

International Bulletin

August 2012

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Editorial

David Croxson

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



Let the FX dealers and Vatman help pay for your holiday!

I know you are all experienced travellers and I hope that business has been so good you will be able to enjoy a few days of well-earned rest and relaxation on holiday. But with the holiday season now upon us we can all do with a bit more cash in our bank account so I thought I would just write a timely reminder about two things we often overlook: exchanging foreign currency and recovering VAT paid in Europe – there's still just time before the end of September!

Anyone purchasing travel money should shop around and compare foreign currency rates. But remember, the majority of online comparison sites often have a commercial relationship with the exchange providers. "When is the best time to buy currency?" The simple answer is that there's no way of knowing but an unplanned purchase will inevitably cost you dear so my quick checklist is below. Yes I know you know – but how often do you actually follow the advice yourself – so tick them off below and if you can't tick them off – you should tick yourself off because it's a hidden cost you could avoid by taking the right action?

1. Shop online to get the best deal. Often provided with guarantees of the best price or the difference refunded.
2. Take a mix of cash and a prepaid travel money card. Foreign currency cards enable you to lock in your exchange rate at the time of loading and are separate from your bank account, which protects against theft or fraud.
3. Be aware of hidden credit or debit card charges on overseas usage – not just when drawing cash but also when buying goods or services and that cash withdrawal interest rates are particularly high.
4. Avoid exchanging currency in your hotel or at the airport departure lounge - if you do leave it to the last minute or after your arrival, look for a reputable bureau to change your money.
5. Don't lose out on exchanging leftover currency. Many organisations will lock in rates for your residual currency at the same rate you purchased it, commission free.
6. If you only have large notes, try to break one when you arrive and before you get into the taxi from the airport, so you have smaller notes and coins on hand for incidentals tipping or taxis, who will not accept large denominations – or if they do will not have change!
7. Some countries restrict the amount of currency in or out of the country, while others don't permit you to take any at all. Check before departure.

SMMT has teamed up with Caxton FX, a leading foreign exchange and international payment provider, to offer members financially beneficial customised currency solutions. Click the below image to sign up for a card that works around the world, no ATM charges, no fees, the lowest rates, easy transfers and host of other benefits. SMMT recommends this product for automotive companies doing international business either in Europe or around the world.



Key benefits of a Caxton FX account for SMMT members include:

- Highly competitive currency exchange rates. No commission fee or transaction fee. Preloaded debit card for staff travelling overseas – no charge on ATM withdrawals abroad. Caxton FX will waive the £15 admin charge for SMMT members.
- Tailored currency reports, daily and weekly currency and market trends analysis and monthly summary report – free for SMMT members only..

And finally, are you sure you are recovering all the VAT you are entitled to recover from EU visits. SMMT has also teamed up with VATit who provide an excellent VAT recovery service – so you can be away sipping pina colodas whilst they are recovering paid VAT on your behalf!

With the process for reclaiming tax being quite complex, foreign tax is often left unclaimed. SMMT is offering our members a service that will help you recover VAT you have already paid with zero risk. **Your business can submit claims up until 28 September 2012 to reclaim VAT expenses incurred abroad during 2011 (1 January – 31 December 2011).** **You may be able to recover VAT paid in EU outside UK for:**

Hotel accommodation, Employee meals, Tradeshows & exhibitions, Conferences research expenses, Telecommunication charges, Entertainment, Car rental, Fuel, Transportation professional fees, Training courses, Management & consultancy fees, Rental & storage costs.

For more information on VATit visit their website at www.vatit.co.uk. We strongly advise that you submit your claims, if through VATit and a new client, before the end of August to assist VATit processing at short notice.

So there's two money saving tips and here's me now signing off, wishing you all a happy holiday season and looking forward to you joining SMMT International on our new programme which we are currently finalising and will shortly be publishing to help you to discover more overseas markets, events and opportunities.

Bonne route, bon voyage, bonnes vacances, mes amis, au revoir ! I'm off to France!! (you can tell Sarah Thevenet is away herself on holiday this week)

Key Dates



SMMT International Group Meetings

2012 Dates

Customs & Tariffs Working Group:

Wednesday 26 September

Tuesday 4 December

Design Engineering Group:

25 September

November TBC

International Business Group:

November TBC

Personal Export Sales Group:

Tuesday 27 November

Book Now!

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

The 2012 Global Commercial Vehicle Seminar in Hannover on China. Germany, 20 September 2012

The seminar is now open for online registration and will be held at 13:00-18:00 on September 20, 2012 in Meeting Room 13/14 at the Convention Center during the upcoming 64th IAA Commercial Vehicles Show. It will be co-organized by China National Automotive International Corporation (CNAICO) and Zhongguo Qiche Bao (China Automotive News). The theme of the half-day seminar will be: "China's Commercial Vehicle Market in the Age of Globalization." This will also be CBU/CAR's 3rd Annual International Heavy-Duty and Commercial Vehicle Conference.

The annual gathering will be a good networking opportunity for multinational and Chinese executives during the world's largest commercial vehicle trade event in 2012. Simultaneous interpretation in English and Chinese will be provided. Online registration link: <http://www.chinaautoreview.com/register/ConferenceRegister.aspx?ID=44>



SMMT supported event

14th International One-on-One Forum - Automotive Suppliers Germany, 17 – 18 September 2012

Location: Schloss Montfort, Langenargen, Germany

Contact: Sarah Thevenet | sthevenet@smmt.co.uk | 0207 3449260

SMMT is supporting UK participants at this event by offering to fund 50% of the €410 registration fee for a limited number of early applicants.

Bayern Innovativ GmbH is organising the 14th BAIKA One-on-One Forum for automotive manufacturers and suppliers. This platform offers tailor-made opportunities for new business relations and is considered as one of the worldwide leading matchmaking-events. On 17th and 18th of September, more than 200 companies and institutes from 25 countries are expected in Langenargen. In total more than 1,000 One-on-One business meetings will be arranged. This year's focus of the impulse setting presentations are the activities of the German automotive industry in the USA and the current situation of the automotive industry in Southeast Asia. The event will particularly appeal to companies already in Germany for Automechanika Frankfurt, which finishes on 16 September.

Register here: <http://bayern-innovativ.de/One-on-One2012en> (deadline 15 August)



SMMT supported event

Novi, Michigan: Engine Expo Novi 2012

USA, 23 - 25 October 2012

www.engine-expo.com/usa

[Click here](#) to view the UKTI mission plan for this event

Contact: Pat Shaw | pshaw@smmt.co.uk | 020 7344 9260

North America's dedicated international trade fair for automotive powertrain design, production, components, and technology.

The drive to achieve reduced emissions and increased fuel economy, combined with radical changes in the auto industry, are creating huge opportunities in the powertrain sector. EngineExpo has been launched at the Suburban Collection Showplace, formerly known as Rock Financial Showplace, Novi, Michigan, USA.

Staged at the same time as Automotive Testing Expo, where many of the world's leading engine test equipment companies will also be exhibiting, Engine Expo Novi will create an environment for evaluating new components and products, meeting the industry, consolidating existing business relationships and keeping up with the latest concepts and ideas.

If you are a supplier of powertrain components, materials, systems, engines, services, or developmental technologies looking to do business with North American automotive OEMs, this event could be for you.

Forum

Situated right in the heart of Engine Expo, the Open Technology Forum is FREE to attend and features the latest technologies, concepts, and business-related presentations from many of the world's leading experts in powertrain design, development, manufacture, logistics, and marketing.

