



International Bulletin February 2011

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Editorial



**David Croxson,
Head of International, SMMT**

How professional is your company at shipping goods?

All of us engaged in getting goods into and out of the UK face an ever-increasing administrative burden dealing with the intricacies of, and frequent changes that result from, the array of custom regulations, contract and shipping laws, terminology, documentation and practices that can often baffle and cause much head scratching - or even worse, result in missed shipments delay and penalty costs or fines.

Your shipping team is carrying out complex tasks on which you and your customers rely heavily. Ensuring they have the necessary knowledge and skills to effectively and confidently deal with intricate issues is vital to your business success.

The regular SMMT Customs and Tariff Working Group (CTWG) and International Business Group (IBG) meetings (see below for dates) are great networking opportunities to come together with fellow international trade practitioners and colleagues in the SMMT International Department who can provide your team with excellent sources of information, guidance and advice to supplement their own

information searches, networks and experience.

It is better, however, to recognise that international trade practitioners are professionals in their own right and that appropriate selective and specific professional training will provide the theoretical skill and knowledge to bolster practical experience to deal with all the many complexities and intricacies of getting goods from a to b with confidence.

I have recently met Ms. Lesley Batchelor, Director General of The Institute for Export, the UK professional membership body representing and supporting the interests of everyone involved in importing, exporting and international trade. Lesley reminded me about their world-renowned suite of qualifications and training which covers everything an importer or exporter needs to know on haulage, dangerous goods labelling and shipping; international trade and contract law; import / export processes; insurance and payment options and much more.

The really important news I gained from my recent meeting, however, is that government also recognises the importance of professional training for international

trade practitioners. They have introduced an apprentice training scheme which currently benefits from very generous funding which all of our members can readily access and, unusually for an 'apprenticeship', the eligible age range extends from 16 to 64 years!

The apprenticeship funding covers study up to NVQ Level three and can go on to higher qualifications over time. The training follows a curriculum leading to a variety of professional qualifications including Certified International Trade Adviser, Certificate and/or Diploma in International Trade, which can result in graduate membership of the Institute of Export- (IoE).

We would not think of employing an engineer, production manager, accountant or purchasing manager that had not followed a formal training process with a professionally examined qualification. However, when it comes to the actual shipping of the goods, where delays and inaccuracies can remove profit in the deal in an instant, we seldom take the time and effort to ensure that the trade practitioners in our customs, freight, logistics teams have the formal training they need.

There is no longer any excuse – up until the end of March 2011, the cost of training under the IoE Apprenticeship Scheme with

The Institute of Export is 100% subsidised by the government with NO COST WHATSOEVER to the company.

The IoE has sophisticated, tried and tested remote training and online training course packages so you will not even have to lose your staff attending day release college-based lessons.

My recommendation: **apply now**, before the available funding is allocated to others.

Please contact 01394 458504 for further information and for an application form. The Institute will contact you to arrange a visit to discuss your requirements further.

Once enrolled, a training needs analysis will result in an individual learning plan within established timescales that allows for learning and support to achieve an NVQ (National Vocational Qualification at either level two or three.

Further information:
<http://www.export.org.uk/>

Or dcroxson@smtt.co.uk

Key dates

SMMT Group meetings

Customs and Tariffs working Group:

Wednesday 23 March, 2011
Wednesday 22 June, 2011
Wednesday 7 September, 2011
Wednesday 7 December 2011

International Business Group:

Tuesday 22 March, 2011
Tuesday 7 July, 2011
Tuesday 29 November, 2011

Personal Export Sales Group:

Friday 17 June, 2011
Friday 9 December, 2011

International Business Group (IBG) CHANGE OF DATE

SMMT's International Business Group (IBG) kicks off its 2011 season on the new date of Tuesday 22 March with a Russian focus. We will be holding this meeting in parallel with a UKTI-sponsored seminar on Russia, thus offering members the opportunity to network with a wider range of contacts and to hear from an expert speaker panel.

The seminar will start at 09.30 and following its conclusion after lunch, IBG members will be able to stay on for our usual round-table discussion and update on other markets.

The event will be held at the BIS Conference Centre, 1 Victoria Street, London SW1H 0ET.

For security reasons, it will be necessary for all attendees to pre-register for the event. If you wish to attend, please notify Pat Shaw via 020 7344 9260, email pshaw@smmt.co.uk, before 15 March.

Industry support initiatives

Apprenticeships for International Trade

The Institute of Export (IoE) has introduced a government backed apprenticeship programme which has funding for developing staff, aged 16-64, up to level three NVQ in international trade.

Individual learning plans are developed for students through a training needs analysis which establishes training goals and timetables. Plans can result in the award of an NVQ at either level two or three. .

The Level two qualifications in international trade and shipping focus on the skills and knowledge needed to operate as a an export or shipping clerk, covering import and export processes, the documentation involved in shipping goods (including bills of lading), finance documentation (documentary letters of credit, bills of exchange, etc.) and systems, INCOTERMS, contract law and international law (including the Carriage Acts) to be able to operate legally, effectively and professionally.

The Level three qualifications are suitable for senior clerks, team leaders and supervisors, who require the knowledge and skills to carry out their responsibilities to deal with complex situations and problems in an appropriate manner and with confidence.

The employer pays nothing but does have to support the student in their study. This scheme is designed to 'up-skill' existing staff and new employment is not a prerequisite.

There is over £100,000 in funding available until the end of March 2011.

Contact: The Apprenticeship Programme Assessment Manager, Tel: +44 (0) 1733 40 44 09

The Institute of Export management training courses

In addition to support for apprenticeships the IoE offers the following Management Speciality courses priced between £354 and £594 are designed for executive personnel within companies. The management specific courses are aimed at the more complex and country-specific tasks you may encounter within your company.

The Legal Environment: A one-day course is designed to give delegates an overview of the legal principles that may impact on an export contract. Businesses need to be aware of the contractual liabilities and obligations that arise out of a contract of sale.

Tariff Classification: Designed for anyone involved in classifying goods for import, export or EU trade statistical purposes. This one day presentation looks at the background to the tariff, the structure of the UK Integrated Tariff of the UK and explains the structure.

Surviving a Customs Audit: A timely course aimed at assisting traders in preparing and planning for Customs Audits. HMRC are putting more responsibilities on traders and intend to run stricter audits with the hope of rating companies as "compliant".

Sourcing from China (other country markets are available also): This one day workshop focuses on helping companies recognise new opportunities for more cost-effective sourcing from China and to understand some of the pitfalls and how these can be negotiated.

Performance Bonds and Guarantees: The Trainer explains the nature and role of the different types of Bonds, Guarantees and Standby Letters of Credit in relation to export tenders and contracts. The program also highlights the problems, risks and hidden costs that could occur.

International Market Research: This one day programme comprehensively addresses the important discipline and practice of export marketing research. It is aimed equally at those just branching out into export markets as well as established exporters developing entry strategies.

Effective Export Business Planning: This two day course increases the effectiveness of any export marketer through the development of a comprehensive and logical business plan. Each key element is examined and discussed in detail and guidance is provided for ongoing application.

Authorised Economic Operator Status (AEO approval): This is a new initiative introduced by Customs Authorities in all member of states of the EC. This full day presentation and workshop explains what the Authorised Economic Operator Status is.

Exporting and the Internet: This one day course aims to explore the opportunities for developing business through the strategic use of the Internet. In particular, it identifies and focuses on the commercial benefits for exporters.

Managing Overseas Agents and Distributors: This one day course is ideal for both experienced delegates and those new to exporting. You'll benefit from a specialist guest presenter with 15 years experience of running European subsidiaries, agents and distributors.

Managing International Distribution Channels: This two day course aims to add value to any export marketer through developing a more effective approach to the identification, appointment and ongoing management of export agents and distributors.

Further information: www.export.org.uk

New government ECGD scheme support for exporters

Four new schemes are being created to help exporters get access to credit and insure themselves against risk. One existing scheme will be extended. The new schemes are:

- Export Enterprise Finance Guarantee Scheme established by the Department for Business, Innovation and Skills, offering export finance valued up to £1m to SMEs.

- ECGD will launch the Export Working Capital Scheme for those not eligible for the Export EFG, offering export finance worth over £1m.
- Bond Support Scheme offered by Export Credits Guarantee Department (ECGD), under which the government will share risk with lending banks on the issue of contract bonds.
- ECGD will support banks offering foreign exchange hedging contracts to small and medium enterprises (SMEs) by sharing credit risk.

In addition, ECGD will extend its existing short term export insurance to cover a broader range of exporters, including SMEs. In March, the Bond Support Scheme will be available from banks and the extended Export Insurance Policy direct from ECGD. The other three measures are each expected to launch in April 2011.

Five new industrial doctorate centres are to be built across the UK to train future engineers.

The government has announced plans for the centres which will provide a valuable boost to the automotive industry. The Engineering and Physical Sciences Research Council (EPSRC) will provide part of the funding, alongside a cash injection from private sector partners.

The University of Warwick is one of five institutions awarded funding for a new centre, and will receive a £10 million cash injection. The cash will help fund research into engineering challenges in advanced manufacturing engineering, focusing on high value, low environmental impact manufacturing. As part of the Warwick Manufacturing Group (WMG) department, the centre will train between six and 10 engineering doctorate students for four years. It is aimed at leading researchers pursuing a career in industry, as well as providing postgraduate engineers with an intensive research programme.

JLR is a major partner in the Warwick project alongside Nikon, IBM, Tata Steel, Motorsport Industry Association, PTC, Oleo, RDM and Siemens.

UKTI Contacts - Automotive sector

UKTI is the UK government's lead organisation for supporting UK companies in overseas business, and for attracting inward investment.: <http://www.ukti.gov.uk>

Ian Lockhart

Head of Sector

Tel : +44 (0)141 228 3654

Email: ian.lockhart@uktradeinvest.gov.uk

Phil Bales

Trade Development Manager

Tel: +44 (0)141 228 3643

Email: phil.bales@uktradeinvest.gov.uk

Automotive Supplier Finder service

SMMT provides a free to user service to find potential UK suppliers. Supplier companies based in the UK can also enter their details on the database register for easy identification and reference by others. www.autosupplierfinder.com

Automotive Specialist Associates

Automotive Specialist Associates is a small team of highly experienced automotive professionals with more than 70 years experience in global Tier one suppliers. They offer affordable support in all aspects of business development, strategic planning and quality systems management. With considerable experience in the global markets, they can provide expertise in advising, market planning, coaching and managing all business development and management systems issues.

Contact: Richard Cooper at A.S.A for an informal discussion.

Telephone: 01582 710307 / 07908 263611 **Email:** asaeurope@btinternet.com

Further investment in low carbon vehicle technology development

The Technology Strategy Board (TSB) is to invest £9 million to support innovations in low carbon vehicle technology and is inviting applications for funding of new collaborative R&D projects and feasibility studies.

The R&D competition, which opens on 7 March 2011, has up to £8 million to invest in highly innovative, industry-led collaborative projects aimed at achieving significant cuts in CO2 for vehicle-centric technologies. Up to £2m will be allocated to projects in each of four technology areas; internal combustion engines, energy storage and energy management, lightweight vehicle and powertrain structures and electric machines and power electronics. Grants will range from £250,000 to £750,000 per project. For full information please visit: www.innovateuk.org/content/competition/highly-innovative-strategic-technologies-in-low-ca.ashx

Through the feasibility studies competition, which also opens on 7 March 2011, the Technology Strategy Board is looking to invest up to £1 million in highly innovative, vehicle centric, industry-led projects targeted at disruptive technology and research that challenges current convention. Each project size is expected to be no larger than £100,000 and up to 75% funding may be available. A further competition aligned to this activity may take place in 2012, creating an opportunity for follow-on funding. The feasibility studies should, therefore, not exceed 12 months in duration.

For full information please visit: www.innovateuk.org/content/competition/disruptive-technologies-in-low-carbon-vehicles-.ashx

Contact: email: competitions@tsb.gov.uk or

Telephone: competitions helpline on 0300 321 4357.

Website: www.innovateuk.org

Trade events

International events held in the UK

2 March 2011

Construction Equipment Business Group Meeting, Birmingham

The Construction Equipment Association is inviting SMMT members to attend for FREE their International Business Group meeting, taking place in Westhaven Worldwide Logistics, Westhaven House, Arleston Way, Shirley, Solihull, West Midlands, B90 4LH on 2 March from 12.30 to 16.30. The keynote speaker will be Tom Thorelli, US lawyer and specialist in assisting overseas business start-ups in the US. The day will also include briefings from key representatives and roundtable discussions on global export markets.

Contact: e-mail joanna@aslnorth.co.uk

10 March 2011

Latin American Investment Forum (LAIF) 2011, London

For the first time, Embassies and Trade and Investment Agencies from over 15 Latin American countries combine efforts to present the most relevant up-to-date views on investment opportunities in infrastructure and renewable energy in the region.

Time and venue: 08:30 - 16:30: The Guildhall, Gresham Street, London EC2

Contact: Alejandro Almazan Zimmerman

Telephone: +44 (0) 207 811 5043

10 March 2011

Mexico Aerospace Industry Conference, London

On March 10, the UK consulate for Mexico will host a seminar on Mexico's Aerospace Industry at the Hilton London Heathrow Airport Hotel. Over 180 aerospace executives attended the conference last year, with the objective of obtaining detailed and privileged information about the current and future conditions and trends of the Maquiladora Industry and offshore manufacturing operations.

Contact: Veronica del Toral, email: mexicoaeronauticalconference@mexico-now.com

Telephone: +52 (0)614 414 8640

15-17 March 2011

SERT (Sustainable, Efficient, Road Transport) 2011

Location: Henry Ford College, Loughborough

SERT 2011 provides a platform to profile UK capability and expertise to an international audience. Through a series of interactive seminars, panel discussions, technology showcases, workshops and site visits, SERT 2011 will address the question of whole-life cycle environmental impact of alternative road transport technologies compared with conventional vehicles. The event will focus on areas such as advanced materials, efficient powertrain, energy storage, power electronics and Intelligent Transport Systems (ITS), and the role they can play in reducing environmental impact.

SERT is part of the Sustainable World 2011 programme. To find out more about the programme for this event and register please contact Alexandra Robinson:

Contact: events@sustainableworld2011.co.uk

Telephone: +44 (0)844 477 7646

21-24 March 2011

UKICE 2011: UK International Composites Exchange

www.ukti.gov.uk/pt_pt/uktihome/event/125699.html?null

- Manchester: Monday 21 March
- Belfast: Hilton Hotel, Tuesday 22 March
- Belfast: ICMAC Conference Centre, Wednesday 23 March
- Bristol: Radisson Blue Hotel, Thursday 24 March

This event provides the opportunity to meet high profile companies from 11 international markets and find out about opportunities in these areas. You can reserve up to four company meetings during each Business Exchange and each meeting will be scheduled to last for 15 minutes. This is your chance to find out about the latest developments in the composites industry by meeting with high profile companies from important international markets. You will be able to discuss future potential collaborations and find out more about the business opportunities in the following overseas markets:

Brazil	Germany	Spain
Canada	India	Switzerland
China	Japan	USA
Denmark	Russia	

Register to attend at www.ukice2011.com where you can also find a list of the UKTI Commercial Officers who will be in attendance and the international companies who will be present.

Contact: Event helpline email: ice@uktieventsteam.com

Telephone: +44 (0)115 947 5666

15-23 March 2011

Russia: Meet Svetlana Bondarko, Senior Trade Adviser Moscow, UKTI

www.ukti.gov.uk/pt_pt/uktihome/event/125544.html?null

Take this opportunity to meet Svetlana Bondarko during March in Loughborough, London or Solihull and find out about developing your business in Russia. Svetlana Bondarko, UK Senior Trade Adviser, Moscow, Russia, is visiting the UK as part of a business development visit. She is interested in meeting UK companies who wish to develop their business in Russia.

She will be available to meet with companies in the Midlands or in London, 15-23 March 2011. She is also attending SERT 2011 in Loughborough. You can sign up to attend SERT 2011 at www.sustainableworld2011.com and meet her at this event. If you are interested in setting up a meeting please contact her directly.

Contact: Svetlana Bondarko email: Svetlana.Bondarko@fco.gov.uk

Telephone: +7 495 956 74 52

22-23 March 2011

Russia: Opportunities in the Russian Automotive Industry

A UKTI event held in both Solihull and London

www.ukti.gov.uk/pt_pt/uktihome/item/125691.html?null

Highlighting opportunities, support and giving delegates the chance to learn from speakers with first hand knowledge of the country and the sector.

22 March - Location: BIS Conference Centre, 1 Victoria Street, London, SW1H 0ET, London

23 March - Location: Corus Hotel, Stratford Road, Shirley, Solihull, B90 4EB, West Midlands

The event will feature presentations covering key issues and challenges for UK companies, entering, operating or expanding in the Russian market and round table discussions with Russia experts and specialists on:

- Russian automotive sector overview
- Opportunities
- Challenges of doing business
- UK Company case study

Expert speakers include:

- Ivan Bonchev - Associate Director, Ernst and Young Transaction Advisory Group, Russia
- Tatyana Arabadzhi - Director for Russian Automotive Market Research and Auto Business Magazine
- Steve Truswell - Russia Trade Development Specialist, Kinetic Cubed
- Svetlana Bondarko - Senior Trade Advisor, Automotive, UKTI Moscow
- UK case study speaker

Contact: Bill Jones on email: bjones@kinetic3.co.uk

Telephone: 07788 917934

30 March 2011

Generating the Hydrogen Fuel Cell Future, Birmingham, UK

Midlands Enterprise Europe invites you to take part in a conference and half-day international brokerage event on March 30th 2011 addressing hydrogen technology and fuel cells. The partnering event will run in parallel to "Generating the Hydrogen and Fuel Cell Society". This partnering event builds on the success of last year's event which facilitated a whole afternoon of one-to-one meetings between industrial, research and public sector organisations from eight countries and enable industrial and research organisations at the conference to benefit from a series of pre-arranged meetings with potential collaborators from across the continent and beyond.

EEN clients from outside the UK will have FREE registration to the conference (normally circa. €160) and a certain number of international clients will receive one night's accommodation FREE of charge (subject to available rooms) at a hotel located on the site. Participants will have access to an international conference with leading edge organisations from across the world. The conference will address both national and international perspectives as well as the latest technological developments in: hydrogen production, storage and distribution, fuel cells for heat and power and transport applications.

Contact: Alex Mauser a.mauser@coventry.ac.uk

Telephone: +44 2476 236236

4-8 April 2011

Swedish Manufacturers Visiting Birmingham

Enterprise Europe Network Midlands together with SMMT, in conjunction with Enterprise Europe Network in Malmo, Sweden, are organising an inward company mission to Birmingham during the 4-8 April 2011.

Enterprise Europe Network (EEN) is the European Commission's official business support organisation that helps small and medium enterprises (SME's) make the most of the European marketplace. Malmo's EEN will be bringing seven Swedish companies, all in the process of streamlining into a 'lean production' mode, to the Birmingham region on 4 April. These companies will be visiting UK businesses in order to share best practice, knowledge and develop collaborative working relationships. Swedish companies visiting Birmingham include:

Bacher BVH AB

Nolato Lövepack

Bengtssons Maskin

Innovation Tech, Scandinavia AB

Konstruktions Bakelit

Nami Lift AB

Tollo Linear

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If you would like to meet with these companies please contact:

Contact: Enterprise Europe Network Midlands email: een@birmingham-chamber.com

Telephone: 0121 607 1895

March-April 2011

London Chamber of Commerce International Events, London

- Tuesday 15 March: Documentary letters of credit
- Monday 21 March: Opportunities in Thailand.
- Thursday 24 March: Appointment and management of agents and distributors
- Thursday 14 April: Customs and excise procedures. How to meet the legal requirements and save money.

Contact: Annabel Fogden Email: afogden@londonchamber.co.uk

Telephone: +44 (0)20 7203 1967

International events held overseas

China: 26 March – 2 April 2011

SMMT & UKTI MANAGED VISIT

Low Carbon Supply Chain Programme (Shenzhen, Guangzhou and Chongqing)

Many Chinese Original Equipment Manufacturers (OEMs) are seeking to establish quality technology component suppliers that deliver excellent quality and value. Research undertaken over the last 18 months by UK Trade and Investment (UKTI) in collaboration with SMMT has identified an opportunity to develop a mutually beneficial low carbon UK/China supply chain. SMMT in conjunction with UKTI are offering UK suppliers an outstanding opportunity to develop collaborative low carbon development partnerships with leading Chinese companies. We have organised a visit to three Chinese OEM companies, with particular interest in low carbon vehicle technology and development and their suppliers.

Contact: Sarah Thevenet, e-mail sthevenet@smtt.co.uk

China: 8-10 September 2011

CIAPE 2011, Beijing

If there is sufficient expression of interest from members the International team is considering organising an exhibitor / visitor mission to the fifth Annual China International Auto Parts Expo (CIAPE 2011) on 8-10 September 2011, in Beijing, China. CIAPE is the leading International Trade Show recognised by the Chinese government for auto parts, electronics, accessories and after market. The exhibition attracts 60,000 visitors from over 100 Countries with 2,000 exhibitors participating from over 40 countries. Attendees can expect to meet with major Chinese and international automotive manufacturers, suppliers and buyers.

Contact: Sarah Thevenet email: sthevenet@smtt.co.uk

www.iapechina.com

China: 7-10 December 2011**Automechanika Shanghai**

Automechanika Shanghai is Asia's largest trade fair for automotive parts, equipment and services and will take place from 7 – 10 December 2011 at the Shanghai New International Expo Centre. At the 2010 exhibition, over 130 countries internationally were represented.

Contact: Sarah Thevenet, e-mail sthevenet@smtt.co.uk

France: 11-15 October 2011**EquipAuto, Paris**

SMMT, in association with UKTI, is pleased to present the UK pavilion at Equip Auto 2011, the largest show in Europe for equipment for all vehicles. Early applicants may qualify, where eligible, for a limited number of UKTI Tradeshow Access Programme (TAP) grants.

Contact Ruta Aisthorpe, raisthorpe@smtt.co.uk

Hungary and Romania: 29 March - 2 April 2011**Multi-sector trade mission**

UK West Midlands Enterprise Europe Network (EEN) is proposing a trade mission to Szeged and Timisoara. Midlands Enterprise Europe will help you reap maximum rewards from your visit by identifying the relevant contacts and opportunities for your business before you travel. For further information please visit the trade mission's website at:

www.ukti.gov.uk/pt_pt/uktihome/event/125276.html?null

Registrations will be accepted up to 25 March 2011. Proposed prices for hotels and travel are between approx £43-£59 for hotels and £135 for flights from Luton to Timisoara. Funding is available for eligible companies. **Contact:** email: een@birmingham-chamber.com

Italy: 25-29 May 2011**SMMT managed visit with Ferrari and Lamborghini Factory Tours****Autopromotec, Bologna**

Autopromotec, the annual automotive aftermarket industry event, will exhibit at the Trade Fair Centre, Bologna, Italy from 25-29 May 2011. SMMT is offering an exclusive package to interested parties to exhibit as part of the UK Pavilion Group that will include free tours of the manufacturing plants of Ferrari and Lamborghini.

UKTI TAP support grants are still available to support the costs of exhibiting and will be allocated on a first come, first served basis. In 2009, 47 countries were represented at Autopromotec with 32.4% representing foreign exhibitors and 67.6% representing Italian exhibitors.

Just six months to go before this specialised international automotive equipment and aftermarket trade fair, the organisers have confirmed the number of exhibitors is hitting the record level seen in 2009, with an outstanding 35% of foreign companies to highlight the increasing internationalisation aspect of the event.

Autopromotec 2011 will focus on the Mediterranean area and its growing market and will include a brand new major project called Autopromotec Edu where topics will range from maintenance to unconventional marketing, security and insights related to regulations and future market trends in Europe. The show will incorporate the third edition of the European aftermarket EAAS11 symposium entitled 'Future opportunities for the automotive aftermarket in Europe' with the participation of experts and international operators in this sector.

Autopromotec Industrial Vehicles Service will be another of the important innovations in 2011, a special section dedicated to professionals operating in the industrial truck sector.

Contact Ruta Aisthorpe: raisthorpe@smmt.co.uk

Telephone: 020 7344 9231

Poland: 21-23 March 2011

Trade Mission

UKTI Poland and the Czech Republic, with UKTI West Midlands, UKTI North West, SMMT and major Polish company Raben, invite you to meet potential customers from the Polish and Czech automotive sectors.

Mon 21 March 2011 - Arrive in Wroclaw

Tues 22 March 2011 - One to one meetings with potential partners

Wed 23 March 2011 - Return to UK

Contact Rachel Kijowski email: events@uktinorthwest.co.uk

Telephone: 0161 875 2342

Russia : 1-2 June 2011

Auto Russia, St Petersburg, Russia

Network with automotive OEMs and discuss the state of the Russian automotive market. The premier Russian automotive conference for the car manufacturing Auto Russia 2011 has a totally new agenda and format, including speaker panels, brainstorming, technology benchmarking sessions, master classes and site visits.

Running since 2006, Auto Russia has consistently been the source of information and contacts for the Russian Automotive market, regularly attracting over 300 delegates. This Russian automotive conference is an authoritative source of real-time business intelligence on the latest key changes in the car manufacturing industry. The event brings together international and Russian automakers, their suppliers, consultants and technology providers.

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Further information: www.autorussia.eu

Contact: Ali Assad ali.assad@wbr.co.uk

Telephone: +44 (0)20 7368 9593

Russia: 13 – 19 April 2011

Multi-sector business visit to Moscow and Sochi, Russia

Includes:

- Economy flights London-Moscow-Sochi return
- Taxes and service charges
- Four star hotels single room and breakfast x six nights
- Transfer Airport-Hotel-Airport Moscow
- Coach transfer/guide tour Sochi and Olympic facilities Sochi
- Visa Procuration and support cost

Likely costs: Administration £390.00, travel, accommodation and transport £1950.00, visa £220.00

Contact: Martin or Margaret Rowse

Telephone: 020 7403 9922

Further information: www.therussiahouse.co.uk

Russia: 24 - 27 August 2011

SMMT managed event

Automechanika Moscow,

SMMT, in association with UKTI, will present the UK pavilion group at Automechanika Moscow 2011, the largest automobile aftermarket show in Russia. Held at the impressive Crocus Expo International Exhibition Centre, Moscow, the show is the region's largest automobile aftermarket show.

Contact: Ruta Aisthorpe, raisthorpe@smt.co.uk

Switzerland: 3 - 13 March 2011

International Motor Show, Palexpo, Geneva, Switzerland

The Geneva International Motor Show is showing signs that the industry turnaround under way in North America has reached Europe. Automakers are bouncing back from the downturn of the past two years with a number of production vehicles and concepts in Geneva. Volkswagen Group, helped by its new subsidiary Italdesign Giugiaro, will unveil an array of concept cars to show the industry it has the design depth, as well as the production capability and the financial strength, to topple Toyota as the world's No. 1 automaker. BMW will debut the Vision ConnectedDrive, a futuristic roadster concept that shows how driver-assistance systems and infotainment features can be networked via the internet in ways unimaginable a few years ago. Toyota and Honda will bring hybrid technology to the subcompact segment 81st h.

Read more at:

www.autonews.com/apps/pbcs.dll/article?AID=/20110221/OEM03/302219999#ixzz1EtlkBUGg

The Netherlands: 19-21 June 2011

SMMT managed visit

Rematec, Amsterdam

SMMT, in association with UKTI, is inviting interested parties to exhibit as part of the UK Pavilion Group at ReMaTec 2011, Europe's biggest and best re-manufacturing event, which will take place at the RAI Convention Centre, Amsterdam.

Contact Pat Shaw, pshaw@smtt.co.uk

UAE : 7-9 June 2011

SMMT and UKTI managed visit

Automechanika Middle East, Dubai

SMMT in association with UKTI will present the UK pavilion group at Automechanika Middle East 2011. It is the leading showcase event for reaching automotive markets in the Middle East, offering exhibitors an opportunity to access emerging markets in India and Africa.

Already 14 companies have applied to participate and, whilst there are no more TAP grants available, further participation is welcomed.

Contact: David Croxson, dcroxson@smtt.co.uk

USA: 19 - 21 April 2011

EDTA Conference and Annual Meeting Washington DC, USA

Join industry leaders as they display and demonstrate their latest technologies and engage policy makers to shape the Electric Drive Era. This Electric Drive event, involves 50+ senior level speakers representing automakers, utilities, component suppliers and manufacturers, product distributors and government. There is also the opportunity to attend 16+ workshops, sessions and panels to confront the pressing issues facing our industry. See the industry spring into action with the Innovation Motorcade and Ride, Drive, and Charge.

Contact: Ben Colin, Director of Communications, bcolin@electricdrive.org

Telephone: (202) 408-0774 Ext. 304

News Round-up

Argentina

Local sales and exports on the rise in January

*Friday, February 04, 2011,
AutomotiveWorld.com*

Car sales to dealerships in Argentina increased by nearly 16% year on year to 57,931 units in January 2011, compared with 50,044 cars sold in the corresponding month a year earlier.

Bangladesh

Mitsubishi in talks for car assembly

*Friday, February 11, 2011,
AutomotiveWorld.com*

Mitsubishi is reportedly in talks to assemble a new sedan in Bangladesh. The Daily Star reports Mitsubishi Motors president Osamu Masuko as stating that the company will launch a feasibility study.

CNG buses for Bangladesh and China

Bangladesh Road Transport Corporation (BRTC) is spending US \$ 29.9 million to purchase 255 CNG units from Korean Daewoo International Corporation and has already imported a total of 100 CNG vehicles from award winning Dongfeng Yangtse Company Ltd of China.

Read more from source on-line:

www.ngvjournal.com/en/vehicles/item/4173-increasing-natural-gas-bus-fleets-in-asian-countries.

Bosnia- Herzegovina

Sales flat in 2010

By: Zoran Samardzic, Tuesday, February 22, 2011, AutomotiveWorld.com

Car sales in Bosnia-Herzegovina last year totalled 9,759 units, up just 24 units from 2009, according to monthly magazine ProAuto. Skoda again led the market, selling 2,016 cars for a 20.66% market share.

Brazil

Light vehicle sales grow 13.9%

*Thursday, February 03, 2011,
AutomotiveWorld.com*

The automotive market in Brazil continued to rise in January 2011, with sales of cars and light trucks rising by 13.9% year-on-year to 229,858 units. Sales were, however, down 36.3% compared with December.

Canada

Magna targets 6-12% revenue growth in 2011

By: Colin Whitbread, Thursday, February 24, 2011, AutomotiveWorld.com

Magna has reported a strong positive year-on-year turnaround in its financial performance in the final quarter of 2010 and for the full year, buoyed by a strong recovery in vehicle production

China

Total vehicle sales reach new high in January

*Monday, February 21, 2011,
AutomotiveWorld.com*

Automotive sales in China reached a new monthly record of 1.89 million units in January 2011. Compared with the figures posted for January 2010, this was a year-on-year increase of 13.8%.

Passenger vehicle sales up 15.3% in January

*Friday, February 18, 2011,
AutomotiveWorld.com*

Sales of passenger vehicles in China (cars, SUVs, pick-ups and minivans) increased 15.3% year-on-year in January 2011 to 1,402,764 units.

BYD cuts vehicle prices

*Monday, February 21, 2011,
AutomotiveWorld.com*

In a move that some analysts fear will boost volume but damage margins, BYD has announced that it has cut the prices of five models by up to almost 20%.

FAW to set up new logistics centre in Jilin

*Thursday, February 24, 2011,
AutomotiveWorld.com*

Chinese state-owned vehicle manufacturer FAW Group has announced its intent to construct a new automotive logistics centre in the country's Jilin province.

Hangzhou to operate 600 electric taxis

Tuesday, February 15, 2011,

AutomotiveWorld.com

The Chinese city of Hangzhou aims to add 600 electric taxis to its fleet this year, reports Automotive News China. Only one other Chinese city – Shenzhen – currently operates electric cars.

Dongfeng to invest Yuan 14.7bn towards expansion

*Thursday, February 17, 2011,
AutomotiveWorld.com*

Dongfeng Motor plans to expand its annual production capacity to five million units by 2015. To achieve this, the company intends to invest Yuan 14.7bn (US\$2.23bn) in its facilities.

Rolls-Royce targets 10% sales increase in 2011

*By Automotive News Europe
22 February 2011*

Rolls-Royce Motor Cars aims to increase sales at least 10% this year as the maker of ultra-luxury vehicles boosts deliveries in China and seeks to attract younger buyers. BMW AG's Rolls-Royce, which competes with Daimler AG's Maybach and Volkswagen AG's Bentley divisions, almost tripled sales last year. Rolls Royce said full-year sales in 2010 rose to 2,711 cars, led by growth in Asia, the U.S. and the Middle East. The manufacturer's previous sales record was set in 2008, when it delivered 1,212 vehicles.

China will form the carmaker's biggest market as early as 2014, with its Ghost sedan driving demand, the division's CEO Torsten Mueller-Oetvoes said, "It's difficult to overstate the importance of the Chinese market to the premium car makers." Tim Urquhart, a senior analyst at industry consultant IHS Automotive

in London, said in an e-mail, "China will provide the vast majority of volume growth for the premiums for the next decade at least." Urquhart said he expects Rolls-Royce sales in China to increase by a third to 287 cars this year.

The financial crisis depressed sales by 17% in 2009. The U.S. remained the biggest market for Rolls-Royce last year, ahead of China and the U.K.

India, where the marque sold about 85 cars last year, would also be another "incredible" growth market for Rolls-Royce, Mueller-Oetvoes said in the interview from Singapore. "We'll definitely see more cars to come this year."

LNG City Buses

Public transport operator in Xiaoshan, China, has made a considerable investment to introduce 60 new Golden Dragon LNG city buses. The first batch of 20 buses has been already delivered and it is expected to start operating this month. NGV Journal 11 February 2011

Read more from source on-line:

www.ngvjournals.com/en/vehicles/item/4173-increasing-natural-gas-bus-fleets-in-asian-countries

China's SAIC aims to triple sales of MG, Roewe brands, report says

*By Automotive News Europe
February 23, 2011*

Chinese automaker SAIC Motor Corp. aims to more than triple the annual sales of its proprietary MG and Roewe models to 700,000 units by 2015.

The target, unveiled by SAIC President Chen Hong at a recent meeting with its dealers, was 100,000 units more than its previous goal, the 21st Century Business Herald reported. This year SAIC aims to sell 230,000 of Roewe and MG cars, up 43.8% from the previous year, according to Chen Zhixin, Head of SAIC's passenger car unit.

SAIC became the owner of MG Rover's 10,000-unit Longbridge plant in Birmingham, central England, after a merger in late 2007 with its much smaller rival, Nanjing Automobile Group. The automaker rolled out several new models subsequently, including the Roewe 550, Roewe 750 MG 7 and MG3, becoming the only Chinese brand that has gained some inroads into the country's lucrative medium-to-higher end segment that is dominated by foreign automakers.

The Shanghai-based company has plans to roll out 3-4 new passenger car models a year, including a Roewe sport utility vehicle and an all-new MG3 sedan.

Late last year, SAIC signed an MOU with the municipal government of Nanjing to invest 10 billion yuan in its production base, bolstering its capacity in the eastern Chinese city to 1 million units.

SAIC also operates car manufacturing ventures with General Motors Co. and Volkswagen in China.

Volvo chooses Chengdu as first China plant, source says

*By Automotive News Europe
February 23, 2011*

Volvo Cars, the Swedish automaker acquired by Zhejiang Geely Holding Group Co. last year, will build its first Chinese assembly plant in the city of Chengdu. The Chinese factory will probably have an annual capacity of 100,000 cars, and may open in early 2013, spokesman Olle Axelson said prior to the board's vote.

Volvo currently makes its S40 and S80L models for China at a factory co-owned by Ford and Chongqing Changan Automobile Co.

Chinese growth is key to CEO Stefan Jacoby's goal of doubling sales to 800,000 cars in ten years. Volvo Cars, which Ford Motor Co. sold to Zhejiang Geely in August for \$1.5 billion, aims to sell 250,000 cars in China by 2015, up from 30,522 in 2010, according to spokesman Per-Ake Froberg.

"China will be the biggest contributor to meeting the 800,000 unit global target," said Ashwin Chotai, a London-based managing director of industry consultant Intelligence Automotive Asia. "Stepping up local production is a very important step in being successful in the China market."

Economic growth and government incentives boosted China's vehicle sales by 32% to 18.1 million in 2010, helping the nation surpass the U.S. as the world's largest auto market for a second year.

Volvo's main rivals boosted their China sales last year. Volkswagen AG's Audi sold 227,938 cars in China last year, up 43% from 2009. Daimler AG's Mercedes-Benz sold 148,400 cars, more than double the previous year,

while BMW AG sold 168,998 units, an 87 percent gain.

Zhejiang Geely, which sold more than 415,000 vehicles last year, aims to boost sales and production this year by at least 18% the company said on January 6.

Jaguar Land Rover explores tie with Great Wall

By Automotive News

February 21, 2011

Automotive News Europe

Jaguar Land Rover is in talks with top Chinese SUV maker Great Wall Motor Co. about a potential China partnership. JLR, a unit of India's Tata Motors Ltd., is among a very few top-line global brands that do not have manufacturing arrangements in China, where rivals BMW, Audi, Mercedes-Benz and others already have racked up stellar sales.

The JLR unit, which Tata bought from Ford Motor Co. in 2008 for \$2.3 billion, was initially losing money, but it made a turnaround in the last few quarters and posted a profit of 19.58 billion rupees (about \$434 million) for the three months ended December. China was Jaguar Land Rover's fastest growing market in 2010 as sales rose 95% to 26,114 units. A tie-up in China, the world's top auto market, would help solidify JLR's longer term growth, industry insiders said.

Tata Motor units have had contacts with other potential partners in China, including Chery Automobile and Jiangling Motors Corp. A partnership with Jaguar and Land Rover would also be complementary for Great Wall, which currently makes mass-market products, including sedans and pickup trucks.

Geely launches exports to Australia

Tuesday, February 22, 2011,

AutomotiveWorld.com

Zhejiang Geely Holding sent its first export shipment of vehicles to Australia last month, reports Automotive News China. The OEM dispatched 100 units of MK GL sedan to a dealer in Perth in January.

Czech republic

Car and truck sales boost market in Jan

By David Isaiah, Friday, February 04, 2011,

AutomotiveWorld.com

Registrations of new passenger cars, light commercial vehicles, trucks and buses in the Czech Republic reached 12,936 units in January 2011, compared with the 11,924 vehicles registered in January 2010.

Egypt

Suzuki, BMW resume production

Tuesday, February 08, 2011,

AutomotiveWorld.com

Suzuki and BMW have resumed production operations in Egypt as the upheaval surrounding anti-government protests begins to settle.

Europe

January new car sales dip 1.4%

By David Isaiah, Wednesday, February 16, 2011, AutomotiveWorld.com

Registrations of new passenger cars in the EU declined 1.4% year-on-year in January

2011 to 1,041,650 units. Comparatively, car registrations across the region totalled 1,056,116 units in January 2010.

Parliament ratifies new van emission standards

Wednesday, February 16, 2011,

AutomotiveWorld.com

The European Parliament has ratified previously agreed plans to moderate new van emissions regulations. European Union environment ministers agreed on the compromise in December.

Nissan to lift Leaf prices

Thursday, February 24, 2011,

AutomotiveWorld.com

Nissan is increasing the price of its newly launched all-electric Leaf model in Europe, according to The Independent.

Germany

Daimler plans to recruit over 10,000 in 2011

Thursday, February 24, 2011,

AutomotiveWorld.com

Daimler has announced that the company plans to recruit more than 10,000 people worldwide in 2011, of which 4,000 will be in Germany alone.

Electric Boxster starts road tests

Friday, February 18, 2011,

AutomotiveWorld.com

Porsche has built three all-electric Boxster prototypes to participate in EV road tests in Stuttgart. The Boxster E will serve as an on-road laboratory to address the challenges of electric transport.

BMW, TUM research aluminium for EVs

*Tuesday, February 08, 2011,
AutomotiveWorld.com*

BMW engineers are collaborating with scientists from the Technische Universitaet Muenchen (TUM) on research into new materials for electric components.

CV segment posts strong start to 2011

*Tuesday, February 08, 2011,
AutomotiveWorld.com*

Figures published by the German Association of the Automotive Industry (VDA) show a 41% increase in commercial vehicle registrations in January 2011 at 22,840 units.

New car sales on the rise in January

By: David Isaiah, Tuesday, February 08, 2011, AutomotiveWorld.com

Following a 7% year-on-year increase in passenger car registrations in December 2010, the car market in Germany expanded 17% last month, compared with January 2010.

India

Domestic car sales grow by 26% in January 2011

Source:

[www.cci.in/upload/Bulletin/File/FileRLKMHFObusiness%20bulletin%20\(Feb04%20Feb11%202011\).pdf](http://www.cci.in/upload/Bulletin/File/FileRLKMHFObusiness%20bulletin%20(Feb04%20Feb11%202011).pdf)

Domestic passenger car sales grew by 26.28% to 184,332 units in January 2011 from 145,971 units in January 2010. Sales of commercial vehicles also saw an upsurge by 12.58% to 60,753 units in January 2011 from 53,963 units in the same month last year.

ARAI announces Rs2.5bn expansion

*Wednesday, February 09, 2011,
AutomotiveWorld.com*

The Automotive Research Association of India (ARAI) has announced a Rs2.5bn (US\$55m) expansion plan to set up laboratories to develop Euro 5/6 technology.

Car sales reach new high in January

*Thursday, February 10, 2011,
AutomotiveWorld.com*

Passenger car sales in India rose by 26.3% year-on-year to 184,332 units in January 2011.

Peugeot to re-enter India with mid-sized sedan

Source:

[www.cci.in/upload/Bulletin/File/FileRLKMHFObusiness%20bulletin%20\(Feb04%20Feb11%202011\).pdf](http://www.cci.in/upload/Bulletin/File/FileRLKMHFObusiness%20bulletin%20(Feb04%20Feb11%202011).pdf)

Europe's second-largest carmaker, PSA Peugeot Citroen, has announced plans to re-enter the Indian market with a mid-sized sedan. The Company has announced its intention to enter the Indian market with both commercial and industrial operations. It has appointed a Managing Director for the India operations who will operate out of Mumbai. It has also set up an office in Chennai. It plans to produce a mid-sized and a compact car, but the company did not mention any product plans for the local market. Peugeot Citroen had earlier decided to go slow on its Indian plans on the back of global economic slowdown. It has now finalised a Greenfield plant in India to manufacture vehicles locally.

Tata reports Land Rover sales up 30% in January

By Colin Whitbread, Tuesday, February 15, 2011, AutomotiveWorld.com

Tata Motors has announced that its global wholesales in January 2011 amounted to 98,998 units, an increase of 16% from the January 2010 total.

Ruia Group acquires German fasteners supplier

Tuesday, February 22, 2011, AutomotiveWorld.com

India's Ruia Group, the owner of Dunlop India and Falcon Tyres, has announced its acquisition of German automotive fastener manufacturer Acument GmbH.

Indonesia

New car sales up 40% in January

Wednesday, February 23, 2011, AutomotiveWorld.com

New car sales in Indonesia rose to 73,761 units in January 2011. Compared with sales reported in the same month a year earlier, last month's figure was up by 40%.

Tata considering Nano build in Jakarta

Monday, February 14, 2011, AutomotiveWorld.com

Tata Motors is reportedly studying setting up a plant to produce its Nano low-cost small car in Indonesia, the Mint business newspaper said, citing three unnamed sources.

Iran

IKCO announces market launch of the Runna

Thursday, February 10, 2011, AutomotiveWorld.com

Iran-based vehicle manufacturer Iran Khodro (IKCO) plans to market its second self-developed vehicle, the Runna four-door sedan, in Iran and four other continents simultaneously in September 2011.

IKCO starts construction of new plant in Semnan

Monday, February 14, 2011, AutomotiveWorld.com

Iranian vehicle manufacturer Iran Khodro (IKCO) has commenced work on a new production plant in the country's Semnan province.

Japan

Auto market contracts 16.7% in January

By: David Isaiah, Wednesday, February 09, 2011, AutomotiveWorld.com

Combined sales of passenger cars, trucks and buses in Japan fell by 16.7% in January 2011 to 305,496 vehicles. This figure compared with 366,659 units sold in the same month a year earlier.

Malaysia

Automotive market expands 8% in January

*Wednesday, February 23, 2011,
AutomotiveWorld.com*

Combined new vehicle sales in Malaysia rose to 54,696 units in January 2011. compared with the 50,622 passenger cars and commercial vehicles sold in the corresponding month a year earlier.

Mexico

Mexico: CVG starts work on new facility

*Thursday, February 24, 2011,
AutomotiveWorld.com*

Commercial Vehicle Group (CVG), an automotive components supplier to the global CV market, has commenced construction of a new production facility in Saltillo, Mexico.

The Netherlands

Spyker sells sports car business

*Thursday, February 24, 2011,
AutomotiveWorld.com*

Saab's Dutch owner Spyker Cars has agreed to sell its sports car business to UK coachbuilder CPP Global Holdings. CPP will pay €32m (US\$44.1m) for the business.

New Zealand

Auto industry expands in January

*Wednesday, February 09, 2011,
AutomotiveWorld.com*

Both passenger car and commercial vehicle segments reported year-on-year sales growth in January 2011. However, the growth rates were due in part to the very low sales volume in the corresponding month in the previous year.

Phillipines

Vehicle sales up 5.8% in January

*Wednesday, February 09, 2011,
AutomotiveWorld.com*

Figures released by the Chamber of Automotive Manufacturers of the Philippines Inc. (CAMPI) show a 5.8% year-on-year increase in automotive sales in January 2011.

Poland

Car sales drop 9.2% in January

*By Jaroslaw Adamowski, Wednesday,
February 09, 2011, AutomotiveWorld.com*

New passenger car registrations in Poland fell 9.2% in January to 19,966 units, down from 21,995 vehicles registered in the corresponding month a year earlier.

Poland: GM signs €80m deal with Groclin

By Jaroslaw Adamowski, Tuesday, February 22, 2011, AutomotiveWorld.com

General Motors has signed an €80m (US\$110m) contract with Polish car seat manufacturer Inter Groclin Auto. Under the deal, Groclin will make car seat covers for the latest-generation Astra.

Portugal

Nissan starts construction on battery plant

Friday, February 11, 2011,

AutomotiveWorld.com

Nissan has launched construction of a new plant in Cacia, Portugal to supply li-ion batteries for its electric vehicles (EVs) in Europe.

Russia

Russian state bank ready to invest in Ford-Sollers JV

Source:

www.autonews.com/apps/pbcs.dll/article?AID=/20110223/ANE/302239981/1198#ixzz1EtKgqgFI

Russia's state development bank VEB said it was ready to invest in a joint venture between the Russian carmaker Sollers and Ford Motor Co. Sollers announced it had dropped a joint venture project with Fiat S.p.A. and instead would team up with Ford as the U.S. car maker seeks to step up its presence in the booming Russian market. According to Boston Consulting Group, Russia will be the sixth-largest global auto market by 2020 with annual sales of 4 million units, up from its current 10th position. Russia may overtake Germany by 2018 as the largest market for passenger cars and light commercial vehicles in Europe.

Govt to cut car import duty after WTO accession

Monday, February 14, 2011,

AutomotiveWorld.com

According to Russia's chief WTO (World Trade Organisation) negotiator Maxim Medvedkov, the government plans to cut import duties on new cars to 25%, following the country's accession to the WTO.

VW, GAZ firm up local JV plans

Monday, February 21, 2011,

AutomotiveWorld.com

Volkswagen AG and Russian vehicle manufacturer GAZ Group are finalising plans for a joint venture capable of producing 300,000 cars per year, Reuters said, citing two unnamed auto industry sources.

GM and Avtotor in JV talks

By Megan Lampinen, Wednesday, February 23, 2011, AutomotiveWorld.com

General Motors and its Russian partner Avtotor are reportedly in talks to set up a joint venture. Avtotor already assembles the Chevrolet vehicles at its Kaliningrad plant.

Saudi Arabia

Isuzu signs agreement for local plant

By Megan Lampinen, Wednesday, February 16, 2011, AutomotiveWorld.com

Isuzu plans to set up a vehicle assembly plant in Saudi Arabia.

Slovakia

Car sales buoy light vehicle market

By David Isaiah, Thursday, February 10, 2011, AutomotiveWorld.com

Registrations of new passenger cars and light commercial vehicles in Slovakia rose from 3,918 units in January 2010 to 4,772 last month.

South Africa

Combined vehicle sales up in January

By David Isaiah, Thursday, February 03, 2011, AutomotiveWorld.com

Combined vehicle sales in South Africa improved year-on-year in January 2011, reaching 38,934 units. This was 14.1% higher than sales of 34,109 units reported in the corresponding month in Jan 2010.

South Korea

SK Innovation batteries for SLS AMG E-Cell

Friday, February 11, 2011, AutomotiveWorld.com

Korean company SK Innovation, previously known as SK Energy, has secured a contract to provide lithium-ion batteries for the Mercedes-Benz SLS AMG E-Cell supercar.

EU Commission welcomes European Parliament backing for free trade deal with South Korea

BIS announcement

The European Parliament has given its support for a Free Trade Agreement (FTA) between the European Union (EU) and South Korea. The vote paves the way for the provisional application of the agreement as of 1 July 2011. The EU Member States will have to ratify the agreement according to their own laws and procedures before conclusion, which might take place in several years' time. This will however not affect the provisional application of the FTA. The EP vote takes place together with the vote on the Regulation implementing the bilateral Safeguard Clause

of the agreement ("Korea Safeguard Regulation"), an instrument which will provide a safety net for the EU industry if ever it would be threatened by injurious surge of imports from South Korea.

In terms of tariffs, South Korea and the EU will eliminate 98.7% of duties in trade value for both industrial and agricultural products within five years from FTA enforcement. The remaining products, with a few exceptions in the agricultural sector, will become duty free over longer transitional periods.

This is the most ambitious trade coverage ever achieved in a FTA negotiated by the EU. The FTA will remove virtually all import duties between the two economies as well as many non-tariff barriers. It will relieve EU exporters of industrial and agricultural goods to South Korea from paying tariffs. Once the transitional period for full implementation is complete, exporters will save €1.6 billion annually from not paying import duties. The agreement will also create new market access in services and investment and will make major advances in areas such as intellectual property, procurement, competition policy and trade and sustainable development.

Spain

Federal-Mogul opens logistics centre in Madrid

Friday, February 11, 2011, AutomotiveWorld.com

Automotive components manufacturer Federal-Mogul has enhanced its distribution capability in Spain, through the opening of a new logistics centre in Madrid.

LCV sales drop 7.7%

By David Isaiah, Thursday, February 10, 2011, AutomotiveWorld.com

Registrations of light commercial vehicles in Spain fell by 7.7% year-on-year to 7,011 units in January 2011. This figure was also lower than the 10,279 units recorded in December 2010.

Sweden

Volvo Trucks deliveries jump 95% in Jan

February 17, 2011, AutomotiveWorld.com

Global deliveries at Volvo Trucks soared 95% year-on-year in January to 6,503 units, Compared with 3,339 units in January 2010.

Thailand

Koito to build fourth plant

Friday, February 11, 2011, AutomotiveWorld.com

Japanese lighting supplier Koito Manufacturing, has announced it will construct a fourth plant in Thailand to service the needs of Japanese OEMs in the country.

UK

CPT to build Passat-based hybrid demonstrator

Thursday, February 10, 2011, AutomotiveWorld.com

Controlled Power Technologies (CPT) is working with the Advanced Lead Acid Battery Consortium (ALABC) to build a 'Low Carbon Super Hybrid' technology demonstrator.

MIRA to create £300m auto tech facility

Monday, February 21, 2011, AutomotiveWorld.com

UK vehicle engineering company MIRA plans to set up a £300m (US\$487m) independent transport technology facility located within a new 155,000sq-m campus at its 850-acre site in the Midlands.

USA

Obama Budget cuts diesel funding, favours EVs

By: Megan Lampinen, Tuesday, February 15, 2011, AutomotiveWorld.com

US President Barack Obama has officially submitted his Budget, outlining efforts to achieve 1 million advanced technology vehicles in the country by 2015.

CARB announces second year of hybrid CV grants

Wednesday, February 16, 2011, AutomotiveWorld.com

The California Air Resources Board (ARB) has launched a second year of grants for hybrid vehicle technology.

Federal-Mogul reports 2010 net income of US\$161m

By Colin Whitbread, Wednesday, February 23, 2011, AutomotiveWorld.com

Federal-Mogul has reported revenue of US\$1,588m in the final quarter of 2010, an increase of 12.8% from the US\$1,408m reported in Q4 2009. This took the 2010 total to US\$6,219m, a rise of 16.7%.

California outlines alternative fuel investment

Thursday, February 24, 2011, AutomotiveWorld.com

The California Energy Commission has published a draft investment plan for the third year of funding for the Alternative and Renewable Fuel and Vehicle Technology Program.

GM delivers first annual profit since 2004

By Colin Whitbread, Thursday, February 24, 2011, AutomotiveWorld.com

General Motors (GM) has reported its fourth consecutive quarter of profitability in the three months ending 31 December 2010. Michigan company Roush Manufacturing has officially launched production of electric vehicle (EV) chargers for home and commercial use.

BorgWarner predicts 30-40% earnings growth in 2011

By Colin Whitbread, Thursday, February 10, 2011, AutomotiveWorld.com

BorgWarner has reported a strong end to 2010, with Q4 revenue at a record US\$1533.4m, 28.0% ahead of the Q4 2009 figure of US\$1198.3m and operating income of US\$157.4m, a healthy margin of 10.3%.

Vietnam

Vietnam: Car sales up for first time in 7 months

Thursday, February 17, 2011, AutomotiveWorld.com

For the first time in seven months, new car sales in Vietnam posted a year-on-year increase. Sales in January 2011 increased 48% from a year earlier to reach 10,424 units.

Recent WTO Notifications

There have been no additional WTO Notifications published via BIS in February. For a full listing of automotive WTO updates, go to www.smmmt.co.uk/international or contact dcroxson@smmmt.co.uk

Market Snapshots

Latvia

Car manufacturing in Latvia has more than 100 years of history. The first car manufacturing operations were set up early in the 20th century by a Riga based company Russo-Balt. It was followed by Ford which opened its assembly plant for cars, buses and trucks in the beginning of the 1930s. During Soviet times, the city of Jelgava was known as a very well established centre for automotive production. Minibuses produced in Jelgava were supplied all over the Soviet Union, Eastern Europe and even African countries.



Following the political changes at the beginning of the 1990s, companies changed from being suppliers to the Russian and Belarusian automotive manufacturers, such as LADA, GAZ, MAZ, KAMAZ, to Western companies such as AUDI, BMW, Ford, Iveco, Man, Mercedes Benz, Opel, Saab, Scania, Volkswagen, and Volvo through co-operation with TR3, TR2 and TR1 companies.

In recent years, a number of locally owned Latvian manufacturers of car components have acquired ISO/TS 16949 certification, including companies such as Baltijas Gumijas Fabrika, Krasainie Lejumi, Ditton Pievadkezu Rupnica, Hanzas Elektronika, Elk Plus. There are many more foreign owned businesses which in last decade have established their production units in Latvia, including AKG Group, Dinex, Baltic Rim, EFN Baltija, Trelleborg Wheel System, LEAX Baltic and Lesjofors Springs LV.

A wide range of automotive products can be sourced from Latvian companies; metal parts, electrical equipment, springs, exhaust systems, air bags, rubber and polyurethane articles. AMO-Plant www.amoplant.lv, which assembles VDL Buses&Coaches, Minsk Tractor works and Daedong International tractors, offers assembly, design and engineering services. Oscar race cars - <http://osc.lv/oscar/> can help design and build race cars for rally, autocross, rally cross or rally-raid. In 2009, it acquired the Mitsubishi WRC factory in UK – www.mml-sport.com.

You can also explore local R&D competencies in nanotechnologies and vacuum technologies.

Latvia's car market recovery during 2010 has exceeded expectations. Total sales are still significantly down on their 2007 peak, though future prospects seem good and car dealers expect a gradual market recovery. New car registrations in Latvia grew by 126.4% in January 2011, the steepest increase across Europe, according to the European Automobile Manufacturers.

Riga as a capital of Baltic States can be a good starting point for entering into the Baltic States markets with more than seven million consumers. It is also a potential market to seek logistic solutions for CIS markets, especially Russia.

Further information and examples of work can be found at www.intermodal.lv.



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China

China's Top 10 brand leaders

2010 passenger-car sales and market share
(includes JV sales)

1. VW 1,512,363 12.7%
2. Toyota 805,263 6.8%
3. Hyundai 738,216 6.2%
4. Nissan 681,513 5.7%
5. Honda 646,660 5.4%
6. Buick 551,067 4.6%
7. Chevrolet 549,208 4.6%
8. Chery 541,926 4.5%
9. BYD 519,806 4.4%
10. Kia 352,961 3.0%

OTHER EUROPEANS

(minimum 10,000 sales)

17. Audi 236,839 2.0%
18. Citroen 224,664 1.9%
21. Skoda 190,319 1.6%
23. BMW 150,876 1.3%
24. Peugeot 150,720 1.3%
25. Mercedes 140,792 1.2%
42. Volvo 29,953 0.3%
45. Lotus 28,760 0.2%
49. Land Rover 20,377 0.2%
53. Renault 14,225 0.1%
56. Porsche 12,504 0.1%
- Total market 11,928,170 100.0%

Source: J.D. Power

Europeans rise and fall in China

By Yang Jian and David Sedgwick

Automotive News Europe

March 2011

The China auto market may be booming, but not all European brands are sharing the good times. For evidence of this, all one has to do is visit Huqingping Road in Shanghai, where a cluster of Volkswagen, Audi and Citroen dealers compete for sales. At the Volkswagen and Audi stores, busy salesmen answer phones, scribble notes and negotiate with customers who are eager to buy SUVs, a red-hot market segment here. Want to purchase a Volkswagen Tiguan? Then you have to pay 30,000 yuan (about \$4,500) just to get on the waiting list. Want an Audi Q5 crossover? Come back next October.

Things were a lot different at the Citroen dealership, where there weren't any SUVs on display. Bored salesmen lounge at their desks, waiting for a customer to show up. "I don't know why, but the French always seem to be late in recognizing the needs of the Chinese market," one salesman lamented.

Volkswagen AG and its Audi luxury brand dominate the market, and aggressive rivals such as Daimler AG's Mercedes-Benz brand and BMW AG are fighting for market share. Meanwhile, PSA/Peugeot-Citroen SA and Fiat S.p.A. are struggling to expand their niche, and it is not at

all clear that they will succeed. For every 100 European-brand cars sold in China last year, 77 were German brands, according to statistics from J.D. Power. The Volkswagen brand commands a whopping 12.7% of China's passenger vehicle sales, well ahead of No. 2 Toyota, which had a 6.8% market share. And in the luxury segment, Audi, BMW and Mercedes-Benz control more than 70% of China's luxury-car sales.

But Europe's non-German brand, such as Peugeot, Citroen, Renault and Fiat, trail behind mainstream international brands, and they even trail Chinese brands such as BYD, Chery, Great Wall and Geely.

What will China's market look like a decade from now? Industry analysts have predicted that light vehicle sales in China could rise to 30 million units a year, up from more than 17 million units in 2010. Given those dizzying prospects for growth, one might assume that automakers like Fiat or PSA can grab a share. But at a time when the U.S and European markets continue to struggle, nearly every major automaker is counting on China for growth. Can the French and Italians succeed? J.D. Power's Zeng doesn't think so. The French and Italian brands "are weak brands in China," Zeng said. "It is hard to expect them to significantly change this situation over the next few years."

Of the major European automakers, Fiat may be worst off. In 2007, Fiat ended its 8-year-old joint venture with Nanjing Auto after its Chinese partner failed to invest in the venture. With no locally produced models to sell, Fiat's market share in China dwindled to nearly zero. On Shanghai's Wuzhong Road, which runs parallel to the nearby Huqingping Road, the only Fiat dealership in Shanghai, population 16.7 million, was closed last year. Fiat has started over. In late 2009, the Italian automaker signed a joint venture agreement with Guangzhou Auto. Guangzhou, which has successful partnerships with Toyota and Honda, is both profitable and well managed. Guangzhou and Fiat will launch production in the second half of 2012, and Fiat plans to build a new dealership network across China.

PSA, which clings to a 3% market share in China, has its own turnaround plan. Frederic Saint-Geours, PSA's chief of strategy and finance, has said that China eventually will become PSA's biggest market. To help make that happen, PSA formed a new joint venture last July with Changan Automobile Group, China's fourthlargest domestic automaker. PSA has had a JV with China's Dongfeng Motor since 1990.

The partners will produce as many as 1 million vehicles annually by 2015, Saint-Geours predicted. That's a bold plan for a company that sold only 375,600 vehicles in China last year. PSA plans to introduce premium models such as the DS9, which will be the brand's flagship. In addition to introducing new models, PSA should modify the styling of its products to accommodate the tastes of Chinese customers, said Lin Huaibin, a Shanghai-based

automotive analyst with IHS Automotive, a U.S.-based consulting firm. Added Lin: “It should also invest more in brand-building.”

General

Connected Car Report - North American Edition from Auto Sector Research

The Connected Car Report - North American Edition provides a study of the industry including market drivers and barriers, Business Models – Selling Telematics in the showroom, Deriving Value from the Telematics Value Chain. The report also considers the Connected Car versus the Connected Driver, The New Value Chain Automotive Apps Store and technology penetration trends, in particular embedded Telematics solutions.

The report also features a review of key OEM implementations by Audi, BMW, Chrysler, Ford, General Motors, Mercedes-Benz, Toyota / Lexus and Volkswagen. The report is 117 pages in length and is available in pdf format for €1310 or \$1830. A similar report for the European market is also available.

For more information and detailed table of contents, please visit:

www.autosectorresearch.com/samples/connected_car.pdf

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The Automotive Lighting Report by AutomotiveWorld.com

AutomotiveWorld.com has published a new piece of research entitled ‘The Automotive Lighting Report’. The report examines existing and emerging automotive lighting technologies and the market influences that are driving developments in the sector. It also details all exterior and interior automotive lighting applications and reviews the business dynamics of, and market forecasts for, the sector. Table of contents include: Executive summary, Introduction, Market drivers, Safety, Design opportunities, Regulations, Energy efficiency, Market barriers, Cost, Technology development, Light source technology, Halogen, Neon, High-intensity discharge xenon, Light-emitting diodes and Optics technology.

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JCC Customs Information Papers

CUSTOMS INFORMATION PAPER (11) 15

Tariff Preference: New EU-South Korea Agreement – Approved Exporter Requirement

Concerns Exporters who wish to benefit from the marketing opportunities provided by the new reciprocal EU-South Korea Free Trade Agreement (FTA), which is on track to enter into force on a provisional basis on 1 July 2011. The requirement is to become an approved exporter, for preferential origin purposes, in order to be able to issue the necessary proof of origin for goods exported under the preferential trade arrangements in the EU-South Korea FTA.

Effective: immediate.

CUSTOMS INFORMATION PAPER (11) 14

- Change to the process of claiming import VAT repayments
- Concerns VAT registered traders involved in claiming overpaid import VAT via the National Duty Repayment Centre (NDRC) in Dover.
- Change to process of claiming overpaid import VAT.

Effective: 1st March 2011.

CUSTOMS INFORMATION PAPER (11) 13

Ozone Depleting Substances (ODS) – Introduction of Electronic Licences

Concerns all importers and exporters of Ozone Depleting Substances, freight agents and freight forwarders who handle such imports, staff at the National Clearance Hub. Includes clarification of customs declaration requirements for imports and exports of ozone depleting substances, including the introduction of a new clearance process for goods covered by electronic import and export ODS licences on 14 March 2011.

Effective: 14 February 2011.

CUSTOMS INFORMATION PAPER (11) 12

Tariff Preference: GSP Rules of Origin – Formation of a New Regional Group

Concerns all involved with importing goods under the EU's Generalised System of Preference (GSP). The entry into force of new GSP regional cumulation arrangements for the Mercosur Group of countries – Argentina, Brazil, Paraguay and Uruguay.

Effective: 1 January 2011.

CUSTOMS INFORMATION PAPER (11) 11

Tariff Preference: Improved GSP Rates of Duty for Goods Originating in Panama.

Concerns the retrospective application of GSP+ rates of duty for goods originating in Panama. Impacts on all involved with importing goods from Panama under the EU's Generalised System of Preference (GSP)

Effective from: 1 July 2010

International business opportunities

UKTI Sourced:

Japan:

Manufacturing partners for small sized electric disabled vehicle development

www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/120609.html?null

Japanese company that designs and manufactures robots for private applications at home and on public roads is seeking UK companies interested in the production of robots, including their small sized electric vehicle. The company's robot technologies are also used for people with disabilities.

The Japanese company will be visiting the UK soon and they urgently wish to identify appropriate business partners who are interested in manufacturing this electric vehicle in the UK. The company is seeking:

- Motor bike manufacturers
- Small EV manufacturers
- Motor manufacturers
- Battery manufacturers for automotives

Spain:

Promotion of Establishment of Foreign Companies Programme

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/122716.html?null

Aimed at promoting R&D&I in companies with foreign capital wishing to set up operations in Spain or those already established in the country who wish to begin R&D&I activities.

The aid categories supported by the call are as follows:

- Aid for pilot studies aimed at setting up company activities
- Setting up company activities

Items eligible for aid:

- Staff costs
- Equipment and materials costs
- Buildings and land costs
- Costs pertaining to contractual research, technical knowledge and patents acquired or obtained under licence
- General supplementary costs
- Other operating costs

Open for submission until 31 March 2011. More information at:

www.investinspain.org/icex/cda/controller/interes/0,5464,5322992_6740465_6742882_4423875_2_0,00.html?registrosPorPagina=5&numReg=0&orden=0&orderBy=2

China:**Electronic Products for use in Automotive Industry**

www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/123485.html?null

A Chinese electronics group is looking to import high-end British electronic products in order to act as their agents and distribute the products in the northeast market in China. The Chinese company specialises in producing and distributing automotive electronics such as switches, relays, electronic controllers, entire vehicle wire harnesses, small harnesses, electronic voltage regulators, electronic flashes, remote controls and various fuse boxes.

China**Cold Forging, Pressing and Punching, Advanced Material Lightweighting**

www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/123489.html?null

A Chinese company based in Dalian is seeking British technologies for cold forging, pressing and punching which are used in the automotive sector. The Chinese company specialises in the manufacturing of automotive engine parts, marine engine parts and mechanical hydraulic parts and has supplied many domestic and global companies including well-known multi-nationals. The company also seeks technologies that can lighten the weight of vehicles by using the advanced materials to produce light components and spare parts.

Israel**Used Car Batteries and Scrap Iron Required**

www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/124853.html?null

A local company that has just become involved in recycling, is looking for UK suppliers of used car batteries and scrap iron. The company based in Israel, is an international business trading globally. One of their main interests is used drained batteries for different recycling purposes. They already ship and handle this cargo within Israel. In addition the company is also looking to buy Grade A scrap iron.

Ireland:**Two Road Suction Sweepers for a Council**

www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/125385.html?null

Public Tender – Supply of Two New Suction Sweepers for a Council for the supply of:

- New suction sweeper with a 15 to 18 tonne chassis
- New suction sweeper with a 3.5 tonne chassis

Response deadline: 14/03/2011 Tender deadline: 18/03/2011

Russia:**Design Opportunities on Dual Purpose Vehicles**

www.ukti.gov.uk/ptpt/uktihome/businessopportunity/124673.html?null

Large automobile corporation is seeking design experts for work on various dual purpose vehicles. Russian Automobile Corporation is planning to organise a full line of dual purpose vehicles for municipal snow-removal and special-purpose vehicles for winter road maintenance. Production startup in Naberezhnye Chelni is expected in late autumn 2011. Currently this project is under development. The Corporation is researching the European markets for the following design opportunities:

- Rotor type milling machines (for snow-removal purposes in winter and harvesting purposes in autumn)
- Advanced anti - icing mound and ice-removal systems
- Hoisting systems for non-cohesive material transportation, including snow: Slub body per 50 cubic meters.

Enterprise Europe Network Sourced:**France:**

French group specialised in design, engineering of rotational moulding, technical parts for cars, trucks, in the fields of defence, energy, medical, heavy duty vehicles, leisure, boats, road safety, material handling is looking for commercial, technical, production, subcontracting (international cooperation). It is open to reciprocal production.

Ref: 20090724034

Germany:

Company specialising in the manufacture of exhaust systems for all models of automobiles or motorcycles is looking for trade intermediaries.

Ref: 20110207007

Italy:

Manufacturing company of mechanical components for industrial vehicles is looking for agents and distributors to extend its market. It is also looking and offering itself for reciprocal production. An Italian manufacturing company of mechanical components for industrial vehicles is looking for agents and distributors to extend his market. The company is also seeking and offering itself for reciprocal production agreements and outsourcing agreements. 20090505035

Korea:

Company, specialised in manufacture of components for automobiles, diesel engines, and bridges, is looking for trade intermediary services and offers to act as a subcontractor.

Ref: 20101130001

Serbia:

Company, trader and manufacturer of spare parts for vehicles, is offering trade intermediary services as distributor for foreign companies.

Ref: 20100212047

Turkey:

Company manufacturing brake slack adjuster and air dish brake for the automotive industry is looking for trade intermediary services and offers outsourcing activities.

Ref: 20100120001

If you interested in finding out more details about International Business Opportunities please contact your local Enterprise Europe Office quoting the reference number. Local representative can be found at http://www.enterprise-europe-network.ec.europa.eu/index_en.htm

For further information, please contact Ruta Aisthorpe on 02073449231 or raisthorpe@smtt.co.uk.



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