

# International Bulletin

## February 2012

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## Editorial

David Croxson  
Head of International, SMMT



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## Now is the time to make an exhibition of yourself!

There is a story I think we should be telling about how UK automotive SME manufacturers are increasingly exhibiting overseas in greater numbers – this year in particular the trend continues with their taking more floorspace than in recent memory - being supported by SMMT International and the UKTI Tradeshow Access programme grants and UKTI Automotive Sector group.

For example this year our exhibition space for EVS 26 in Los Angeles, Automechanika Middle East, Dubai and Automechanika Frankfurt are already fully sold – and this is after we have been back to the organisers to take additional space at each show from the areas we initially took for our budget planning.

Automechanika Frankfurt in September this year looks like being another big success for the UK Pavilion Group with SMMT having display groups in 6 of the 11 halls with exhibitors on average taking 30m<sup>2</sup> for each display. Our UK group in Frankfurt 2012 will occupy 1434m<sup>2</sup> – some 300m<sup>2</sup> more than in 2010 and SMMT will have reception areas in Hall 5 and Hall 3 this time. This year we are hoping to arrange something special for a UK exhibitor international B2B meeting and networking promotional event – but more on that next month!

Space in Dubai is almost double the area taken last year and we are able to spend a bit more money to give the UK Pavilion even more prominence at the main entrance to Hall 6 once again.

EVS26 in Los Angeles follows on from our 2010 Group to EVS25 in Shenzhen China and this year we will have 10 UK exhibitors exhibiting as part of the Pavilion and there are another 5 UK companies exhibiting independently who will be part of the associated UK seminar and reception networking events that we will be arranging during the week in LA.

Global Automotive Components & Supplier Germany is a new event which we have put into the calendar for the first time this year and we have 10 companies exhibiting taking 135m<sup>2</sup> space around a group meeting / hospitality area. This event has picked up on a

number of introductions that were made as a result of SMMT's B2B supplier meetings that were held at three separate UK venues in the UK last year and includes companies that have never previously participated with SMMT International at overseas trade shows.

We still have just two spaces remaining for Global Automotive Components and Supplier Exhibition in Stuttgart. This is the first time we have exhibited at this largely OEM component supplier show and having attended the 2011 event and been impressed by the quality attendance but depressed by the very few UK companies exhibiting in 2011 we are trying to turn the tide this year and have at least 10 UK companies represented at this excellent global component supplier event held in the heart of Germany's autoland.

We have secured UKTI TAP grants for a great many of the SME exhibitors to these shows which in many cases supports up to 50% of the cost of the stand and space costs. SMMT International initiated the bid proposal to UKTI for these events last year and all the grants made available for exhibitors by UKTI have been applied for by the team on exhibitors behalf and all have been fully allocated. We have a close relationship with the regional International Trade Advisers and the TAP team in Glasgow and there is great cooperation to ensure maximum opportunity is made of the UKTI TAP grants available – which in my view is an excellent support scheme that continues to produce immediate direct and tangible business benefits for a large number of companies each year. If you have not yet made contact with your UKTI International Trade Adviser and “Tapped them up” you are missing out!

We have also just returned from a successful exhibition in India at Auto Expo where we had a double height pavilion with 12 UK exhibitors, Sarah Thevenet reports more on this later. We could have taken even more exhibitors but space was limited by the organisers since the event was an international sell out. In addition to the exhibition in India we also held presentation, seminar and reception networking events during the show week in conjunction with UKTI and Indian Automotive Manufacturer trade association SIAM.

The message is that a large number of UK companies including SMES are significantly investing in the export market and participating with SMMT International working closely with UKTI to maximise the export opportunities for UK automotive component manufacturing and distribution overseas. If you are one of them we welcome your involvement and any suggestions you might have of how we can further improve and add to our arrangements for next year – and if you are not yet exhibiting why not consider visiting one of the shows the SMMT team is attending – you will get a warm welcome – or call us to see what support may be possible to arrange with you in the future.

[dcroxson@smmt.co.uk](mailto:dcroxson@smmt.co.uk)

## Key Dates

### SMMT Group Meetings



#### 2012 Dates

##### Customs & Tariffs Working Group:

Wednesday 21 March  
 Wednesday 20 June  
 Wednesday 26 September  
 Tuesday 4 December

##### International Business Group:

Tuesday 13 March  
 Tuesday 26 June  
 Tuesday 11 December

##### Design Engineering Group:

13 March  
 26 June  
 25 September  
 11 December

##### Personal Export Sales Group:

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

## International Business Group – 13 March

Please pencil in your diary Tuesday 13 March as the date for the first SMMT International Business Group meeting of 2012. The event will focus on markets in Brazil, USA and China with presentations including:

- Brazil – Marketing entry considerations. (Diego Chaves, Senior Manager, PwC)
- Doing business in Brazil (Dr. Vitoria Nabas, Senior Partner, Nabas Legal International)
- North American Light Vehicle Production Landscape. (Stewart Pedder, Managing Director, (IHS Supplier Business)
- Successful formulas for doing business in the US: a lawyer's Perspective. (Tom Thorelli, Partner, Thorelli & Associates)
- 2020 Vision of Global Automotive Industry (Pietro Boggia, Principal, Frost & Sullivan)

All plus our usual 'Around the world and around the table' feature and networking lunch. The International Team will be delighted to meet you and to talk about your international requirements and aims for this year.

To confirm your attendance contact Pat Shaw at [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk) Tel: 0207 344 9260.

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## Book Now!

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

### **Electric Vehicle Symposium 26**

**6–9 May 2012**

**Los Angeles, USA**

SMMT has booked prominent exhibition space for the UK Pavilion at EVS26. There are 10 exhibitor pods available at an inclusive cost of £3,000. As part of this package, members of the UK group will have free access to the pavilion's meeting rooms and catering facilities. A £1,400 UKTI TAP grant is available for eligible exhibitors. Most of the pods have already been sold, and you need to act quickly to secure your space. SMMT will also be arranging additional activities including a seminar and company visits that all UK exhibitors and visitors are welcome to join.

#### **Contacts:**

Pat Shaw / E-mail: [pshaw@smtt.co.uk](mailto:pshaw@smtt.co.uk) / Tel: 020 7344 9260

Rob Morbin / E-mail: [rmorbin@smtt.co.uk](mailto:rmorbin@smtt.co.uk) / Tel: 020 7344 9265

### **Global Components & Suppliers Expo 2012**

**12-14 June 2012**

**Stuttgart, Germany**

GCSE 2012 is an international exhibition for OEM and Tier 1 and 2 automotive component suppliers. It is a must-attend event for those who are involved in the sales, distribution, design, engineering, purchasing, procurement, or sourcing of innovative automotive materials, components and electrical systems.

The Expo, which has grown from the successful European Automotive Components Expo launched back in 2005, showcases the latest next-generation 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.

Show website: <http://www.eac-expo.com/>

SMMT International has arranged a UK Pavilion for exhibitors with prices from just £2800 for a 9m<sup>2</sup> display booth. There are also UKTI Tradeshow Access Programme grants available of £1000 for eligible applicants subject to UKTI approval. There is no requirement to be an SMMT member to exhibit as part of the UK Pavilion Group. For further information

#### **Contact:**

David Croxson / E-mail: [dcroxson@smtt.co.uk](mailto:dcroxson@smtt.co.uk) / Tel: 020 7344 9230

## **Automechanika Middle East 2012**

**22–24 May 2012**

**Dubai, UAE**

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

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

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

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

#### **Contact:**

David Croxson | E-mail: [dcroxson@smtt.co.uk](mailto:dcroxson@smtt.co.uk) | Tel: 020 7344 9230

## **UKTI Tradeshow Access Programme grants support SMMT UK Pavilion groups at key trade shows**

We have just received confirmation that a number of UKTI Tradeshow Access Programme grants are now available for eligible companies taking part in the SMMT UK Pavilion exhibitor groups at:

- Electric Vehicle Symposium EVS26 Los Angeles, USA 6-9 May 2012
- Automechanika Middle East Dubai, UAE 22-24 May 2012
- Global Component & Supplier Exhibition Stuttgart, Germany 12-14 June 2012
- Automechanika Moscow, Russia 27 August- 30 August 2012
- Automechanika Frankfurt, Germany 11-16 September 2012

The cost of a 3m x 3m fully enhanced shell scheme display area at these events, arranged and supported by SMMT International, is from around just £3000 - less with a UKTI TAP grant of £1000 - £1400 - depending on the show and company eligibility.

These events provide an excellent and low cost opportunity to exhibit as part of a prestigious national pavilion providing excellent exposure at these key events for electric vehicle, aftermarket and OEM component interest groups.

#### **For more information contact:**

David Croxson | E-mail: [dcroxson@smtt.co.uk](mailto:dcroxson@smtt.co.uk) | Tel: 020 7344 9230

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## UK Events



### International Events held in the UK

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#### **Advanced Engineering & Manufacturing - UKIBC Annual Summit 14 March, Manchester**

During the summit, UK SMEs in advanced engineering and manufacturing sector will have an opportunity to learn about market entry and expansion strategies in India, especially via supply chains as well as to meet export and trade finance experts, risk analysts and other engineering and manufacturing companies that have successfully entered India. For more information about the Summit please follow visit [www.ukibc.com/summit](http://www.ukibc.com/summit)

#### **SERT@GVC 2012 21 March – 22 March 2012, Henry Ford College, Loughborough**

This second SERT event organised by UK Trade & Investment, explores key themes contributing to efficient transport including vehicle light weighting, energy efficient powertrains and intelligent mobility as an aid to efficient vehicle movements in a congested transport network.

SERT has been combined with Cenex's Green Vehicle Congress (GVC) to deliver a single unified event, for UK and international technology developers communities, dedicated to exploring the innovation opportunities associated with energy efficient transport. The event has a strong automotive focus but in partnership with the Transport KTN, SERT@GVC seeks to explore cross cutting opportunities in rail and marine. SERT@GVC, is also supported by the Midlands Transport iNet and the Materials Knowledge Transfer Network.

More than 40 organisations have been invited to provide speakers, including the Technology Strategy Board, Ricardo, MIRA, the British Marine Federation, Transport Newcastle and the Universities of Leicester (De Montfort) and Nottingham.

#### **UKTI will be supporting a delegation of international visitors from countries including China, Russia, India, Brazil, South Korea, Germany, Italy and the USA.**

The two-day event, which is expected to attract up to 200 delegates, features UK and International speakers participating in seminars and workshops addressing challenges within key technology themes that contribute to sustainable and efficient road transport. For more information on the programme and to register your interest please contact a member of the event team.

**Email:** [events@sertatgvc.co.uk](mailto:events@sertatgvc.co.uk) / **Tel:** +44 (0)117 933 9541

## **Opportunities in the Russian automotive sector**

### **London 22 March, Solihull 23 March**

Join UKTI in London or Solihull in March and find out about automotive sector opportunities for your business in Russia.

With a population of over 140 million and car ownership per head at less than half the average for the EU, Russia offers a large and attractive automotive market with outstanding potential.

Estimated sales of new cars in 2011 2.5 million units, 30% over the 2010 figure. Two thirds of this market will be supplied either by foreign imports or foreign assembly plants in Russia.

The indigenous automotive industry has to retool and modernise to be able to compete.

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 will include:

- Ivan Bonchev - Associate Director, Ernst & 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

### **London**

22 March 9:30am-15:45pm BIS Conference Centre, 1 Victoria Street, LondonSW1H 0ET

### **Solihull**

23 March 9:30am-15:45pm Corus Hotel Stratford Road Shirley Solihull, B90 4EB

### **Cost**

This event is free of charge and includes Buffet Lunch and Refreshments.

To book places and receive further joining instructions interested organisations should

### **Contact:**

Bill Jones, Kinetic Cubed | Email: [bjones@kinetic3.co.uk](mailto:bjones@kinetic3.co.uk) / Mobile: 07788 917934



## Russia - Automotive, Aerospace and Manufacturing Technology (Multi-Sector)

This event will take place in 3 locations:

**13th March**, 9.00-15.00 – **Manchester** - Manchester City Football Club

**14th March**, 9.00-15.00 – **Normanton**, nr Mansfield - Derbyshire Hotel

**15th March**, 9.00-15.00 – **London** - BIS Conference Centre

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

Registration Open: 06/02/2012 Registration Cut Off: 13/03/2012

Event Organizer: UKTI / Kinetic

Main Contact: Bill Jones | Tel: +44 (0)7788917934 | Email: [bjones@kinetic3.co.uk](mailto:bjones@kinetic3.co.uk)

Russia is internationalising and investing in western technology and offers a large and attractive automotive and aerospace market. The Russian Government has declared that by 2020 two thirds of the components for these industries must be made in Russia, not imported, which offers outstanding potential for UK companies. Over the next 10 years the Russian automotive market is:

- Set to reach at least 3 million vehicles per annum making it the largest market in Europe.
- Most of these vehicles will be manufactured in Russia using western equipment and applying western techniques.

The event will feature presentations covering key issues for UK companies operating or expanding in the Russian market:

- Russian Aerospace and Automotive Sector Overviews.
- Opportunities.
- Challenges of Doing Business.
- UK Company Case Study.
- Round Table Discussions with Russia Experts and Specialists.

Expert speakers will include:

- Igor Kozyrkin, Commercial Director, The Auto Aggregate Plant Ltd, Dimitrovgrad, Russia
- Alex Khramov, Managing Director, Haltec Ltd, Ulyanovsk, Russia
- Steve Truswell, Russia Trade Development Specialist, Kinetic Cubed
- UK Case Study Speakers: LDRA – Liverpool, Ricardo – Leamington Spa, Renishaw – Gloucester

This event is **free** of charge and includes, copy of Russia Study reports, Buffet Lunch and Refreshments. Bookings are taken on a first come, first served basis as places are limited.

## Opportunities for motor sport companies in Argentina

Thursday 1<sup>st</sup> March

BIS, London SW1H 0ET

UKTI are organising an event to publicise and explain opportunities for UK companies resulting from the announcement of a new 62 hectare automotive leisure centre just outside of Buenos Aires which would include a 4.8 kms racetrack approved to Formula One standards. The project is owned by Canadian entrepreneur Eddie Freedman. The site has been designed and construction will be supervised by a consortium led by the UK company Populous. The UKTI event will also discuss other opportunities in the automotive sector as well as tips for doing business in the heavily regulated Argentine market.

**Contact:** Alfredo Fierro, UKTI Argentina

Tel: +54 11 4808 2262 | E-mail: [alfredo.fierro@fco.gov.uk](mailto:alfredo.fierro@fco.gov.uk)

## Explore Asia – a world of opportunities for UK companies

9th February 2012, London

Join like-minded business people at a major UKTI event, Explore Asia – a world of opportunities for UK companies in London on 09 February. Hear from keynote speakers including Theo Paphitis, Businessman, star of Dragons' Den, Chairman of Boux Avenue lingerie & Ryman Stationery and presenter of 'Theo's Adventure Capitalists' and benefit from access to over 50 experts from UKTI, RBS and DLA Piper covering 12 Asian markets.

To benefit from a special rate of £80 + VAT for contacts of UKTI partners please insert the promotional code: PARTNER12 when registering online.

To book your place, please go to the registration page

<https://www.businessinasia.co.uk/registration>

For more information and the agenda of the day, please go to

<http://www.businessinasia.co.uk/events/explore-asia-a-world-of-opportunities-for-uk-companies-london-9-february-2012>

## London Chamber Events:

### Saudi Arabia: a Kingdom of Business Opportunities

**Guest Speaker** Chris Innes-Hopkins, Director of Trade & Investment, British Embassy Riyadh

**On** Wednesday 8 February 2012, 2.30pm - 6.00pm

**At** Clyde & Co, The St Botolph Building, 138 Houndsditch, London EC3A 7AR

As the largest economy in the Middle East, Saudi Arabia is a key strategic partner for the UK and offers a wide range of opportunities for British businesses. Attend this seminar to hear from the experts about current business opportunities in this market.

[Book Online](#)

[Download Flyer](#)

## Market Visit to Indonesia

To Jakarta

On 16 - 20 April 2012

Indonesia is the largest economy in South East Asia and boasts a wealth of opportunities for UK business across a wide range of sectors. Attend this seminar to receive an update on the economy and learn from the experts how to tap into the opportunities in this market. Indonesia is South East Asia's largest economy and boasts numerous opportunities for trade and investment for British companies. This market visit will provide you with the opportunity to meet key contacts in the Indonesian market through a networking reception hosted by the British Embassy in Jakarta. Further support will be provided by the commercial team at the British Embassy, market experts and an experienced mission manager.

### Indonesia: Market Update

On Thursday 16 February 2012, 10.00am - 1.30pm

At Prudential Plc, Laurence Pountney Hill,  
London EC4R 0HH

**THIS IS A COMPLIMENTARY EVENT**

Indonesia is the largest economy in South East Asia and boasts a wealth of opportunities for UK business across a wide range of sectors. Attend this seminar to receive an update on the economy and learn from the experts how to tap into the opportunities in this market.

[Book Online](#)

[Download Flyer](#)

### USA: The UK's Largest Market

**Guest Speaker** Nick McInnes, