

International Bulletin

April 2012

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Editorial

David Croxson

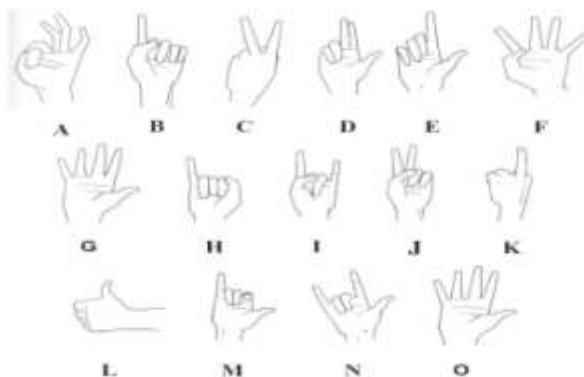
Head of International, SMMT dcroxson@smmt.co.uk



Foreign travel – I've got everything in hand!

Whilst researching for our imminent visit with a large UK group of 29 companies to EVS26 Los Angeles I came across an interesting US group – Westside Toastmasters – see their website link below for some interesting guidance on cultural differences and body language.

You may regularly travel internationally, but how aware are you for example of cultural differences in body language? For example: which countries wouldn't it be polite to use some of these hand gestures? The answers are listed at the end of the Bulletin.



Handshaking differences can also make for some embarrassing and humorous cultural encounters. British, Australian, New Zealand, German and American colleagues will usually shake hands on meeting, and again on departure. Most European cultures will shake hands with each other several times a day, and some French have been noted to shake hands for up to 30 minutes a day. Indian, Asian and Arabic cultures may continue to hold your hand when the handshake has ended. Germans and French give one or two firm pumps followed by a short hold, whereas we British give just three to five pumps compared with an American's five to seven pumps. So with a very full agenda at Los Angeles EVS26 next month - its certainly going to be all hands to the pump then!

http://westsidetoastmasters.com/resources/book_of_body_language/toc.html

THE SOCIETY OF MOTOR MANUFACTURERS AND TRADERS LIMITED

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Key Dates



SMMT Group Meetings

2012 Dates

Customs & Tariffs Working Group:

Wednesday 20 June
 Wednesday 26 September
 Tuesday 4 December

International Business Group:

Tuesday 19 June @ Williams F1
 Tuesday 11 December

Design Engineering Group:

19 June
 25 September
 11 December

Personal Export Sales Group:

(Both 11am):
 Friday 22 June
 Friday 7 December

Job Opportunity

The Middle East Association is the UK's premier business forum for promoting trade and relations with the Middle East and North Africa. Founded in 1961 and based in London, the MEA is an independent, not-for-profit membership association, representing organisations from all business and industry sectors.

They are now seeking a new Director General of the highest calibre to build on the achievements of our incumbent Director General, Charles Hollis.

The applicant must be forward-thinking, proactive, creative, commercially aware and be able to communicate at all levels.

He/she will report directly to the Board of Directors and will direct and lead a small team of ten. He/she will be responsible for growing MEA membership and supporting members' interests, maintaining and expanding the MEA's income stream, developing and managing events, seminars, conferences and trade missions and will travel to the MENA region to develop business and sustain existing relationships. He/she will liaise at the highest level of government and business relations both in the UK and in the MENA region. Professional experience engaging with the MENA region is a key requirement.

The position is full time and based in London.

Apply in writing with your CV by close of business on Monday 16th April 2012: -

Michael Hodges, Chairman, The Middle East Association
 Bury House, 33 Bury Street, London, SW1Y 6AX

michael.j.hodges@hsbcib.com

New SMMT supported events

It's time to book your place for some of the key activities of H2 2012 and for 2013:



SMMT supported event

Argentina: Automechanika Buenos Aires

November 14 - 17, 2012

SMMT is planning to organise a UK exhibitor group to South America's Automotive Trade Fair, covering all sections of the industry, from design to maintenance, this event includes an international match making scheme for component buyers and suppliers.

For more information: www.automechanika.com.ar/english/index.htm

Pat Shaw / E-mail: pshaw@smmt.co.uk / Tel: 020 7344 9260



SMMT supported event

China: Automechanika Shanghai

11 - 14 December, 2012

Leading International Trade Fair for Automotive Parts, Equipment and Service Suppliers. After visiting both the CIAPE Show in Beijing in September and Automechanika Shanghai in December 2011, SMMT is considering taking a UK Delegation to exhibit at the Automechanika Shanghai show this year, which is growing year on year with an increasing presence from International companies and an increasing number of International Pavilions. Please contact Sarah Thevenet if you are interested in exhibiting there.

Contact: Sarah Thevenet | **E-mail:** sthevenet@smmt.co.uk | Tel: 020 7344 9233

SMMT Support Webinar

Free webinar "Working with Americans: How to Build Profitable Relationships"

Thursday 26 April 2012, 15.00- 16.00 GMT

If you do business, or want to do more business, with Americans, then join us for this interactive webinar on 26 April 2012, 15.00 GMT. *Working with Americans* will increase your negotiation skills and insights so you are even more assured of lasting, profitable US business relationships. Presented for SMMT by Allyson Stewart-Allen, Managing Director, International Marketing Partners Ltd. and author of best-selling book *Working with Americans*, this webinar promises to be engaging, interactive and educational with top tips that help you make the most of your American growth opportunities. Particularly recommended for anyone attending the EVS26 LA mission.

Register at <https://www2.gotomeeting.com/register/638024490>

Or contact pshaw@smmt.co.uk **to be registered**

UK Events



International Events held in the UK

China Visa Applications to the UK Must Be Made Online from 16 April 2012

UKBA has advised that if you are inviting Chinese business people who are embarking on a trip to the UK shortly or indeed you are planning to visit the UK from China take note of the new online visa application procedures for Visa's from Monday 16 April 2012 all UK visa applications from China should be completed using the online application system on website. Further information on <http://www.ukba.homeoffice.gov.uk/>.

Trade Events



International events held abroad

UKTI Promoted Events

Russia - Engines 2012

17- 20 April 2012 Moscow, Russia

Discover the Russian engine manufacturing capability at the XII international Engine Salon in Moscow and find out potential for your business in this market.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/281980.html>

Russia - Opportunities in Russia (Advanced Engineering, Energy)

17 April 2012 Birmingham, UK

Join UKTI in Birmingham at MACH and learn more about the exciting business opportunities in the Advanced Engineering and Oil & Gas sectors in Russia.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/280640.html>

United States - Business Visit to USA – Off-road, NASCAR, INDYCAR and DRAG (Automotive)

18 – 25 May 2012

The MIA, supported by UKTI, offers the chance to visit one of three business centres for motorsport in the USA with access to the best contacts and networking opportunities. San Diego, Charlotte/Mooresville and Indianapolis/Brownsburg are home to buyers in Off-Road and Dirt Sports, NASCAR, IRL, and DRAG Racing. You choose which of three business centres you visit. All give you the chance to 'walk-the walk' at their very best race events.

Contact: Zoe Chilton

Tel: +44(0)2476 692 600

Email: zoe.chilton@the-mia.com

More details and booking options are available on the [MIA website](#).

United States – Performance Racing Industry Show (Automotive)

29 November – 1 December 2012 Orlando Georgia USA

PRI is a hugely important event for businesses in performance motorsport. TAP support is available for this event.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/276929.html>

Advanced Engineering sector in Japan Market Review

Major opportunities for UK companies in the Advanced Engineering sector with strong credentials in innovative low carbon technology. UKTI Japan can assist such companies make contact with Japanese company HQs.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/271380.html>

Other Events

(Listed by country)

Argentina: FIMAQU

29 May 2012

[**FIMAQH 2012 \(Advanced Engineering\)**](#)

Sponsored by the British Embassy in Buenos Aires, FIMAQH is the most relevant trade show for the industrial sector in Argentina where the latest technologies are presented to national and regional key players.



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Pat Shaw / E-mail: pshaw@smmt.co.uk / Tel: 020 7344 9260

China: CIAAF, the China International Auto Aftermarket Fair —the 9th China Auto Accessories (Zhengzhou) Trade Fair.

26 - 30 June 2012

CIAAF is organised by Zhengzhou Municipal Government, China Auto Fitting Industry Federation (CAFIF), Auto & Motorbike Parts & Accessories Chamber of Commerce (AMP), one of the largest professional auto accessories trade show in Asia.

In CIAAF 2012, the exhibits segmented into 6 sections such as Auto Audio / Visual & electronics, Auto Safety & security, Auto Modification, Auto Decoration, Car Care, Auto Maintenance & Equipment.

Contact: Fanny Zeng | **E-mail:** fanny.ciaaf@gmail.com | Tel: +86-20-61313038

China: China International Auto Parts Expo (CIAPE)

26 - 28 October 2012

Organized by the Ministry of Commerce (MOFCOM), P. R. China, China International Auto Parts Expo is oriented to the global OE market, aftermarket, car tuning and accessories market. For more information: www.iapechina.com

Contact: Sarah Thevenet | **E-mail:** sthevenet@smt.co.uk | Tel: 020 7344 9233



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Leading International Trade Fair for Automotive Parts, Equipment and Service Suppliers. After visiting both the CIAPE Show in Beijing in September and Automechanika Shanghai in December 2011, SMMT is considering taking a UK Delegation to exhibit at the Automechanika Shanghai show this year, which is growing year on year with an increasing presence from International companies and an increasing number of International Pavilions. Please contact Sarah Thevenet if you are interested in exhibiting there.

Contact: Sarah Thevenet | **E-mail:** sthevenet@smt.co.uk | Tel: 020 7344 9233

Egypt Transpotech

22 – 25 November 2012

[Transpotech](#)

TRANSPOT-TECH is the International [Exhibition](#) Specialized in Commercial Vehicles and Trucks Equipment, Containers & Packaging Equipment, Storage Equipment, and Communication Equipment, as the Only Exhibition in Egypt, Africa and the Middle East, held during the period from 22 to 25 Nov 2012 at Cairo Fair Ground - Egypt.

Venue: Cairo International Convention & Exhibition centre ([CICC](#)), Cairo, Al Qahirah, Egypt

 **SMMT supported event**
**Germany: Global Automotive Components and Suppliers Expo
12 – 14 June 2012, Stuttgart**

SMMT UK Pavilion Group Applications now invited – book early to secure position! European Automotive Components Expo 2012 is the global event for OEM and Tier 1 and 2 automotive component suppliers. The show is held concurrently with four other leading specialist expos and the **International Engine of the Year awards**, providing a unique opportunity to discover the latest developments in automotive components, many incorporating advanced materials, electronic systems and leading R&D and testing technologies. Everyone associated with design, engineering, purchasing, procurement or sourcing of innovative automotive materials, components and electrical systems will find something of interest at the show. A total of 11,000+ automotive engineers and purchasing chiefs from over 60 countries is expected to pass through the doors of Messe Stuttgart to visit Global Automotive Components and Suppliers Expo, and its neighbouring shows: **Engine Expo, Vehicle Dynamics Expo, Automotive Interiors Expo and Automotive Testing Expo in 2012.**

contact: David Croxson

e-mail: dcroxson@smt.co.uk

 **SMMT supported event**
**Germany: 11 - 16 September 2012
Automechanika Frankfurt, Germany**

SMMT in association with UKTI present the UK pavilion group at Automechanika Frankfurt 2012 Germany. Registration for the UK pavilion is now open.

Contact: Sarah Thevenet | **E-mail:** sthevenet@smt.co.uk | Tel: 020 7344 9233

**India: Commercial Vehicle Megatrends India 2012
25 - 27 April 2012, Chennai**

The 3-day conference which will focus on the growth opportunities for India's commercial vehicle industry over the next ten years and beyond. Topics will include conventional and alternative powertrain technologies, transmissions and driveline, logistics, fleet management, and manufacturing.

For more information:

<http://www.automotiveworld.com/events/commercial-vehicle-megatrends-india-2012>

**Japan: European commission funded programme
25 - 29 June 2012, Tokyo**

Training Mission: World Class Manufacturing Application deadline: 22 March 2012
EU-Japan Centre for Industrial Cooperation

For more information:

<http://www.eu-japan.eu/global/business-training/world-class-manufacturing.html>

Kenya: Nairobi, Auto Expo Africa 2012

10 – 12 May 2012

East Africa's Prime International Automotive, Spare Parts, Accessories & Machinery Trade Exhibition. The event provides a common platform at one place and time for the entire Automotive industry to showcase their products and meet potential buyers. Exhibitors from over **25 countries** are participating at this event while visitors attend from the entire East & Central African countries.

Links provided below for more details :

[Website](#) | [Participation Application](#) | [Photo Gallery](#) | [Sponsorship Application](#) | [Floor Plan](#) | [Visitor Invitation](#)

Contact: Sonia Aidasani Expogroup Worldwide

Tel : + 971-50-4730490

Email: sonia@expogr.com Web: www.expogr.com

Libya, Tripoli: The 5th International Motor Show of Libya (IMSOL)

19 - 23 November 2012

Vehicles, Trucks, Spare Parts and Tools. €275 m2 shell scheme package available from organisers. The exhibition will be held at Tripoli Fair Ground in the middle of Tripoli city. The outdoor area will be used to host the side events such as the Classic Cars meeting, Go-KARTS, Sports and Modified Cars Meeting. The outdoor area will also be used to display the trucks and buses. Further information: www.motorshow.ly

Morocco: Auto Expo Casablanca

18 - 27 May 2012

[Auto Expo Casablanca](#)

Auto Expo Casablanca will feature an entire new generation of vehicles and state-of-the-art components and ancillaries. It is an excellent platform for you to generate good business fortunes, unparallel exposure to automobile fraternity, cross-fertilization of ideas an opportunity to present your proposition to consumers.

Venue: Casablanca International Fairgrounds, Casablanca, Grand Casablanca, Morocco

Nigeria: Lagos: 7th International Lagos Motor Fair and Autoparts Expo

21 – 24 April 2012

The Nigerian automotive Industry has installed capacity to produce 108,000 cars, 56,000 commercial vehicles annually. Capacity utilization in vehicle manufacture is below 10% and about 40% in motorcycle and components parts manufacturing. The current vehicle inflow into the economy is about 50,000 new and 150,000 used ones. This translates into about 100,000 units of new vehicles annually and is set to rise as the economy improves. The Lagos Motor Fair is organized to bring together under a strategic business platform, Automobile, Spare-parts and Accessories Manufacturers, Marketers, Franchise Holders etc and Multinational Organizations, Corporate Bodies, Government Agencies and Institutions as well as other allied sectors and the public in one venue to showcase the latest products and services in the industry. www.lagosmotorfairng.com

Contact: Ahmet Bakış | abakis@senexpo.com.tr

Russia: Autosib**31 May - 3 June 2012****Novosibirsk, Russia**

International Exhibition of Motorcars and Transportation devices, Accessories, Equipment, Service and Tuning

contact: Rex Bowden, ITE Group Plc

tel: 0207 596 5138 **e-mail:** Rex.Bowden@ite-exhibitions.com

Russia: Automechanika Moscow**27 August - 30 August 2012**

Automechanika Moscow is a pivotal event for automobile Aftermarket and Original Equipment Market.

Contact: Sarah Thevenet | **E-mail:** sthevenet@smt.co.uk | **Tel:** 020 7344 9233

South Africa: SAAW**10- 13 October 2012**[South African Automotive Week](#)

South African Automotive Week (SAAW) provides a powerful forum for national and international industry roleplayers to deliberate around the state of the industry on the African continent with a view to exploring and growing markets and opportunities in Africa.

Venue: Moffett on Main lifestyle Centre, Port Elizabeth, Eastern Cape, South Africa

South Africa: Automechanika South Africa**8 - 11-May 2013**[Automechanika South Africa](#)

Automechanika South Africa is the newest industry event dedicated to all elements of automotive aftermarket including parts, repair, accessories and service. The show will bring together key aftermarket suppliers with thousands of service and repair providers, shop owners, jobbers, wholesalers / distributors, sales agents and apprentices.

Venue: Johannesburg Expo Centre, Johannesburg, Gauteng, South Africa

Sudan: Khartoum Auto Show**29 September- 2 October 2012**[Khartoum Auto Show](#)

Khartoum Auto Show is one of the few automobile industry trade shows in the African and Middle East countries that has a futuristic outlook and an objective to capture the attention of the important exhibitors and visitors and converting the decisions into actions with the minimum lead time. The success of the fair is evident from the number of participants and visitors that become a part of this huge event every year.

Khartoum Auto Show is an ideal platform for forming profitable agreements and gaining significant knowledge about the recent trends in the automotive industry. It also offers an opportunity to enter into collaborative partnerships with prospective buyers as well as making this industry a base for considerable financial investment.

Venue: Khartoum International Exhibition Center, Khartoum, Al Khartum, Sudan.

Turkey, Istanbul OTOMOTIV 2012

6 - 9 December 2012

18th International Automotive Supply Industry, Components, Accessories & Service Equipments Exhibition which will be held between at CNR Expo Center, Istanbul, Turkey. In 2011 more than 1.000 brands from 26 countries and more than 20.000 professional visitors from 58 countries took place in the 17th edition of Otomotiv Exhibition.

More information at www.cnrotomotiv.com



SMMT supported event

UAE: Automechanika Middle East 2012

Dubai, 22 – 24 May 2012

SMMT UK Pavilion Group Applications now invited – book early to secure position!

Automechanika Middle East, the largest international automotive aftermarket trade exhibition in the wider Middle East, will celebrate its tenth year in 2012.

From the humble beginnings of 119 exhibitors in 2003, the show opened in 2011 with 1,102 exhibitors from 52 countries and visited by 17,310 traders from 130 countries, more than ten fold of what it began with, translating to significant business results for the automotive aftermarket industry in this part of the globe.

Enhanced shell scheme booths available from £2800 plus £400 non-Member management fee plus VAT.

David Croxson | E-mail: dcroxson@smmt.co.uk | Tel: 020 7344 9230



SMMT supported event

USA: EVS 26, Los Angeles, California

6 - 9 May 2012

The International Electric Vehicle next convenes in Los Angeles between 6 – 9 May 2012, and SMMT is planning a varied programme of activities to ensure that UK-based companies have a high profile at this key global forum for low carbon vehicle technologies. Our plans include a 'one-stop shop' exhibitor package, a showcase seminar, plus top-class networking opportunities and company visits. To register your interest in joining all or part of the UK group programme:

Contacts:

Pat Shaw / E-mail: pshaw@smmt.co.uk / Tel: 020 7344 9260

Rob Morbin / E-mail: rmorbin@smmt.co.uk / Tel: 020 7344 9265

USA Dearborn, Michigan: Commercial Vehicle Megatrends USA 2012

2-14 June 2012

Hosted by Automotive World the theme of this year's conference is 'Three steps to greater freight efficiency' and key topics will include Powertrain Technologies (day 1), Aerodynamics and Rolling Resistance (day 2), and Fleet Management (day 3).

For further information for participating as a delegate, speaker, or sponsor.

Contact: events@automotiveworld.com

Web: www.automotiveworld.com/events/commercial-vehicle-megatrends-usa-2012

Trade Support Initiatives



Helping you do business

Automotive Supplier Finder

SMMT provides a free to user service to find UK suppliers. www.autosupplierfinder.com It is also free of charge to have your own business listed. Register online at the website.

Welsh Assembly Government – Devolved Administration

The Welsh Assembly Government provides support for Wales-based companies looking to expand their global markets and international businesses looking for a trade partner in Wales. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/249300.html>

Welsh Automotive Forum (WAF) – Regional Alliances

WAF plays a key role in disseminating information to Welsh automotive companies about future trends, whether that's from the vehicle manufacturers, or from the large module suppliers. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/249320.html>

UK India Business Council (UKIBC) – Business Council

The UK India Business Council is the leading organisation helping UK companies do business in India. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/249240.html>

Turkish British Chamber of Commerce and Industry (TBCCI) – Chamber of Commerce

The TBCCI has wide experience in promoting trade relations between Turkey and the UK. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/249220.html>

Technology Strategy Board – Knowledge Transfer Network

Knowledge Transfer Networks (KTN) actively contribute to the goals of the Technology Strategy Board aiming to improve the UK's innovation performance.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/249200.html>

Scottish Engineering – Trade Body

Scottish Engineering is the major support and lobbying organisation for the manufacturing engineering industry in Scotland.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/249060.html>

Scottish Development International – Devolved Administration

SDI's aim is to assist in the growth of the Scottish economy, by encouraging inward investment and helping Scottish-based companies develop international trade.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/249080.html>

Slovak British Business Council (SBBC) – Business Council

The vision of the Slovak British Business Council is a networking platform, which powerfully stimulates UK and Slovak economies as well as local entrepreneurs, small businesses and professionals. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/249140.html>

Swedish Chamber of Commerce for the UK (SCCUK) – Chamber of Commerce

The Swedish Chamber of Commerce for the UK is a not for profit membership organisation aimed at promoting the exchange of ideas and experiences, networking and trade between Sweden and the UK. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/249180.html>

Russo-British Chamber of Commerce (RBCC) – Chamber of Commerce

The Russo-British Chamber of Commerce promotes, facilitates and supports business between Russia and the UK. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/249040.html>

North West Automotive Alliance (NAA) – Regional Alliances

The NAA, comprising senior managers of the region's main automotive companies, aims to raise the competitiveness and profile of the North West automotive sector.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/248900.html>

Norwegian British Chamber of Commerce (NBCC) – Chamber of Commerce

The Norwegian British Chamber of Commerce connects Norwegian and British business people and businesses and facilitates new business opportunities.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/248940.html>

Motorsport Industry Association (MIA) – Trade Body

As a worldwide association, the MIA now provides a network that reaches into every corner of the motorsport business community. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/248800.html>

Middle East Association (MEA) – Trade Association

The Middle East Association is the UK's premier organisation for promoting trade and relations with the Middle East and North Africa. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/248820.html>

Materials KTN – Knowledge Transfer Network

The Materials KTN is for the materials community to make connections, not just with all the traditional materials, but with smart materials, emerging technologies and design.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/248760.html>

Libyan British Business Council (LBBC) – Business Council

The LBBC works with the British and Libyan authorities to facilitate bilateral trade and investment activity. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/246320.html>

Institution of Mechanical Engineers (IMechE) – Professional Body

The Institution of Mechanical Engineers is looking to grow awareness of the mechanical engineering sector. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/246160.html>

Invest Northern Ireland – Government Department

Invest NI's role as the regional business development agency is to grow the local economy by supporting new and existing businesses to compete internationally, and by attracting new investment to Northern Ireland. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/246240.html>

Israel Britain Business Council (IBBC) – Business Council

The Israel Britain Business Council promotes bilateral trade and investment between the two countries. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/246260.html>

Finnish British Trade Association (FBTA) – Chamber of Commerce

The FBTA aims to enhance economical, commercial and cultural ties between Finland and the UK. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/246040.html>

UK Export Finance – Government Department

UK Export Finance complements the private market by providing government assistance to exporters and investors, principally in the form of insurance policies and guarantees on bank loans. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245960.html>

Engineering and Physical Sciences Research Council (EPSRC) – Government Body

EPSRC is a non-departmental public body funded by the UK government through the Department for Universities, Innovation and Skills. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245840.html>

Engineering Council (EC) – Professional Body

The Engineering Council continually works to increase recognition of the UK's engineering professionals. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245820.html>

Egyptian-British Chamber of Commerce (EBCC) – Chamber of Commerce

The EBCC aims to create a strong link between the British business community and its Egyptian counterpart, including business organisations, enterprises, individuals and governmental bodies. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245780.html>

Electronics KTN – Knowledge Transfer Network

The Electronics KTN promotes the UK's excellence in electronics system design, provides access to markets, funding and technology and builds relationships between academia and business. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245800.html>

EEF – Trade Body

EEF works towards improving the position of UK manufacturing which is responsible for 55% of UK exports. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245760.html>

Engineering Industries Association (EIA) – Trade Body

The Engineering Industries Association actively encourages the pursuit of excellence, providing a network of information and assistance. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245860.html>

Construction Equipment Association (CEA) – Trade Body

CEA is the voice of the UK construction equipment industry with its members exporting over 80% of their production to more than 150 markets.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245680.html>

China-Britain Business Council (CBBC) – Business Council

CBBC's mission is to help UK companies of all sizes and sectors, whether new entrants or established operations, access the full potential of the fastest growing market in the world.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245640.html>

Composites UK – Trade Body

Composites UK is the representative body of the UK composites industry promoting the safe and effective use of composites.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245660.html>

Confederation of British Industry (CBI) – Trade Body

The CBI is the UK's premier business lobbying organisation, providing a voice for employers at a national and international level.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245600.html>

British and Caribbean Chamber of Commerce (BCCC) – Chamber of Commerce

BCCC helps British firms play a part in the Caribbean economy and assists Caribbean companies find their place in the UK market. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/245380.html>

Caribbean-Britain Business Council (CB-BC) – Business Council

The Caribbean Council fosters trade, investment and development in the Caribbean and promotes the region's interests internationally. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/245400.html>

British and Colombian Chamber of Commerce (B&CCC) – Government Department

The B&CCC aims to build closer ties between the business communities of Colombia and the UK by promoting bilateral trade. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/245420.html>

British Croatian Chamber of Commerce (BCCC) – Government Department

The BCCC exists to provide a friendly, relaxed forum for people doing business between Britain and Croatia. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/245440.html>

British Chilean Chamber of Commerce – Chamber of Commerce

The British Chilean Chamber of Commerce helps in the creation of contact networks for doing business in Chile. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/245460.html>

British Chamber of Commerce in Korea (BCKK) – Chamber of Commerce

The BCKK is a membership-based organisation which works closely with the Commercial Section of the British Embassy in Seoul to promote the development of British trade. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/245520.html>

British American Business (BAB) – Chamber of Commerce

British American Business provides its members with practical business expansion opportunities by delivering high-calibre networking and marketing platforms, top-quality business intelligence, and regulatory advice and influence. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/245340.html>

Brazilian Chamber of Commerce in Great Britain (BCCGB) – Chamber of Commerce

The Brazilian Chamber of Commerce is active in promoting trade and business between Brazil and Great Britain. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/245320.html>

British Argentine Chamber of Commerce (BACC) – Government Department

The BACC offers a series of business services intended to facilitate commercial and business operations between the UK and Argentina. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/245360.html>

Birmingham Chamber of Commerce – Government Department

Birmingham Chamber is a prominent independent business voice in Birmingham and the West Midlands that aims to connect its members to opportunity.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245240.html>

Department for Business, Innovation and Skills (BIS) – Government Department

The Department for Business, Innovation and Skills (BIS) is making a difference by supporting sustained growth and higher skills across the economy.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245260.html>

British Design Innovation (BDI) – Trade Body

BDI is the representative voice to industry of the majority of the most qualified top-end product, service, brand, digital and innovative 3D packaging design consultancies in the UK. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245180.html>

British Automation and Robotics Association (BARA) – Trade Body

BARA highlights the importance of robotics to the future growth of UK industry.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245140.html>

BFPA, British Fluid Power Association – Trade Body

BFPA promotes the technical, trade and commercial interests of British manufacturers and suppliers of hydraulic and pneumatic equipment. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245200.html>

Automotive Council UK – Government Body

The Automotive Council aims to promote the UK as location developing new technologies and develop a stronger and more competitive automotive supply chain.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245060.html>

Australian Business (AB) – Chamber of Commerce

Australian Business is the only organisation in the UK bringing together professionals and companies with Australian interests through business opportunities and events.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245040.html>

Arab British Chamber of Commerce (ABCC) – Chamber of Commerce

The Arab British Chamber of Commerce is committed to encouraging and promoting Arab-British trade. This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245020.html>

Government begins hydrogen-powered car scheme

The Government has launched a new initiative to keep Britain at the forefront of the future commercial roll-out of hydrogen fuel cell electric vehicles.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/244480.html>

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Emerging markets round-up



Argentina: Automotive market contracts in February

Monday, March 05, 2012, AutomotiveWorld.com

Seasonal factors and a drop in demand, compounded by fewer business days, resulted in new vehicle sales in Argentina falling by 3.5% year-on-year in February.

Argentina: Output & exports improve y-o-y in February

Tuesday, March 06, 2012, AutomotiveWorld.com

According to Argentina's automotive manufacturers' association Adefa, production of vehicles in the country increased 28.8% year-on-year in February 2012.

Brazil: Vehicle output down 26% in Feb - Anfavea

Wednesday, March 07, 2012, AutomotiveWorld.com

Automotive production in Brazil fell 26% in February, compared with output recorded a year earlier. In all, the country's automotive industry produced 217,800 cars and trucks during the month.

China: China's Great Wall seeks to extend foothold in Europe with UK launch

By David Jolley, Thursday, March 29, 2012, AutomotiveWorld.com

China's Great Wall Motor will attempt to establish itself in the UK market next month with the launch of its Steed double-cab pickup. The Steed will go on sale following its unveiling at the Commercial Vehicle Show in Birmingham, England, on April 24.

China: Automotive imports up 62% in February

Wednesday, March 28, 2012, AutomotiveWorld.com

Automotive imports into China rose significantly in February to 98,874 units. Compared with the number of vehicles imported in February 2011, last month's figures translated into an increase of 62%

China: GM, CATARC sign Volt demo fleet MoU

Tuesday, March 27, 2012, AutomotiveWorld.com

General Motors China has signed a memorandum of understanding with the China Automotive Technology and Research Center (CATARC) to manage GM's Chevrolet Volt demonstration fleet in Beijing for one year.

China: Geely expects to become China's top car exporter, CEO says

Tuesday, March 27, 2012, AutomotiveWorld.com

Geely Automobile Holdings, whose parent owns Volvo Car Corp., said it aims to become China's largest auto exporter in two years by focusing on expanding in developing countries, overtaking leader Chery Automobile Co.

Geely plans to open factories in Belarus and Uruguay this year, CEO Gui Shengyue said. The Hong Kong-traded carmaker has said it is targeting to have at least half of its sales coming from overseas by 2015.

China: Geely net income up US\$244m in 2011

By Dave Leggett, Tuesday, March 27, 2012, just auto.com

Geely has reported net income of CNY1.54bn (US\$244m) in 2011, beating the average of 21 analyst estimates that predicted a net income of CNY1.47bn for the company, reported Bloomberg.

The market share of local brands fell 1.78 percentage points to 29.11% in 2011, according to the China Association of Automobile Manufacturers.

Geely vehicle sales were up 1% to 421,611 units in 2011. The total market share of passenger cars in China increased saw a gain of 5.2%.

In January, Geely had announced that it expects a 9% increase in sales to 460,000 units in 2012.

China: Beiqi Foton to set up parts manufacturing centre

Monday, March 26, 2012, AutomotiveWorld.com

Chinese vehicle manufacturer Beiqi Foton reportedly plans to invest Yuan 2.3bn (US\$364.53m) to set up an automotive parts manufacturing centre in Chengde city.

China: Ricardo to work with WFIERI on engine tech

Monday, March 26, 2012, AutomotiveWorld.com

Ricardo is teaming up with yet another Chinese organisation on engine development. The UK company has now announced that it will work with the Wuxi Fuel Injection Equipment Research Institute (WFIERI).

China: New Opel minicar set to debut small engine co-developed with China's SAIC

By: Nick Gibbs, Friday, March 23, 2012, AutomotiveWorld.com

Opel/Vauxhall's new small gasoline engine family is set to debut in the Junior minicar at the Paris auto show in September.

Opel parent General Motors Co. and its China partner, SAIC, are co-developing a small engine family of three- and four-cylinder units with displacements from 1.0 liters to 1.4 liters in the first joint powertrain development between the two companies.

China: Light vehicle market to grow 10% in 2012 – Autofacts

By Dave Leggett, Thursday, March 22, 2012, just auto.com

In its latest assessment, automotive forecasting firm PwC Autofacts forecasts that the Chinese light vehicle market will grow by almost 10% in 2012 before accelerating further in 2013 and 2014. [...] Autofacts says a new wave of consumers from interior China's tier 2 and tier 3 cities will represent a growing share of the auto market.

China: Changan engine plant expansion gets green light

By Chris Wright, Thursday, March 22, 2012, just auto.com

Expansion at Changan Ford Mazda's engine plant in southwest China's Chongqing municipality has received approval from the National Development and Reform Commission (NDRC). The expansion will allow production of EcoBoost engines together with several other advanced technologies. These will combine to lower the carbon dioxide emissions of the new engines by 15%.

China: VW criticised for ignoring DSG gearbox customer complaints

By Graeme Roberts, Thursday, March 22, 2012, just auto.com

Volkswagen has upset a number of Chinese consumers, particularly among the online community, who say the carmaker has failed to respond to complaints about a defective direct-shift gearbox (DSG) in one of its most important markets. Chinese consumers' discontent toward Volkswagen came after the carmaker said it would not recall vehicles with problems in the DSG, the official Xinhua news agency reported. Chinese 'netizens' say that Volkswagen failed to treat Chinese consumers the same way it handled complaints in overseas market where the company recalled defective vehicles.

Chinese automakers use UK as testing ground in Europe

By: Nick Gibbs, Wednesday, March 21, 2012, AutomotiveWorld.com

Two Chinese automakers will use the UK as a testing ground in a new push into Europe. Geely Automobile and Great Wall Motor will launch inexpensive cars in the UK this year because the companies believe they can benefit from growing demand for low-cost models during tough economic times. The Chinese brands also want to take advantage of a move upscale by South Korea's Hyundai and Kia.

China: Tata's Chery and JLR agree on joint venture

By Graeme Roberts, Wednesday, March 21, 2012, just auto.com

Tata Motors-owned Jaguar Land Rover (JLR) and Chery Automobile Company said on Wednesday (21 March) they had reached agreement on a proposed joint venture in China, finally confirming local assembly of both JLR- and joint venture-branded vehicles is being planned.

China: JLR and Chery confirm JV agreement

Wednesday, March 21, 2012, AutomotiveWorld.com

Jaguar Land Rover (JLR) and Chery have formally announced plans to set up a joint venture in China. Various

China: Govt approves Zhengzhou Nissan's third plant

Wednesday, March 21, 2012, AutomotiveWorld.com

Zhengzhou Nissan, the China-based joint venture between Dongfeng Automobile and Nissan, has secured official approval for its proposed production facility. This will be Zhengzhou Nissan's third plant

China: Great Wall targets 19% 2012 sales boost

By Graeme Roberts, Tuesday, March 20, 2012, just auto.com

Great Wall Motor - which launches its pickup truck range to UK media next month - aims to sell around 19% more vehicles in 2012, helped by the launch of new models as well as a gradual increase in domestic sales.

China: A123 Systems to develop batteries for Geely PHEV

Tuesday, March 20, 2012, AutomotiveWorld.com

A123 Systems, the supplier of Nanophosphate lithium-iron phosphate batteries and systems, has announced that Advanced Traction Battery Systems (ATBS), its Shanghai-based joint venture with SAIC

US: Gov to set massive Chinese wheel import duty

Tuesday, March 20, 2012, AutomotiveWorld.com

The US Commerce Department has issued a final decision regarding punitive duties on imported steel wheels from China. Dow Jones reports that the government intends to introduce duties of up to 193.54%

China: Combined vehicle sales up 24.5% in February

Tuesday, March 13, 2012, AutomotiveWorld.com

Combined automotive sales in China increased 24.5% in February, reaching 1.57 million units, the China Association of Automobile Manufacturers (CAAM) said

China: A123 Systems, SAIC Motor mull manufacturing JV

Monday, March 05, 2012, AutomotiveWorld.com

The US lithium-iron phosphate battery maker A23 Systems has announced the planned expansion of its partnership with SAIC Motor

China: BYD to supply 1,500 more EVs to Shenzhen

Thursday, March 01, 2012, AutomotiveWorld.com

The Shenzhen City municipality has signed a deal with BYD to take on another 1,500 EV's from the company

India: Ford begins Sanand expansion

By Chris Wright, Monday, March 26, 2012, just auto.com

Ford has laid the cornerstone for a new US\$1bn factory in India which will have the capacity to manufacture 240,000 cars and 270,000 engines a year when completed in 2014. The 460-acre site is at Sanand in the Indian state of Gujarat.

Ford's expansion of its Indian operations comes despite slowing car sales in the country. So far this fiscal year ending 31 March, car sales have crept up just 0.3%, against a surge of almost 30% last year.

India: Maruti Suzuki plans car production reshuffle, expansion

By Chris Wright, Monday, March 26, 2012, just auto.com

Maruti Suzuki is planning to cut vehicle output by half at its plant at Gurgaon in northern Haryana state and build a new factory in the western state of Gujarat to manufacture up to 2m cars a year.

The company also plans to build a new diesel engine factory at Gurgaon to meet rising local demand.

India: Hybrid lithium-ion batteries duty-exempted

Friday, March 23, 2012, AutomotiveWorld.com

India's Union Budget 2012-13 has sought to encourage the development of a hybrid and EV market in the country by exempting the lithium-ion batteries and other parts used in hybrid vehicles from customs duty.

India: India to launch Datsun with low-cost car in 2014

By Chris Wright, Thursday, March 22, 2012, just auto.com

Nissan has confirmed that it will re-introduce the Datsun name, launching a small car in India under the old brand name. [...] Nissan Motor India reported its highest-ever monthly sales in India at 5,371 units in February compared to 2,081 units a year ago.

India: Excise duty hike to hit auto components sector

Monday, March 19, 2012, AutomotiveWorld.com

The Automotive Component Manufacturers Association of India (ACMA) has expressed concern that the government's decision to raise excise duty will have an adverse effect on the Indian automotive sector

India: February car sales set new record

Monday, March 12, 2012, AutomotiveWorld.com

New passenger car sales in India posted the biggest rise in ten months and a fourth consecutive monthly increase in February 2012. Car sales last month increased 13.1% year-on-year in February.

India: A123 Systems to supply Tata hybrid buses

Tuesday, March 06, 2012, AutomotiveWorld.com

The US EV traction battery maker A123 Systems has been chosen to supply complete Nanophosphate prismatic cell lithium-iron phosphate battery packs, inclusive of battery management systems, to Tata Motors.

India: Fuel efficiency standards to be finalised soon

Tuesday, March 06, 2012, AutomotiveWorld.com

Fuel efficiency standards for cars are now being finalised, with a decision by India's Prime Minister, Manmohan Singh, likely to be arrived at soon

Indonesia: Car market rises month-on-month in February

Friday, March 16, 2012, AutomotiveWorld.com

New car sales in Indonesia improved by 13% month-on-month to 86,407 units in February 2012. This compared with sales of 76,365 cars this January.

Lebanon: Car sales in Jan-Feb 2012 up 17.7%

Monday, March 19, 2012, AutomotiveWorld.com

The first two months of this year saw new car sales in Lebanon increase 17.7% to reach 4,468 units. Comparatively, in the January-February 2011 period, car sales stood at 3,796 units.

Malaysia: Combined vehicle sales improve in February

Wednesday, March 21, 2012, AutomotiveWorld.com

Following a 25% year-on-year decline in January 2012, new vehicle sales in Malaysia turned around in February, rising from 40,387 units in February 2011 to 44,013 units last month.

Nigeria: Govt working on national automotive policy

Wednesday, March 14, 2012, AutomotiveWorld.com

Nigeria's Minister of Trade and Investment, Olusegun Aganga, has stated that a National Automotive Policy will soon be sent to the Federal Executive Council for approval.

Philippines: EV, hybrid, AFV tax exemptions approved

Friday, March 23, 2012, AutomotiveWorld.com

The Philippines House of Representatives has approved on second reading a bill granting tax incentives for the manufacture, assembly, conversion, and import of electric, hybrid and other alternative-fuelled vehicles.

Philippines: Auto market falls 6.9% in February

Monday, March 12, 2012, AutomotiveWorld.com

Sales of passenger and commercial vehicles in the Philippines declined 6.9% year-on-year in February to 10,681 units. This compared with sales of 11,472 vehicles in the same month a year earlier.

Russia: Renault-Nissan set to finalise AvtoVAZ deal

Tuesday, March 13, 2012, AutomotiveWorld.com

La Tribune.fr, citing Renault's Russia General Manager Bruno Ancelin, has reported that Renault-Nissan will take a majority stake in AvtoVAZ in the next few weeks

Russia: February sales rise 25%

By: David Isaiah, Monday, March 12, 2012, AutomotiveWorld.com

Light vehicle sales in Russia continued to grow in February, rising by 25% year-on-year.

Russia: Yo-Auto launches e-crossover hybrid concept

Tuesday, March 06, 2012, AutomotiveWorld.com

Yo-Auto, the Russian hybrid vehicle start-up launched by the billionaire Mikhail Prokhorov's Onexim Group and the CV manufacturer Yarovit, has been developing an e-crossover hybrid CUV

South Africa: Auto market inches up 0.7%

By: David Isaiah, Monday, March 05, 2012, AutomotiveWorld.com

Sales of new passenger cars and commercial vehicles in South Africa were flat in February 2012, compared with a year earlier.

Sweden/China: Volvo Car signs MoU with Zhejiang Geely

By: Colin Whitbread, Friday, March 09, 2012, AutomotiveWorld.com

Volvo Car Corporation has confirmed the signing of a Memorandum of Understanding (MoU) with Zhejiang Geely, the focus of which is the transfer of existing vehicle technologies

Vietnam: Auto market contracts 25% in February

Friday, March 09, 2012, AutomotiveWorld.com

Members of the Vietnam Automobile Manufacturers Association (VAMA) reported combined sales of 6,116 vehicles in February 2012

International Market Snap-Shots



INDIA

Monday 26 March 2012, *SupplierBusiness : News & Analysis*

Indian Budget provides sops to micro, small and medium auto component sector; promotes R&D. No additional tax on diesels expected to push up the sale of these vehicles

The Indian budget for FY 2012/13 is seen as disappointing for the automotive industry in general, with expressions of displeasure at increased taxes and duties, although there have been small intermittent welcome reliefs. Excise duties have been increased for cars in all categories—12% for small cars (up from 10%) and in the range of 24-27% for large cars (up from 22-24%). Body building units of commercial vehicles will now attract an ad valorem duty of 3% instead of a specific duty of Rs 10,000 which is an additional burden on truck makers.

Michael Perschke, head of Audi India, commented that "The increase in excise and customs duty on large cars in this Budget is very surprising [...] This increase comes at a time when the automotive industry was finding favor with customers looking for better and efficient cars. We may now need to re-evaluate our pricing strategy in India." Both the Automotive Component Manufacturers Association of India (ACMA) and Society of Indian Automotive Manufacturers (SIAM) observed that such a step would have an adverse impact on the Indian automotive industry already impacted by rising fuel prices, inflation, high interest rates and slowing auto sales.

ACMA expects the increase in custom duty on flat-rolled steel from 5% to 7.5% to hit the component sector badly, considering that the component manufacturers use flat-rolled steel as a raw material to produce sheet metal components such as body panels and chassis.

The component sector though is expected to benefit from the government's initiative to set up an INR50bn (USD967m) "India Opportunity Venture Fund" to provide funding to the micro, small and medium (MSME) sector. MSMEs constitute over 70% of ACMA's membership and access to capital has been one of the major constraints for the sector. The decision to extend the weighted deduction of 200% of expenditure on research and development (R&D) for another five years is another positive step which will boost investments in new product development. The availability of skilled workforce had been a major challenge faced by the industry, so the introduction of weighted deduction of 150% for expenditure on skill development, will help the industry in bridging that requirement.

The concessional import duty on specified parts of hybrid vehicles has been extended to lithium ion batteries and other hybrid vehicle parts. This move is expected to help the hybrid and electric vehicle (EV) industry achieve better cost efficiency. The import of certain parts and lithium-ion batteries will now attract a special countervailing duty (CVD) with concessional excise duty/CVD of 6%. Excise duty on specified parts and lithium-ion batteries packs for hybrid vehicles is reduced to 6% from 10% till 31 March 2013. The government's decision not to levy an additional tax on diesel vehicles is expected to cause a spurt of investments in diesel powertrains. Several automakers, including Maruti Suzuki and Toyota Kirloskar, had held up their investments in new diesel engine plants due to lack of clarity on diesel vehicles and diesel pricing in India. Hyundai Motor India which had delayed its plan to set up an INR4-bn diesel engine manufacturing plant is likely to finalise the plan soon now. Last week's (23 March) reports also indicate that Maruti Suzuki may take a final call on setting up a diesel engine plant in Gurgaon, Haryana (India) in two months. Though the government may have put to rest all speculations of additional taxes on diesel vehicles, it is yet to garner a consensus on deregulating diesel pricing in the country which is ultimately going to affect the sale of these vehicles.

In general, the additional taxes will push up the vehicle prices in the country which may affect sales, impacting both OEMs and auto component manufacturers. The industry though is deriving solace from the expectation that due to the falling inflation, interest rates will soften and market sentiment will improve.

International Business Opportunities

To register for more business opportunities, visit the UKTI website

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive.html>

Austria – Tyres

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/262881.html>

Public tender – tyres for lorries, light lorries and passenger vehicles

An Austrian public organisation is tendering for the supply of 3000 tyres, worth EUR 570000. Tyres should be for lorries, light lorries and passenger vehicles. The tender includes in total 120 lots, 11 different types of tyres from 13 different producers.

Belgium – New Diesel And Gas Buses

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/267780.html>

The Brussels public transport organisation decided recently to buy 335 new buses. This represents an investment of 80 million euro. It will be a mix of gas and diesel buses.

In the meantime the company is looking to buy 20 second hand buses. The regional Brussels government will approve the investment soon.

A first order for diesel buses will be placed in 2013 and must be delivered in 2014. The gas buses must be delivered in 2015. The Brussels region public transport organisation expects 400 million passengers in 2016. The last bus order dates from 2009.

China - Automotive Parts Technology Required in SW China

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/264080.htm>

Auto parts especially clutch manufacturing technology is wanted in SW China by private company. A private company in SW China is looking for a UK partner with certain type of automotive parts (eg. clutch) technology and interest in exploring China markets. They are already in motor bike parts business, especially clutch. With strength in marketing and funding, they are looking for a good project to invest in, but they lack technology/products with good market reputation. As this local company is with investment company background, in terms of the funding they are willing to input up to 100 mil RMB. In addition, they are open to discuss whatever auto part to be invested, automotive clutch is not the only option. Response deadline: 31/12/2012 Tender deadline: 31/03/2013

(FYRO) Macedonia

Company interested in partnering with UK automotive and Aerospace Opportunity in the software development sector

A Macedonian company is seeking technology partners/opportunities in the UK. The company has a professional team with excellent qualifications and experience; it specialises in automotive and aerospace software development in the field of diagnostics, simulations, and periodical inspections, automotive embedded and automotive design. With main stream tier II customers in Europe supplying the major OEM's and looking to expand their customer base in the UK.

Please contact:

Michael English | E-mail crozier@attglobal.net | Mb: + 44 (0) 785 230 5326

Germany – Experienced German Commission Agent Offers Services (Multi Sector)

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/276860.htm>

An experienced German commission agent, who operates Germany-wide is looking to represent small and medium companies in the areas

Hungary – Tyres for Vehicles

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/268840.htm>

A company responsible for waste collection and disposal, as well as related activities such as street cleansing is inviting interested companies to bid for the supply of tube type tyres and tubeless tyres for heavy/light-duty vehicles. The tender closes at 10:00 local time on 13th April 2012.

India – Hydraulic Equipment

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/280180.htm>

An Indian SME is looking for joint venture or Technical Collaboration in the Hydraulic Equipment field/ The India SME is engaged in the manufacture of hydraulic equipment such as brake & jack assemblies for power generation segments & manufacture hydraulic presses for Indian Railways for Static Bogie Load Testing Machine & manufacture of elastomeric clips.

They are looking for a JV/technical collaboration for the automation of manufactured machines & equipment for:

- i. Servo Technology in presses
- ii. Automation in Rolling presses & its toolings
- iii. Axle & Wheel fitting presses for Railways

Open to buyback agreement even for Hydraulic Remote Controlled Jacks, Bolt Tensioners & Torque Wrenches.

The company is open to other products other than the above, should any company in the field of hydraulics want to establish their manufacturing activities in India for better promotion in Asian Market.

Portugal - Vehicles for Collection of Urban Solid Waste

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/275980.htm>

A water and wastewater company based in Braga, a municipality in the north of Portugal, has launched a tender to acquire 6 vehicles for the collection of Urban Solid Waste.

This opportunity is based on a tender with a base value of EUR 970.000,00 for the acquisition of 6 vehicles for collection of urban solid waste, with a structure of 20m3 and 16m3.

Portugal - Electric Vehicles

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/281900.htm>

Portuguese company is looking for manufacturers of 3 and 4 wheels electric vehicles. Besides three wheeled vehicles this company is also specifically looking for 3 4 wheeled vehicles for golf courses and city cargo. They are also looking for 2 and 4 person city and neighbourhood EV's.

Singapore - Study on the Impact of Electric Vehicle Chargin

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/268580.htm>

Singapore Power will be studying the impact of electric vehicle (EV) charging on the electricity grid over the next two years. On 1 March 2012, the energy utility group launched EVs@SP, its EV technology development initiative to ensure the reliability of electricity supply before the mass arrival of EVs. Singapore Power's key partners are research agency A*STAR and Renault.

Under EVs@SP, SP PowerGrid will sign two MOUs to provide the framework that will flesh out the research details. These are:

- Campus for Research and technological Enterprise (Technology University of Munich) to develop innovative technologies and future transportation concepts related to EVs:
- Power Automation and Siemens on smart grid integration for EV charging.

To facilitate the testing and evaluation of the threshold levels as well as the impact of EVs integration on the power grid, Singapore will deploy three electric Renault Kangoo vehicles to collect the necessary data. The cars will complement the test-bedding project led by the multi-agency EV Taskforce.

Switzerland – Exhaust Gas Roller Test Bench

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/271440.htm>

A federal Institute is looking to purchase an exhaust gas roller test bench for testing diesel; gas; bio-diesel; ethanol; bio-gas; or hydrogen operated vehicles. The temperature ranges should be between 0 – 30 °C and 0 – 80°F. Response deadline: 09/04/2012

Trinidad & Tobago – Buses

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/276040.htm>

Opportunity to bid for the supply of 100 buses for the Public Transport Services Corporation.

Tenders are invited for the supply and delivery of 100 buses for the Public Transport Services Corporation PHASE 1.

They must be:

- right hand drive,
- air conditioned,
- GPS compatible,
- and powered by Compressed Natural Gas (CNG).

Vietnam - Two Towbar Aircraft Tractors

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/281543.htm>

An airport corporation is inviting bids to provide two towbar aircraft tractors for an international airport.

All bids must be accompanied by a bid security equal to USD 35,400 (thirty five thousand and four hundred USD dollars), or EUR 24,500 (twenty four thousand and five hundred Euro) or 735,500,000 VND (seven hundred thirty five million Vietnamese dong).

Deadline: 9 May, 2012 at 9.00am (local time).

UK agent for French lubricants and greases

A French manufacturer of lubricants and greases is looking for reliable business partner in the UK to distribute their products. They already export to a few countries in Europe but not in the UK and are ready to do whatever it takes to find a long term UK partner.

Accor Lubrifiants (www.accor-lubrifiants.com) was founded in 1983 and is one of Europe's largest independent oil blenders. Specialising in the manufacturing of high performance lubricants for the automotive and heavy truck sectors as well as agricultural and industrial sectors including:

- Petrol or diesel engine oils for automotive and trucks
- 2 or 4 stroke motor oils
- Gear and transmission oils
- Multi-purposes oils for agriculture machines
- Hydraulic oils
- As well as additional side products: greases, antifreezes, screen washes, brake fluids...

Licensed by the American Petroleum Institute (API) for meeting performance specifications and with the latest ISO 9001 certification.

They also take part in international racing events such as 24 hours Le Mans, 12 hours of Sebring, and have manufacturer OEM approvals (Renault, Volvo, MAN...)

They have an in-house laboratory where all our products (bases + additives + manufactured products) are tested to make sure they comply with the most stringent tolerance levels of quality and consistency.

Datasheets can be downloaded from: www.accor-lubrifiants.com/documents/LEXICON_RANGE_ACCOR.pdf

Accor catalogue can be downloaded from: www.accor-lubrifiants.com/documents/CATALOGUE_ACCOR_2010.pdf

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World Trade Organisation Notifications



Here are the outlines of the additional WTO Notifications that have been published since the last edition of the International Bulletin. For a full list of automotive updates go to www.smmmt.co.uk/international or contact dcroxson@smmmt.co.uk

USA

G/TBT/N/USA/668/Add.1

26 March 2012

In December 2011, NHTSA published a notice of proposed rulemaking (NPRM) that addressed safety issues arising from increasing variations of keyless ignition controls, and the operation of those controls. We received a petition from the Alliance of Automobile Manufacturers requesting an extension of the comment period. The petitioner argued that additional time was needed to review information that was placed in the docket late in the comment period. After considering the petition, we are extending the comment period by 10 days, from 12 March 2012 to 22 March 2012.

DATES: The comment period for the proposed rule published 12 December 2011, at 76 FR 77183, is extended. Comments must be received on or before 22 March 2012.

URL: <http://www.gpo.gov/fdsys/pkg/FR-2012-03-15/html/2012-6269.htm>

EUROPEAN UNION

G/TBT/N/EEC/364/Add.1

2 March 2012

The European Union would like to inform the WTO Members that Directive 2011/72/EU of the European Parliament and of the Council amending Directive 2000/25/EC as regards the provisions for tractors placed on the market under the flexibility scheme was adopted on 14 September 2011 and published in the Official Journal of the EU L 246 on 23 September 2011.

The text of the directive is available on the EU-TBT website in English, French and Spanish: <http://ec.europa.eu/enterprise/tbt/>

USA

G/TBT/N/USA/132/Add.4

2 March 2012

This final rule amends the Federal motor vehicle safety standard for child restraint systems to expand its applicability to child restraints sold for children weighing up to 36 kilograms (kg) (80 pounds (lb)). This rule also amends the standard to incorporate use of a Hybrid III 10-year-old child test dummy (HIII-10C), weighing 35 kg (78 lb), in compliance tests of child restraints newly subject to the standard. In a companion document published elsewhere in this issue of the Federal Register, NHTSA is adding specifications and qualification requirements for the HIII-10C to our regulation for anthropomorphic test devices. This rulemaking establishes performance and other requirements for child restraint systems heretofore not regulated by a safety standard, i.e., child restraints manufactured for children weighing 65 to 80 lb.

DATES: This final rule is effective 27 February 2014. The incorporation by reference of certain publications listed in the standard is approved by the Director of the Federal Register as of 27 February 2014. If you wish to petition for reconsideration of this rule, your petition must be received by 12 April 2012.

FULL TEXT URL <http://www.gpo.gov/fdsys/pkg/FR-2012-02-27/html/2012-4134.htm>

USA

G/TBT/N/USA/132/Add.3

2 March 2012

This final rule establishes regulations setting forth specifications and qualification requirements for a Hybrid III 10-year-old size child test dummy (HIII-10C). In a companion document published elsewhere in this issue of the Federal Register, NHTSA is adopting use of the dummy to test child restraints recommended for children weighing more than 65 pounds (lb) for compliance with the Federal motor vehicle safety standard for child restraint systems. The HIII-10C dummy enables NHTSA to assess the performance of child restraint systems in restraining children in the 8- to 12-year-old age range.

DATES: Effective date: 27 April 2012. The incorporation by reference of the publications listed in the rule has been approved by the Director of the Federal Register as of 27 April 2012.

If you wish to petition for reconsideration of this rule, your petition must be received by 12 April 2012.

FULL TEXT URL <http://www.gpo.gov/fdsys/pkg/FR-2012-02-27/html/2012-4129.htm>

EUROPEAN UNION

G/TBT/N/EEC/365/Add.1

2 March 2012

The European Union would like to inform the WTO Members that Directive 2011/87/EU of the European Parliament and of the Council amending Directive 2000/25/EC as regards the application of emission stages for narrow-track tractors was adopted on 16 November 2011 and published in the Official Journal of the EU L 301 on 18 November 2011.

The text of the directive is available on the EU-TBT website in English, French and Spanish: <http://ec.europa.eu/enterprise/tbt/>

JCC Customs Information Papers



CUSTOMS INFORMATION PAPER (12) 16

Removal of two defunct CHIEF Freight Locations

This CIP is to provide advance notice of the removal of the following CHIEF Freight Location Codes which will be deleted from CHIEF two weeks after publication of this CIP:

FOL – Folkestone

CFL – Channel Fixed Link

CUSTOMS INFORMATION PAPER (12) 10

Import Control System (ICS) safety and security – reminder of requirements for all courier traffic

The requirement to lodge an entry summary declaration (ENS) became mandatory across all Member States with effect from 1st January 2011.

As publicised in [CIP \(10\) 74](#) the EU Commission agreed to a period of leniency to enable businesses to fully test their systems using live data without fear of financial penalties. [CIP \(11\) 16](#) updated the EU position extending the period of grace to 30th June 2011. [CIP \(11\) 54](#) advised that the Import Control System (ICS) period of grace ended in the UK at midnight 30 June 2011. Carriers and / or their third party representatives therefore **must** ensure that they are fully compliant with **all** EU ICS regulations, including accurate completion of ENS data (as detailed in Regulation 2454/93 Annexe 30A) and conformance with the appropriate time limits. This Customs Information Paper (CIP) is being published as a reminder to all operators and carriers of courier traffic of their legal obligations and requirements for this industry sector.

CUSTOMS INFORMATION PAPER (12) 09

Import Account taken at an Excise Warehouse

Relevant for importers and import agents who declare third country excise goods for entry into an excise warehouse. Following a review of the policy on the examination of third country excise goods, the need for the Additional Information statement IRQ0C has been removed. The tariff will be amended in due course.

Hands across the seas – its rude to use the gesture in...

- A. *Mediterranean region, Russia, Brazil, Turkey*
- C. *Britain, Australia, New Zealand, Malta*
- E. *Japan*
- F. *Japan*
- G. *Greece and Turkey*
- H. *Mediterranean: Bali*
- I. *Mediterranean: Malta and Italy*
- J. *Greece*
- K. *USA*
- L. *Australia: Greece*
- O. *Greece*

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