 2020". The strategy expects the annual production of 3.15 million cars, 280,000 light commercial vehicles (LCV), 280,000 trucks, and 35,000 buses by this point.

This in turn would support the share of Russian-produced vehicles sold on the domestic market rising to 80% for passenger cars, 65% for light commercial vehicles (LCVs), 91% for trucks, and 99% for buses in value terms it added. The government also expected that it would require the investment of 584.1 billion roubles (US\$19.7 billion), with the government's input dependent on requests from automakers and the support of foreign investors and credit organisations.

In 2009, during what was a difficult year for automakers with bases in the country, vehicle production fell to around 710,000 units from an all-time high of almost 1.8 million units the previous year.

The report would see a doubling of this level, largely driven by the hopes of the expected sales benefits from within the country by this point.

Despite the low levels of sales activity recently, this has not put off further investments in the country, with Renault looking to boost AvtoVAZ with new models based upon its engineering, while Fiat has joined forces with Sollers so as to position itself strongly in the market when a bounce back takes hold fully.

However, at present, IHS Global Insight anticipates production to be around 1 million units less than this at 2.7 million units, and still relying on at least a quarter of vehicles sold coming from abroad. Source IHS Global Insight

SINGAPORE

If you are looking for a place to do business overseas the World Bank rates Singapore as being first in their assessment of 183 trading nations around the world – ahead of New Zealand, Hong Kong, USA and even UK which now ranks 5th overall for being a place to do business.

World rankings for Singapore:

Ease of doing Business 1st

Starting a business 4th

Dealing with construction permits 2nd

Employing workers 1st

Registering Property 16th

Getting Credit 4th

Protecting Investors 2nd

Paying Taxes 5th

Trading across borders 1st

Enforcing contracts 13th

Closing a business 2nd

THAILAND

Open invitation to meet the 'Thailand Experts' - September

The Thailand Board of Investment will be visiting the UK from 13th-17th September 2010. The representatives from the Thailand Board of Investment who will be visiting the UK will be the Secretary General and the European Director and they will be available to meet with UK companies involved in the automotive sector to discuss the trade and investment opportunities that Thailand presents in the following areas:

- **Natural Gas Vehicle (NGV) Initiatives**
The Ministry of Energy is supporting fuel efficient transportation via alternative energy Solutions.
- **Eco-Car Programme**
The Thai Government is promoting the production of eco-car or fuel-efficient cars through generous investment and tax incentives such as 8 year corporate income tax holiday and duty free importation of machinery.
- **E-85 Vehicles**
Another alternative fuel initiative is the promotion of the production of E-85 (using 85% ethanol) vehicles.
- **New Technology Vehicles**
The Thai Government is keen to work with companies that are involved in fuel efficient technology such as hybrid and brake energy regeneration. So far Toyota is the only vehicle manufacturer to produce cars with higher energy saving technology in Thailand i.e. Camry Hybrid.
- **Automotive Electronics**
Thailand imports the majority of its automotive electronics used in car production which presents significant opportunities to UK suppliers.
- **Auto Parts Industry**
There are over 2000 automotive parts suppliers in Thailand, around 700 of them are OEMs. There are potential business opportunities for UK suppliers of machinery, machine tools and other materials in the markets.

If you would like to meet up with Thailand BOI at the SMMT or at your own premises then please email Les Parfitt on lparfitt@smmt.co.uk to book a meeting slot.

USA

Catch The New Energy Wave In The USA

In 2010, SMMT's International Team will be strongly supporting UK-based companies who wish to exploit the opportunities offered by the adoption of new-energy and low-carbon technologies by the global automotive industry. To open routes into the crucial American market, SMMT are organising a business group visit, targeted at key "hot-spots" for alternative-energy vehicle development, production and sales.

18 – 22 October

The visit will cover the **automotive heartland of Michigan and Indiana**, where substantial sums of federal and state money are now being invested to support the growth of new-energy vehicle development and manufacturing. Timed to coincide with the Center for Automotive Research "*Business of Plugging In Conference*", the visit programme will also feature a seminar showcasing UK alternative-energy expertise, and a series of site visits to targeted companies.

The visit will be extensively advertised and be fully supported by experienced SMMT staff and their carefully selected local partners to ensure that UK group members gain maximum commercial benefit from their participation.

Delegates will be responsible for covering their own transport and accommodation costs. There will be a SMMT administration fee of £150 (+ VAT).

Places will be strictly limited. To register your interest, or to receive further details, please contact Pat Shaw on 020 7344 9260, email pshaw@smmt.co.uk.



INTERNATIONAL BULLETIN - AUGUST 2010

READER ENQUIRY FORM

(PLEASE COMPLETE USING BLOCK CAPITALS)

Name	
Position	
Company	
Address	
	Postcode
Tel	
Fax	
E-mail	
Web site	

I would like to be sent information on the following as and when they become available:

- Brazil Report** ()
- China EVS 25, Shenzhen - November 2010** ()
- Design and Engineering Report – Latin America** ()
- Design and Engineering Report Russia** ()
- India SIAT 2011, Pune - January 2011** ()
- International Business Group Meetings** ()
- International Programme** ()
- Membership** ()
- Mexico Report** ()
- USA Mission** ()

Please return this form or send an email as soon as possible to:

**Pat Shaw - International Department, SMMT
Direct Fax 020 7344 1675
Email pshaw@smmt.co.uk**