Topics likely to include: • Emissions reduction • Downsizing • Hybrid powertrains • Alternative fuels • Engine testing • Component materials and surface treatment • Super/turbocharging • Transmissions

Electric & Hybrid Technologies Pavilion

As electric and hybrid technologies move closer to center stage, Engine Expo Novi will offer an opportunity to the alternative powertrain community by hosting the Electric & Hybrid Pavilion. The pavilion is supported by the magazine "Electric & Hybrid Vehicle Technology". Centrally located within Engine Expo, the pavilion will enable its exhibitors to reach an audience of key developmental personnel from major OEMs and Tier 1 system suppliers, as well as from the independent electric, hybrid, and fuel cell-propelled vehicle manufacturers.

Contact: Pat Shaw | pshaw@smmt.co.uk | 020 7344 9260

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SMMT supported event

Automechanika Buenos Aires
Argentina, 14 – 17 November 2012

www.automechanika.com.ar/english

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

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.



SMMT supported event

Automechanika Shanghai
China, 11 - 14 December 2012

Web: <http://www.mshk-emo.com/service/esearch/ams/news.php?lang=en>

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

SMMT is 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 and booking your space. For more information:



SMMT supported event

13th Symposium on International Automotive Technology and SIAT Expo India, NEW
DATES: 9 - 12 January 2013, Pune

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

With the theme of "Towards Safer, Cleaner and Quieter World", SIAT 2013 will serve as a global forum for exchange of ideas and brainstorming, focusing on recent advances in different automotive areas, such as Safety, Emissions, Noise, Alternative Fuels, Electronics, Structural Evaluation, Vehicle Engineering, Materials, etc. The First call for papers has recently been issued and it invites professionals, engineers and academicians to present their work in the field of automotive technology.

SMMT in association with UKTI is working together to take a group of UK Companies to exhibit at SIAT 2013. If you are interested in participating, please contact Sarah Thevenet.



SMMT supported event

Automechanika New Delhi
India, 7-10 February 2013

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

SMMT is considering taking a UK Delegation to exhibit at the first Automechanika New Delhi show in February next year. Messe Frankfurt has worked with ACMA for the first time to launch the latest addition to the Automechanika trade shows they are running over the globe. If you are interested in exhibiting at the show, please contact Sarah Thevenet.

UK Events



International Events held in the UK

Notices

China Visa Applications to the UK Must Be Made Online

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 all UK visa applications from China should be completed using the online application system on website.

Join the British Business Club

The British Business Club is a valuable resource available to help you make the most of business networking and activity around the London 2012 Olympic and Paralympic Games and other major sports events.

As the UK prepares to host the greatest show on earth in 2012, with tremendous economic benefit and a lasting legacy, businesses across the world are looking to capitalise on new opportunities and connections.

The British Business Club helps members navigate events relevant to their sector and creates an environment to increase their opportunity to meet and engage with potential business partners during the Games.

An online, one-stop shop, the British Business Club brings you up-to-date details of networking events, business activity, news and potential partners, boosting the opportunities for UK companies to make beneficial international business connections.

Members can showcase their business capability, expertise and know-how by creating an online profile, allowing them to connect with business partners worldwide.

Membership of the British Business Club is free. You can join wherever you are based in the world.

As well as connecting members and providing up-to-date information of business networking activity, the British Business Club enables members to promote relevant business events. Plus members will benefit from exclusive offers, including London hotel discounts.

Don't miss out. Get connected now to a world of business networking opportunities. Get in the fast lane – register now at: www.britishbusinessclub.org
 Further information on <http://www.ukba.homeoffice.gov.uk/>.

UKTI International Exchange at LCV2012

<http://www.smmmt.co.uk/2012/08/ukti-announces-international-business-exchange-event-at-lcv2012>

UK Trade and Investment (UKTI) is hosting an *International Business Exchange* at this year's [Cenex Low Carbon Vehicle Event](#) (LCV2012) on 5 and 6 September at Millbrook Proving Ground to help UK automotive companies access overseas business opportunities and succeed at an international level.

Business Networking at Bosch Motorsport Open Day

Thursday 13 September
 09:30 - 15:30 (including networking lunch)
 MIRA Technology Park, Nuneaton

MIA Members Bosch are opening their new premises in the MIRA technology Park. To celebrate they are hosting an open day, and series of seminars, solely focused on motorsport.

The open day presents an opportunity for MIA Members to meet other non-members, as well as guests from Bosch's own extensive and powerful motorsport network. The day is free to attend and includes expert technical seminars, click link for more.

http://www.the-mia.com/events_diary.cfm/flag/2/e_id/707

UK Trade & Investment London - Forthcoming Events

www.ukti.gov.uk/london

Global Business Summit on UK Advanced Engineering

14 August, 08:00 – 12:15, Wolverhampton University, WV1 1LY

Web: http://www.ukti.gov.uk/pt_pt/uktihome/event/328501.html?null

Free Event

Contact: Patrick McCarron | 0121 607 1751 | p.mccarron@wmchambers.co.uk

A seminar and networking event designed to highlight the developing business opportunities for those within the Advanced Engineering sector and the regional specialists which could support the growth of your business in international markets.

The Power of Export Documents

27 September 2012, 09:00 – 16:30

Venue: TVC Slough, 467 Malton Avenue, SLOUGH, Berkshire, SL1 4QU

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Price: £500.00 + £100.00 VAT = £600.00

Address: Thames Valley Chamber Training, 467 Malton Ave, Slough, Berkshire, SL1 4QU
Please login to the website to book onto an event. If you have any problems, call on 01753 870500.

This course helps you to identify the key documents and to understand their mechanics and completion. At the end of the course you will be able to identify the appropriate documents for any given export transaction and to explain their proper distribution. You will understand the importance and function of the main export documents and improve the selection and distribution of the paperwork in your organisation. The outcome will be improved export success, smoother movement of goods through Customs and effective payment.

Customs Procedures for Importers and Exporters

9 November 2012, 09:00 – 16.30

Venue: TVC Slough, 467 Malton Avenue, SLOUGH, Berkshire, SL1 4QU

Price: £500.00 + £100.00 VAT = £600.00

Address: Thames Valley Chamber Training, 467 Malton Ave, Slough, Berkshire, SL1 4QU
Please login to the website to book onto an event. If you have any problems, call us on 01753 870500.

This course explains, in simple terms, the documentation and procedures required for the international movement of goods. It also identifies the different obligations that arise when goods move across the ever-enlarging territory of the European Union. The course is appropriate for anyone who wishes to understand the mysterious world of Customs, Excise and VAT as it affects the international trader.

UK Trade & Investment London – Forthcoming Market Visits

www.ukti.gov.uk/london

A Multi-Sector Market Visit to Turkey

8-12 October 2012

Join our multi-sector market visit to Turkey in October 2012 (Istanbul, Ankara and Izmir). Please contact [Paolo Di Brina](#) (London) and [Hema Savani](#) (South East) for more information.

A Multi-Sector Market Visit to Singapore (option to visit Malaysia and Indonesia)

8 - 12 October 2012

Join our market visit for companies looking to export to the UK's largest trading partner in South-East Asia and one of the largest export markets outside Europe. Please contact [Hema Savani](#) for more information.

A Multi-Sector Market Visit to Brazil**15-19 October 2012, Sao Paulo and Rio de Janeiro, Brazil**

Explore the business opportunities in the high growth market of [Brazil](#) with our market visit to Sao Paulo and Rio de Janeiro.

A Multi-Sector Market Visit to Cuba**4 - 9 November 2012**

This market visit for companies interested in exploring the business opportunities in Cuba will also participate in the Havana International Fair 2012 (FIHAV). Please contact [Hema Savani](#) for more information.

A Multi-Sector Market Visit to Japan & Korea**11 - 16 November 2012**

Japan and South Korea are Asia's 2nd and 4th largest economies and both offer a wealth of opportunities for UK businesses. Please contact [Hema Savani](#) for more information

A Multi-Sector Market Visit to China & Taiwan (Beijing, Shanghai and Taipei)**17 - 28 November 2012**

An opportunity for new & experienced British companies to the region to understand the cultural and business issues and challenges of these dynamic markets. Please contact [Hema Savani](#) for more information.

Trade Events



International events held abroad

UKTI Promoted Events

Performance Racing Industry Show**USA 29 November – 1 December 2012 Orlando Georgia USA**

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

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

Advanced Engineering sector in Japan**Market Review**

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

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.

Other Events (Listed by country)

Below is a selection of key automotive events in the next 12 months. For an even more extensive range of events visit: www.biztradeshows.com/automotive

Australian Aftermarket Expo

11 – 13 April 2013

Sydney

<http://www.aftermarketexpo.com.au>

The Australian Auto Aftermarket Expo and co-located Collision Repair Expo held at the Melbourne Exhibition Centre from 12 to 14 May exceeded expectations by attracting 12,625 trade visitors to the largest aftermarket trade show held in the Victorian capital.

Most of the 10,000 people who registered as Australian Auto Aftermarket Expo visitors were also educated and entertained by the co-located Collision Repair Expo.

There are separate organising committees responsible for the two Expos (one representing the aftermarket accessories, equipment and parts sector, and the other representing the collision repair industry) and both Expos are co-ordinated for the industry by the Australian Automotive Aftermarket Association (AAAA).

AAAA Executive Director Stuart Charity said the organising committees praised both industry sectors for their extraordinary support of the trade shows. "The 2011 Expos set attendance records - 20% up on the Melbourne Expos in 2007 and 50% up on the Sydney Expos in 2009. The 12,625 attendance figure for the 2011 Expos is remarkable when you realise that there are only an estimated 15,000 aftermarket mechanical and collision repair workshops in the whole of Australia," he said.

Attracting over 10,000 visitors from the automotive industry, the Expo showcases 1000s of automotive aftermarket and spare parts, accessories, tools and equipment from the industry's leading companies and brands.



SMMT supported event

Automechanika Buenos Aires

Argentina, 14 – 17 November 2012

www.automechanika.com.ar/english

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

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. TAP grants available to eligible companies.

China International Auto Parts Expo (CIAPE)

China, 26 - 28 October 2012

Web: www.iapechina.com

Contact: Sarah Thevenet | sthevenet@smtt.co.uk | 020 7344 9233

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.

China, FISITA 2012 World Automotive Congress & Exhibition

27 – 29 November 2012, Beijing

Automobiles and Mobility in a Low Carbon Economy – China and the World

The Society of Automotive Engineers of China (SAE-China) is hosting the 34th FISITA 2012 World Automotive Congress in Beijing.

FISITA is composed by Societies of Automotive Engineers in 37 countries around the world. The biennial FISITA World Automotive Congress is recognized as the leading international forum for the exchanges of knowledge in all areas of automotive technologies, attracting thousands of engineers, scientists and executives in the global automotive industry. For more information:

Contact: Jason Liu | **E-mail:** ly@sae-china.org | Tel: +86-10-6334 5865



SMMT supported event

Automechanika Shanghai

China, 11 - 14 December 2012

Web: <http://www.mshk-emo.com/service/eseach/ams/news.php?lang=en>

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

SMMT is 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 and booking your space.



SMMT supported event

Dubai, 11-13 June 2013

Automechanika Middle East

<http://www.automechanikame.com>

SMMT will again be taking a group of companies to exhibit on a UK pavilion.

Automechanika Middle East 2012 presented over **1,300** exhibitors from over 55 countries spread over 9 halls. With an increase of **21%** in space over the last edition; the exhibition is proud to receive the support of 32 international trade associations and the presence of **22** official country pavilions.

Contact: David Croxson | dcroxson@smtt.co.uk | 0207 3449230

Egypt Transpotech**22 – 25 November 2012****Web:** http://www.ifg-eg.com/transpo_tech/about-egypt.html

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

Germany - International B2B Events for Automotive Suppliers during AUTOMECHANIKA 2012**12 – 14 September 2012****Web:** <http://www.b2match.eu/automechanika2012>

Contact: Dr Margarete Kessler | **E-mail:** margarete.kessler@hessen-agentur.de | **Tel:** 0049 611 950178473

The b2b events, organized by HA Hessen Agentur GmbH, the Automotive Cluster RheinMainNeckar, FrankfurtRheinMain GmbH and the Enterprise Europe Network, are a convenient and effective opportunity for automotive suppliers to meet potential business and technology partners for b2b talks.

The agenda offers a variety of possibilities to make interesting business contacts and to come to know about the German and about foreign markets.

Registration deadline: 2 August 2012

**SMMT supported event*****Germany, 4-6 June 2013******Global Automotive Component Supplier Expo (GACSE) Stuttgart***

<http://www.globalautomotivecomponentsandsuppliersexpo.com/>

SMMT plans to return for a second year at GACSE with a prominent UK pavilion (which you can view on the [GACSE homepage](#)). The 2012 expo provided visitors with a unique opportunity to forge relationships with leading companies as well as new players from all around the world. With exhibits from approximately 60 countries. The automotive components and is held alongside Engine Expo, Automotive Interiors Expo and Vehicle Dynamics Expo, making **Global Automotive Components and Suppliers Expo** one of the largest, most comprehensive exhibitions dedicated to vehicle technologies.

Contact: David Croxson | dcroxson@smm.co.uk | 0207 3449230

Germany, [64th IAA Commercial Vehicles Show](#) Hannover**20 – 27 September 2012**

Commercial Vehicles (International Motor Show) is the world's most comprehensive show for the whole industry, With 2412,500 visitors 1,751 exhibitors from 42 countries, the IAA 2010 was the commercial vehicle edition with the second highest number of exhibitors ever. which makes it the international platform for all those who develop, manufacture or use commercial vehicles

If you have particular interest in the China CV market, n addition to the usual exhibits, the 2012 Global Commercial Vehicle Seminar on China is now open for online registration.

The seminar will be held at 13:00-18:00 on September 20, 2012 in Meeting Room 13/14 at the Convention Center during the upcoming 64th IAA Commercial Vehicles Show.

It will be co-organized by China National Automotive International Corporation (CNAICO) and Zhongguo Qiche Bao (China Automotive News). The theme of the half-day seminar will be: "China's Commercial Vehicle Market in the Age of Globalization."

This will also be CBU/CAR's 3rd Annual International Heavy-Duty and Commercial Vehicle Conference.

The following is the list of invited speakers (in alphabetical order):

- Esculier, Jacques, Chairman & CEO, WABCO Holdings
- Harborn, Mats, Executive Director, Scania China
- Huang, Gary, President, Dongfeng Commercial Vehicle Co.
- Labat, Eric, President, Volvo Trucks Greater China
- Li, Dakai, Chairman, Shaanxi Fast Auto Drive Group
- Liu, Hanru, Chairman, CAMC
- Mathyssek, Roman, Head of Global Truck Research/Advisory, IHS Automotive
- Pang, Qingnian, Chairman, Young Man Automobile Manufacturing Co., Ltd.
- Renschler, Andreas, Member of the Board of Management & CEO, Daimler Trucks
- Siver, Darrin, Vice President, PACCAR Inc.
- Tan, Xuguang, Chairman, Weichai Power
- Wang Jiang'an, Chairman, Anhui Ankai Automobile Co., Ltd
- Wang, Ning, General Manager, IVECO China
- Wang, Wenbing, Vice President, Yutong Group
- Wu, Yuejun, President & CEO, Beijing Foton Daimler Automotive Co., Ltd
- Wu, Zhiqiang, Chairman, Guangdong Fuwa Engineering Manufacturing Co., Ltd.
- Zhu, Samuel, Vice President, Xiamen King Long United Automotive Industry Co

The annual gathering will be a good networking opportunity for multinational and Chinese executives during the world's largest commercial vehicle trade event in 2012. Online registration is now available at

<http://www.chinaautoreview.com/register/ConferenceRegister.aspx?ID=44>



SMMT supported event

Italy: 22 - 26 May 2013

Autopromotec 2013, Bologna

http://www.autopromotec.it/index_en.php

Autopromotec, held every two years in Bologna, Italy, is the most specialised international trade show for automotive equipment and aftermarket products. Sectors include quality spare parts, tyres and accessories, garage equipment and tooling, body & repair products, car wash equipment and diagnostics. SMMT took a successful delegation to the last event and are hoping for similar success in 2013.

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>

Japan, International Auto After market Expo.

13-15 March 2013

<http://www.auto-mobi-expo.jp>

The 11th International Auto After market EXPO 2013 is to be held at the Tokyo Big Sight. Organised by The International Auto Aftermarket Expo Steering Committee and supported by a wide range of Japanese trade associations and Government agencies including Ministry Of Economy, Trade and Industry, JAMA and JETRO.

It features exhibitors of auto parts, car trading and distribution, maintenance and repair, car detailing, safety and security, business proposal and support, eco-related, promotional tools and signs etc..

Japan

JSAE Automotive Engineering Expo 2013,

Yokohama

Since its inauguration in 1992, the Automotive Engineering Exposition has been held annually at PACIFICO YOKOHAMA along with the Technical Paper Presentation. In recent years, we welcome as many as **400 exhibitors** which range from four/two-wheel automobile manufacturers to auto-parts/material suppliers, system component suppliers, testing/measurement equipment makers, IT/software companies and associations/organizations related to automotive industry. Ride and drive activities have also proved very popular.

Korea

KOAA Show Seol

14 -15 November 2013

http://www.koashow.com/english/infocenter/notice_view.php?TT=1&no=335&page=1

KOAA Show is the largest exhibition for auto parts and automotive-related industries in Korea. Organized by the Automotive Industry Globalization Foundation (AIN Global Foundation), KOTRA and SAE International, the event brings together a large number of

international participants and buyers from across the world. Korea Autoparts & Auto-related Industries Show will demonstrate an extensive range of auto products, including auto-electronic, car care products for the car owners, as well as interior and exterior products.

***Libya, Tripoli: The 5th International Motor Show of Libya (IMSOL)
19 - 23 November 2012***

<http://www.motorshow.ly>

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:

***Mexico: Expo Manufacturing 2013
Monterrey
5- 7 February 2013***

Expo Manufacturing is the leading multi-sectoral exhibition and business forum in northern Mexico, offering a showcase for specialised tools, machinery, materials, processes and business solutions in the assembly, engineering and metal-working industries.

It is expected to attract more than 300 international and domestic exhibitors and over 9,000 professional visitors.

UKTI will be taking a stand at the exhibition, where UK companies will be able to display literature and information material. Up to 200 leaflets, or two small/medium-sized boxes, can be accommodated, and these can be sent, free of charge, through the internal UKTI network. The stand can also serve as a meeting point for potential customers.

The cost for this service is only £390 (+ VAT), and can be booked through the UKTI Overseas Market Introduction Service (OMIS). The deadline for applications is 15 December 2012.

Further information can be obtained from :

Ms Alejandra Rodriguez

Trade & Investment Officer

British Consulate Monterrey

Tel +52 81 8356 5359 Email arodrigues@ukconsulate.org

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

Web: <http://mims.ru/?lang=en-GB>

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

***South Africa: SAAW
10- 13 October 2012***

Web: <http://www.saaw.co.za>

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 Johanasberg
8-11 May 2013
<http://www.automechanikasa.co.za/>

2009 exceeded all expectations. More than 400 companies put on indoor and outdoor displays that covered a gross display area of 18,500m², making it the biggest inaugural Automechanika aftermarket trade fair since the brand went global 13 years ago.

Parts and systems, accessories and tuning, repair and maintenance, IT and Tuning, Safari and off-road vehicles.



SMMT supported event

Spain
Electric Vehicle Symposium 27 (EVS27)
Barcelona. November 2013

The World Electric Vehicle Symposium and Exposition (EVS) series, organized by the World Electric Vehicle Association (WEVA), 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.

Contact: Pat Shaw E-mail: pshaw@smtt.co.uk Tel: 020 7344 9260

Sudan: Khartoum Auto Show
29 September- 2 October 2012
Web: <http://khartoumautoshow.com/>

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

www.cnrotomotiv.com

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.



SMMT supported event

Turkey, Automechanika Istanbul 2013

7 -11 April 2013

Web: <http://automechanika-istanbul-tr.messefrankfurt.com/istanbul/en/besucher/willkommen.html>

International Trade Fair for Automotive Manufacturing, Distribution and Repair

Bringing the major players in the Turkish and European industries together, this fair has become a meeting point, for Turkey as well as for the surrounding regions. More than 800 automotive market related companies from Turkey, Europe and the surrounding countries cover 20.000 square meters with their products and services.

SMMT is plans to apply for TAP grants for this event and to take a group of exhibitors to be part of a UK pavilion.

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

USA AAPEX Las Vegas

30 October– 1 November 2012

<http://www.aapexshow.com/aapex2012/public/enter.aspx>

The Automotive Aftermarket Products Expo (AAPEX) represents the \$395 billion global motor vehicle aftermarket. More than 128,000 professionals from around the globe participate in Automotive Aftermarket Industry Week in Las Vegas, Nevada. AAPEX is your connection to automotive aftermarket industry leaders and innovators all in one place. Automotive parts wholesale distributors, retailers, service chains, jobbers and service professionals attend AAPEX. These buyers represent billions of dollars in buying power.



SMMT supported event

USA Novi, Michigan: Engine Expo Novi 2012
23 - 25 October 2012

<http://www.engine-expo.com/usa>

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

North America's dedicated international trade fair for automotive powertrain design, production, components, and technology. Staged at the same time as Automotive Testing Expo This event is for supplier of powertrain components, materials, systems, engines, services, or developmental technologies looking to do business with North American automotive OEMs. It will also include an Open Technology Forum.

Electric & Hybrid Technologies Pavilion

Engine Expo Novi will host the Electric & Hybrid Pavilion. The pavilion will enable its exhibitors to reach an audience of key developmental personnel from major OEMs and Tier 1 system suppliers, as well as from the independent electric, hybrid, and fuel cell-propelled vehicle manufacturers.

Trade Support Initiatives

Helping you do business



[Click here](#) to view regular selection of trade support initiatives.

New: Translation, interpreter and voiceover service with technical and automotive experience. Clients include including Aston Martin, Rolls Royce and Bentley:

<http://www.andiamo.co.uk/>

Contact: lucinda.cherry@andiamo.co.uk

[Click here](#) to view the range of UKTI funding and support services.

Emerging markets round-up



Argentina: Auto production & exports down y-o-y in June

Thursday, July 05, 2012, AutomotiveWorld.com

Automotive production in Argentina plummeted 34.4% year-on-year in June 2012 to 52,983 vehicles.

Brazil: Vehicles sales to peak in 2015

Monday, July 16, 2012, AutomotiveWorld.com

Brazil's total vehicle market is expected to reach 3.77 million units in 2012, and rise to a peak of 4.29 million units in 2015.

Light vehicle sales in Brazil rose 4.6% to 3.52 million units in 2011, the eighth year of increase but the slowest rate of growth during that time. The slowdown primarily reflected a fall in economic growth to 2.7% from 7.5% in 2010 but there were also sector-specific factors at play including reduced availability of finance for car loans. The outlook for Brazil's GDP growth in 2012 has been steadily deteriorating and, all other things being equal, this would lead to an expected decline in light vehicle sales for the year. However, recent government action to reduce some vehicle taxes and boost vehicle finance availability is specifically targeted at boosting demand. The currently high rate of auto finance defaults is a concern and the moves to boost availability could be storing trouble for the future.

According to *Automotive World's* [Sales Forecast: Brazil's new vehicle market - prospects to 2016](#) report, the light vehicle market is forecast to reach 3.59 million units

in 2012, rising to its next peak of 4.08 million units in 2015 as GDP growth recovers to above 4%.

Heavy commercial vehicle demand, meanwhile, is expected to fall by 14% this year to 178,000 units. Beyond 2012, a return to growth is anticipated, buoyed by economic growth, in general, and, in particular, infrastructure spending, which will be substantial. The market is forecast to reach a cyclical peak of 212,000 units in 2015.

The report above examines the Brazilian passenger and commercial vehicle markets in 2011, with a forecast to 2016. Further details can be found by clicking the link above.

Published on Monday, July 16, 2012

Brazil: Auto production down 9.4% in H1 of 2012

Friday, July 06, 2012, AutomotiveWorld.com

Automotive production in Brazil, including trucks and buses, declined 9.4% in the first half of 2012 to 1.55 million units. According to the Brazilian Motor Vehicle Manufacturers Association

China: CAAM maintains 2012 sales growth forecast

Thursday, July 26, 2012, AutomotiveWorld.com

The China Association of Automobile Manufacturers (CAAM) expects new vehicle sales in China to increase by 8% compared with 2011, to reach around 20 million units in 2012

China: China BAK, FAWER to collaborate on EV batteries

Thursday, July 26, 2012, AutomotiveWorld.com

The lithium-ion cell supplier China BAK Battery, says its Shenzhen-based subsidiary has entered into a cooperation programme to develop EV battery modules with input from FAWER Automotive Parts

China: MIIT announces policies targeting failing OEMs

Thursday, July 26, 2012, AutomotiveWorld.com

China's Ministry of Industry and Information Technology (MIIT) has recently announced new policies aimed at ailing automotive manufacturers

China: Bus sales up 2% year-on-year in June

Wednesday, July 25, 2012, AutomotiveWorld.com

Bus sales in China rose 2% year-on-year in June 2012, up to 42,500 units. This figure was also an improvement compared with May 2012, by 14.3%.

China: Diesel engine sales up 3.7% in June

Friday, July 20, 2012, AutomotiveWorld.com

China's automotive industry accounted for sales of 1,466,759 automotive diesel engines in June 2012. Engine sales were up 3.7% compared with what the industry posted in June 2011

China: Industry posts significant rise in H1 exports

Monday, July 23, 2012, AutomotiveWorld.com

In the first half of 2012, the number of cars exported by the Chinese automotive industry increased 28% compared with the January-June 2011 period, to reach 487,900 units

China: Auto financing seen entering "golden era"

Thursday, July 19, 2012, AutomotiveWorld.com

According to a number of analysts, the potential for vehicle sales growth in China driven by increased availability of auto financing is enormous

China: BFDA JV to build US\$166m truck engine plant

Thursday, July 19, 2012, AutomotiveWorld.com

With joint truck production now under way, Beijing Foton Daimler Automotive (BFDA), the joint venture of Daimler AG and the Chinese truck manufacturer Foton, will begin building a new engine plant

China: 50%+ local brands to go in 3-5 years

Tuesday, July 17, 2012, AutomotiveWorld.com

The number of Chinese brands on the market in China is expected to halve in the coming three to five years, according to Automotive News China

China: Passenger car sales up 16% in June

Thursday, July 12, 2012, AutomotiveWorld.com

Passenger car sales in China increased 16% year-on-year in June to 1.28 million units, according to data from the China Association of Automobile Manufacturers

China: Dongfeng forecasts 60-70% H1 profit fall

Thursday, July 12, 2012, AutomotiveWorld.com

The state news agency Xinhua reported on 12 July that Dongfeng Automobile Co had filed a statement to the Shanghai Stock Exchange warning of a 60-70% year-on-year fall in its first-half profits result

China: 2012 Auto Industry Development Report released

Tuesday, July 10, 2012, AutomotiveWorld.com

On 9 July the Xinhua news agency reported the release of the 2012 Chinese Auto Industry Development Report, the fifth such report since 2008

China: FAW-VW in government talks for Wuhan plant

Tuesday, July 10, 2012, AutomotiveWorld.com

The FAW-Volkswagen joint venture is reportedly holding talks for a new plant in Wuhan in China's Hubei Province.

Czech Republic: Skoda sets June sales record

Friday, July 13, 2012, AutomotiveWorld.com

Skoda set a new June sales record last month with 87,400 global customer deliveries, compared to 81,300 in June 2011. June also marked the second-best monthly figure on record.

Czech Republic: Car segment buoys June auto market*Thursday, July 05, 2012, AutomotiveWorld.com*

The passenger car segment continued to buoy the Czech Republic's automotive market in June.

India: Renault working on 800cc small car - report*Wednesday, August 01, 2012, AutomotiveWorld.com*

French vehicle manufacturer Renault is reported to be working on an entry-level small car, to enter a segment which comprises around 40-45% of India's car market.

India: Ashok Leyland to enter 3 JVs in as many months*Monday, July 30, 2012, AutomotiveWorld.com*

Indian commercial vehicles manufacturer Ashok Leyland is set to enter into three overseas joint ventures in the next two-to-three months

India: Luxury cars to post lowest growth in 10 years*Monday, July 30, 2012, AutomotiveWorld.com*

The Indian luxury car market in 2012 is expected to post its slowest year-on-year growth rate in ten years.

India: AMW to launch luxury bus in fiscal Q4*Monday, July 23, 2012, AutomotiveWorld.com*

Indian heavy commercial vehicles manufacturer Asia MotorWorks (AMW) expects to launch its first luxury bus in the fourth quarter of fiscal year 2012-13.

India: Toyota to start engine production in August*Monday, July 23, 2012, AutomotiveWorld.com*

Toyota's joint venture in India, Toyota Kirloskar Motor, plans to commence engine production at its new facility in the southern Indian city of Bangalore, in August 2012.

India: June car sales up due to low base effect*Monday, July 16, 2012, AutomotiveWorld.com*

Passenger car sales in India improved year-on-year in June 2012, despite tough market conditions. A total of 155,763 new cars were sold in the domestic market last month, compared with 143,851 units

India: Volvo Eicher secures order for 1,019 bus chassis*Friday, July 06, 2012, AutomotiveWorld.com*

Volvo Eicher Commercial Vehicles (VECV), an equal joint venture between Volvo Group and Eicher Motors, has received an order for 1,019 Eicher 20.15 BS III bus chassis from the Gujarat State

Indonesia: New car sales set record in June*Wednesday, July 18, 2012, AutomotiveWorld.com*

New passenger car sales in Indonesia reached a monthly record of 101,743 units, according to the Indonesian Automotive Industry Association (Gaikindo). Compared with car sales of 70,154 units

Indonesia: Tax cut planned for hybrids

Thursday, July 05, 2012, AutomotiveWorld.com

The Jakarta Globe reported on 4 July that a regulation due to be submitted to Indonesia's President by the Industry Minister M.S. Hidayat in the next six weeks would reduce taxes and duties on imported hybrids.

Lebanon: W Motors 'hyper car' start-up launched

Monday, July 16, 2012, AutomotiveWorld.com

The Middle Eastern news site AmelInfo has reported that a start-up called W Motors s.a.l. was officially launched at a 'high end' ceremony in Beirut on 11 July

Malaysia: Hybrid car sales reach 6,209 units in H1

Friday, July 27, 2012, AutomotiveWorld.com

Figures published by the Malaysian Automotive Association (MAA) reveal that a total of 6,209 hybrid vehicles were sold in Malaysia in the first half of 2012.

Malaysia: CV market seen expanding 4.6% in 2012

Monday, July 23, 2012, AutomotiveWorld.com

The Malaysian Automotive Association (MAA) expects commercial vehicle sales in the country to rise to 68,000 units in 2012. This would mean an increase of 4.6%

Malaysia: Car market up marginally in H1 of 2012

Friday, July 20, 2012, AutomotiveWorld.com

New car sales in Malaysia in the first half of 2012 increased 1.3% to 301,224 units. This compared with sales of 297,203 cars in the January-June 2011 period

Myanmar: New Japanese buses to be imported through JV

Tuesday, July 17, 2012, AutomotiveWorld.com

Myanmar (Burma) will import 3,000 new buses from Japan in 2012, under a joint initiative between several Japanese vehicle manufacturers and the country's Ministry of Transportation.

Philippines: June sees local auto market expand 25%

Wednesday, July 18, 2012, AutomotiveWorld.com

New vehicle sales in the Philippines rose 25% year-on-year to 13,697 units in June 2012 the Chamber of Automotive Manufacturers of the Philippines (CAMPI) reports.

Russia: CV segments report growth in H1

Monday, July 16, 2012, AutomotiveWorld.com

Light commercial vehicles, medium- and heavy-duty trucks, and buses, all reported year-on-year sales improvements in the January-June 2012 period.

Singapore: Mayton Automotive to develop EV

Monday, July 16, 2012, AutomotiveWorld.com

ChannelNews Asia and others have reported that the Singaporean company Mayton Automotive intends to invest US\$10m over the coming five years in electric vehicle development and testing facilities

Slovakia: Auto sales continue to decline in June

Tuesday, July 17, 2012, AutomotiveWorld.com

Both passenger car and light commercial vehicle segments in Slovakia posted year-on-year declines in registrations in June, resulting in an overall drop in light vehicle numbers.

South Africa: 2012 light vehicle sales to rise 7-8%

Friday, July 06, 2012, AutomotiveWorld.com

Light vehicle sales in South Africa are expected to rise 7-8% this year, following growth of 15.9% in 2011, according to *Automotive World's* [Sales Forecast: South Africa's new vehicle market – prospects to 2016](#)

South Africa: Optimal Energy EV start-up closes

Thursday, July 05, 2012, AutomotiveWorld.com

Optimal Energy, the South African developer of the Joule battery-electric car prototype shown at the 2010 Geneva motor show, is closing, the firm said in a statement issued at the beginning of July.

Thailand: Sales up 75.7% in June

Wednesday, July 18, 2012, AutomotiveWorld.com

Sales of new passenger cars and trucks in Thailand improved 75.7% year-on-year in June 2012 to 123,471 vehicles.

Uruguay: BYD to supply up to 500 electric buses

Friday, July 20, 2012, AutomotiveWorld.com

José Mujica, the President of Uruguay, and the Chinese battery, bus and car maker BYD, CTS Auto S.A., and Buquebus officials have signed a contract to begin bringing BYD GreenCity electric buses into Uruguay.

US: US files WTO complaint over China tariffs

Thursday, July 05, 2012, AutomotiveWorld.com

The US government is filing an unfair trade complaint with the World Trade Organization regarding China's recent automotive import tariffs, Reuters reports.

Vietnam: Combined automotive sales down 43% in June

Wednesday, July 18, 2012, AutomotiveWorld.com

Combined new vehicle sales in Vietnam plummeted 43% year-on-year to 6,444 units in June. This figure was also down month-on-month, by 4.6% compared with May 2012.

International Business Opportunities

To register for early direct access business opportunities, visit the UKTI website <http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive.html>

Archive [here](#)

Canada – Right Hand Drive Vehicle Windows

<http://www.ukti.gov.uk/uktihome/businessopportunity/339780.html>

A Canadian Government corporation will conduct negotiations with manufacturers of automotive power windows

Most motor vehicles in Canada are left hand drive. This requirement is for a large government corporation utilizing special purpose right hand drive vehicles for deliveries. The window must utilize the existing glass (approximate weight of 18 lbs) and fit the door unit (approximate cavity dimensions 29"H x 33"W x 1.25"D). The retrofit window regulator and 12 volt motor must be rated at 250,000 minimum cycles. The electrical connections between the vehicle and the power window must use a separate fused circuit. The power window must only function with the door in the closed and latched position.

Dominican Republic - Vehicle Spare Parts for Heavy Machinery

<http://www.ukti.gov.uk/uktihome/businessopportunity/333341.html>

Government tender for vehicle parts, tires, batteries, and belts for agriculture equipment

A Ministry in the Dominican Republic is looking for British manufacturers and exporters of vehicle spare parts for heavy machinery (agriculture and construction equipment, and trucks). These spare parts required are tires, batteries and belts. The main interest is coming from Dominican businesses that are interested in purchasing these products from British exporters.

France – Replacement Parts for Brunswick Mercury HB Engines

<http://www.ukti.gov.uk/uktihome/businessopportunity/347760.html>

The French Ministry of Defence has released a tender for the supply of replacement parts for Brunswick Mercury HB engines for their land forces for a four year period.

The estimated value is between 10,000 and 110,000 EUR (Exc. VAT) over the four years. The closing date for responding to the tender is 4th September 2012 by 15.00.

France - Manufacturer of Exhaust Systems for the Motorsport Sector

<http://www.ukti.gov.uk/uktihome/businessopportunity/343940.html>

French motorsport car manufacturer looking to engage with exhaust system manufacturers.

French motorsport car manufacturer looking to engage with exhaust system manufacturers. The successful partner will be producing in small batches (rather than mass produced) and have the ability to work with CAD digital material.

Specific information about the products required will be provided directly from the car manufacturer.

France – Protective Devices for Police Vehicle Windows

<http://www.ukti.gov.uk/uktihome/businessopportunity/340360.html>

A government tender for the supply of protective devices for police vehicle windows for a two-year period.

The tender is divided into five batches:

Batch 1: Plastic glass Security windshield (250 items).

Estimated value: between 150 000 EUR and 500 000 EUR (Exc. VAT)

Batch 2: Polycarbonate windshields (50 items minimum)

Estimated value: between 25 000 EUR and 150 000 EUR (Exc. VAT)

Batch 3: Flat polycarbonate thermally moulded picture windows

Estimated value: 239 000 EUR (Exc. VAT)

Batch 4: Security film for tempered glass windows

Estimated value: 70 000 EUR (Exc. VAT)

Batch 5: Plastic glass lateral and rear windows

Estimated value: 50 000 EUR (Exc. VAT)

Germany – Trading with Germany (Automotive)

<http://www.ukti.gov.uk/uktihome/event/343540.html>

Your opportunity to meet with a UK Trade & Investment Commercial Officer from

Germany on 7th September 2012. The West Midlands will be hosting a visit from Dr Astrid Ritter-Heinrich a Senior International Trade Adviser from Germany who specialises within the Automotive sector. As part of her visit there will be the opportunity for local businesses to meet to discuss the wealth of opportunities within the Germany market for businesses across the West Midlands.

Date: 07/09/2012 - 07/09/2012 Start/End Time: 9:00 - 16:00

Registration Open: 24/07/2012 Registration Cut Off: 07/09/2012

Event Organiser: UKTI West Midlands

Location: Birmingham Chamber of Commerce , 75 Harborne Road, Birmingham , B15 3DH, West Midlands, United Kingdom

Main Contact: Patrick McCarron

Tel: 0121 607 1751

Email: p.mccarron@wmchambers.co.uk

To register your interest or for further information

Contact: Jessica Taylor

T: 0121 607 1845

E: j.taylor@uktiwm.co.uk

Hong Kong – Multi-Purpose Cars

<http://www.ukti.gov.uk/uktihome/businessopportunity/346140.html>

Tender for the provision of hiring multi-purpose cars (self-drive) by various Government departments on a 36-month contract.

36-month contract(s) commencing from 1 January 2013 or the date of acceptance, whichever is the later.

Hong Kong – Supply of Fuel Oil for Vehicles, Vessels and Machinery

<http://www.ukti.gov.uk/uktihome/businessopportunity/350560.html>

Tender: Various Government departments are tendering for the supply of one lot of fuel oil for vehicles, vessels and machinery on a 24-month contract.

The unleaded petrol and Euro V diesel under acquisition are required by various government bureaux/ departments, Hospital Authority and Hong Kong society for rehabilitation for use on the vehicles , vessels/speed boats and machinery. A 24-month contract will effect from 15.1.2013 or the date of acceptance whichever is the later.

Hong Kong – Automotive Production Machineries and Components Required

<http://www.ukti.gov.uk/uktihome/businessopportunity/336800.html>

A leading Hong Kong based industrial group with network of offices in Greater China, is looking for 1) Suppliers of Machinery for OE and 2) Manufacturers of components to OE.

Description: This Hong Kong based industrial group is looking for high-end technology for the automotive production industry, primarily for use in China. The group has sales and service staff experienced in these industry sectors and also have existing customer based to leverage upon. The group has been approached by its customers for automotive production machineries and automotive components for OE or manufacturers of components to OE, eg: engine parts, nuts and bolts, etc

Please send details of your company including your company website.

Hong Kong – Branded Automotive Aftermarket Products

<http://www.ukti.gov.uk/uktihome/businessopportunity/336820.html>

A leading Hong Kong based industrial group with network of offices in Greater China, is looking for UK companies to supply established branded automotive aftermarket products, e.g.: batteries, wipers, engine oil etc.

This Hong Kong based industrial group has sales and service staff experienced in these industry sectors and also have an existing customer base to leverage upon. The group has been approached by its customers for established branded automotive aftermarket products.

Please send details of your company including your company website.

Hong Kong – Medium Sized Buses

<http://www.ukti.gov.uk/uktihome/businessopportunity/330520.html>

Tender: The Logistics Department is tendering for the supply of 25 units medium buses for various Government departments on a 15-month contract.

Delivery of the vehicles is required to be made on or before the last working day of the 8-month period from the date of the order.

India - Design & Production Technology for Cabins for Off-Highway Vehicles

<http://www.ukti.gov.uk/uktihome/businessopportunity/342580.html>

An Indian company, which is a Tier I component supplier to off-highway and automotive, is interested in acquiring design and production capability for off-highway vehicle cabins.

The company is an existing supplier of counter weights and large assemblies to an off-highway/earth moving equipment manufacturer, based in Europe.

They are looking for a tie-in with a UK based body in white (BIW)/sheet metal assembly manufacturer which can support them with design and production technology.

They have been assured an additional business once they develop these capabilities. The company's director will be visiting UK shortly to meet potential partners to initiate discussions. They would like to work directly with technology providers, rather than third party contacts.

The company has requested UKTI to prepare a list of potential partners from the UK who show interest in working with them. Once the list is ready the company will do an initial due diligence and will request UKTI to make introductions as appropriate.

India - Driving Simulator with Motion Platform

<http://www.ukti.gov.uk/uktihome/businessopportunity/338380.html>

A local organisation would like to procure a driving simulator with motion platform for the training of lorry drivers.

The driving simulator should have these characteristics:

- The equipment should incorporate the state-of-the-art technology and should be capable of operating in all types of climatic conditions prevailing in this country.
- Major Sub-Systems: (i) Driver Stations - (Qty 2) (with motion platform affording at least six degrees of freedom/movement). (ii) Interactive Instructor's Station – (Qty 1).
- Driver Stations: The driver's mock up compartment mounted on a motion platform including instrument panel conforming to the driving compartment of a 5/7.5 Ton lorry.

India - Luxury Car Dealerships Within India

<http://www.ukti.gov.uk/uktihome/businessopportunity/336460.html>

A large European luxury car manufacturer would like to make contact with UK car dealerships to set-up dealerships in India to retail Mercedes cars made in India.

A European company is keen to make contact with UK luxury car dealerships, who are keen to set-up in India to retail Mercedes cars made in India for the Indian market.

Pakistan - Emergency Ambulances with Fabrication and Equipment

<http://www.ukti.gov.uk/uktihome/businessopportunity/348520.html>

A local Government owned organization running Emergency Services in the province looking to procure 112 Nos. Emergency Rescue Cardiac Ambulance on free delivery to consignee's end basis.

A provincial Government's reputed rescue services looking to procure 112 Nos. Emergency Ambulances on urgent basis. The organization established in 2004 and is now operational in all Districts of Punjab. This organization includes Emergency Ambulance, Rescue & Fire Services and community safety programme. A good competitive bidder can also get some substantial future business with this organization.

Pakistan - Bus Rapid Transit System

<http://www.ukti.gov.uk/uktihome/businessopportunity/336140.html>

Construction, operation, maintenance and development of Bus Rapid Transit System.

Opportunity to participate in the infrastructure development of Pakistan. Mass Transportation has been identified as a key area requiring significant development. Currently a feasibility study funded by ADB is underway for the implementation of a Bus Rapid Transit Project and the local authority is seeking companies, preferably in the form of a consortia, to submit EOI's.

Philippines - Electric Tricycles

<http://www.ukti.gov.uk/uktihome/businessopportunity/347660.html>

Invitation for prequalification for the supply and delivery of electric tricycles (ADB).

Philippines government department invites firms for prequalification for the supply and delivery of E-Trikes (electric tricycles).

Phase 1 is to supply 5,000 units of e-trikes:

- Lot 1 (Region IV-B): 1,500 units
- Lot 2 (Region III): 1,000 units
- Lot 3 (National Capital Region): 1,000 units
- Lot 4 (National Capital Region): 1,000 units
- Lot 5 (Region VI): 500 units

The contracts will be financed by the Asian Development Bank (ADB), Clean Technology Fund (CTF), and the Government of the Philippines. The eligibility rules and procedures of ADB will govern the prequalification and the bidding process.

Poland - Heavy Truck

<http://www.ukti.gov.uk/uktihome/businessopportunity/336340.html>

The Forest Transport Centre of the State Treasury National Forest Holding has announced a tender for the delivery of 1 brand new truck.

The Forest Transport Centre of the State Treasury National Forest Holding has announced a tender for the delivery of 1 brand new truck with the left hand drive including:

- an L-type hydraulic crane,
- flat platform and 1 semitrailer for transporting stacked and logged wood

CPV: 34134100, 34144750
 Bid Bond: PLN 20,000.00
 Tender Value: PLN 900 000, 000 + 23 % VAT
 Tender Number: 2012/S 121-200759
 Language To Respond In: Polish

Poland - Trolleybus System Project

<http://www.ukti.gov.uk/uktihome/businessopportunity/348400.html>

Opportunity for the UK companies to build a new trolleybus system in one of the Polish Cities.

City of Lublin has announced a tender for a construction of a new trolleybus system. The order includes:

- construction of trolleybus traction and power supply
- conversion of street lighting
- securing the existing technical infrastructure
- providing a temporary traffic scheme
- surveyors service

CPV: 45231000. Value of the tender: over EUR 20 000 000,00.

Russia - System Suppliers for Russian High-Performance Car Manufacturer

<http://www.ukti.gov.uk/uktihome/businessopportunity/331700.html>

Component partner required by high-performance car-manufacturer looking to launch new model.

A high-performance car-manufacturer is looking for a right partner for development and production the following components:

1. Welded steel car frame. NB: the drawing of a current frame will be provided upon request. A need for a company with relevant experience in manufacturing of welded steel constructions for automotive applications with volumes up to 500pcs. annually.
2. Exhaust system. Exhaust design is not yet finalized; a company with low volume production is needed for providing design and production technical solutions.
3. Cooling system. A complete cooling system design is required by the supplier for this project.

The company was established back to 2007 and currently entering the European market with its first model. The 2-seated mid-engine supercharged car represents latest technical know-how and the advanced design. Expected annual volume is 500 cars a year. SOP is planned for 2013.

Serbia – Belgrade Bus Renewal Programme

<http://www.ukti.gov.uk/uktihome/businessopportunity/347280.html>

Consultancy services for restructuring of public transport company and modernisation of fleet.

The EBRD is considering providing a senior loan of up to €65 million to Belgrade's bus company for the modernisation of part of its bus fleet. The project would include the purchase of 280 low-floor articulated (18 metre) buses and 120 Compressed Natural Gas ("CNG") single (12 meter) buses. The Bank's loan will part-finance GSP's bus

modernisation programme, which is expected to be co-financed by the City of Belgrade, GSP, and/or other commercial bank loans.

The project forms part of the Bank's Integrated Approach, which calls for an increase in "the capacity and standards of public transport services as an alternative to car usage and to provide an overall balanced approach to mobility". The transition impact of this specific project will be achieved through:

1. The successful restructuring of a public transport company.
2. Improved Framework and Regulatory Approach to the Public Service Contract.
3. Demonstration of New Ways of Finance through the introduction of Carbon Emission Monetisation.

UKTI@ LCV 2012 (Automotive)

<http://www.ukti.gov.uk/uktihome/event/344420.html>

Opportunity to meet major international vehicle manufacturers and Tier 1 companies seeking UK R&D and technology partners as well as UKTI CCommercial officers from around the world.

Date: 05/09/2012 - 06/09/2012

Registration Open: 25/07/2012

Registration Cut Off: 05/09 Event Organiser: UKTI / CENEX

Location: Millbrook Proving Ground, Bedford, All, United Kingdom

Main Contact: Alison Hawkins

Tel: +44 (0)121 767 3242

Email: alison.hawkins@necgroup.co.uk

USA – Diesel Emission Reduction Technology

<http://www.ukti.gov.uk/uktihome/businessopportunity/346500.html>

Vendors are currently being sought to retrofit a large vehicle fleet with emission control technologies.

Large organisation is seeking a vendor to provide and install emission control retrofits to a large fleet of vehicles as well as other stationary emission sources.

Hong Kong – Large Saloon Cars

<http://www.ukti.gov.uk/uktihome/businessopportunity/346160.html>

Tender for the provision of supplying large saloon cars to various Government departments.

The vehicles under requisition are procured for various Government Bureaux and Departments for conveyance of senior staff and guests. Delivery of the vehicles is required to be made on or before the last working day of the 6-month period from the date of the order.

World Trade Organisation Notifications



KINGDOM OF SAUDI ARABIA

G/TBT/N/SAU/429

31 July 2012

This part specifies a method of measuring the smoke emitted by the engines of agricultural tractors operating at a steady speed.

KINGDOM OF SAUDI ARABIA

G/TBT/N/SAU/428

31 July 2012

This part establishes uniform test methods and specifies environmental procedures and requirements for the inflator assemblies of airbag modules in road vehicles.

KINGDOM OF SAUDI ARABIA

G/TBT/N/SAU/427

31 July 2012

This part establishes uniform test methods and specifies environmental procedures and requirements for airbag modules in road vehicles.

KINGDOM OF SAUDI ARABIA

G/TBT/N/SAU/426

31 July 2012

This part establishes a terminology for the components of airbag modules in road vehicles, for use in reference to test methods, environmental test procedures and requirements for these components.

USA

G/TBT/N/USA/705/Add.1

19 July 2012

Announcement of public hearing On 23 May 2012, NHTSA published a notice of proposed rulemaking (NPRM) to require the installation of electronic stability control (ESC) systems on truck tractors and large buses. NHTSA is announcing a public hearing to provide an opportunity for the public to present oral testimony regarding the proposal. The oral testimony provided at the public hearing will be transcribed and placed in the docket for this rulemaking.

NEW ZEALAND

G/TBT/N/NZL/61

10 July 2012

New Zealand Ministry of Transport is revising the 2007 Vehicle Exhaust Emissions Rule. This amendment will incorporate updated minimum standards for new vehicles, and in particular will introduce Euro 5 for light vehicles and the equivalent Australian Design Rule (ADR) on the same date as it will be introduced in Australia. The Amendment also updates acceptable minimum standards for new vehicles built to standards from United States of America and Japan. It will continue existing minimum standards for used vehicles, pending a review in 2014. The proposed new emission standards are internationally recognised and accepted in the motor manufacturing industry.

USA**G/TBT/N/USA/715**

2 July 2012

NHTSA is issuing this NPRM as part of the agency's on-going effort to harmonize vehicle safety standards under the Economic Commission for Europe 1998 Agreement. Following a vote in favor of establishing a global technical regulation (GTR) on automotive glazing, we are initiating the process for considering adoption of the GTR. The changes proposed in this NPRM to the Federal motor vehicle safety standard on glazing materials would better harmonize U.S. regulatory requirements with those of other industrialized countries, by modernizing the test procedures for tempered glass, laminated glass, and glass-plastic glazing used in front and rear windshields and side windows.

We believe that most of the changes in this proposal would constitute minor amendments that would harmonize differing measurements and performance requirements for similar test procedures. Many of the tests in the GTR are substantially similar to tests currently included in Federal Motor Vehicle Safety Standard No. 205. We believe that the most significant improvements proposed in the GTR include an upgraded fragmentation test designed to better test the tempering of curved tempered glass, and a new procedure for testing an optical property of the windshield at the angle of installation, to better reflect real world driving conditions than the current procedure used in Standard No. 205. Comments are requested on whether these and the other provisions of the GTR are suited for adoption into the Federal glazing standard.

JCC Customs Information Papers & Newsletter updates



CUSTOMS INFORMATION PAPER (12) 38

Inward Processing and Processing under Customs Control using a simplified authorisation - New Form (C99) for Bill of Discharge

Relevant to All businesses using Inward Processing (IP) and Processing Under Customs Control (PCC) using a simplified authorisation. The Bill of Discharge forms (C99 for IP and C112 for PCC) will be replaced on the HMRC website by a new amalgamated form (named the C99). The new form should be completed electronically and then printed and sent to National Import Reliefs Unit (NIRU) when due. The new C99 form will be available on the HMRC website from 1 August 2012.

CUSTOMS INFORMATION PAPER (12) 37

EU Council Regulation 509/2012 – Enhanced Syria Sanctions.

Relevant to Exporters, shipping agents, freight forwarders exporting goods either directly or indirectly to Syria. Start of additional restrictive measures against Syria, prohibiting the export of certain dual use goods, luxury goods and prior authorisation process for dual use goods which may be used for internal repression. Effective immediate.

CUSTOMS INFORMATION PAPER (12) 36

AEO - EU/USA Mutual Recognition Decision

Publication of new EU Guidelines

Relevant to all Authorised Economic Operators (AEOs) and businesses interested in applying for AEO status.

CIPs 10/81 and 11/51 explained the introduction of an AEO Mutual Recognition Agreement between the EU and Japan. This CIP covers the completion of a further Mutual Recognition Decision between the EU and United States of America (USA) and also covers the publication of new EU AEO Guidelines.

CUSTOMS INFORMATION PAPER (12) 35

Update to Customs Information Paper (12) 31: Extension of the Common Transit Procedure to Croatia and Turkey

Relevant to all those involved in the movement of goods under Community/common transit (CT) or TIR

1. Delay in the accession of Turkey to the Convention on a Common Transit Procedure. The European Commission recently announced that the accession of Turkey to the Convention will not take place on 1 July due to technical problems.
2. Upgrade to the NCTS trader test system.

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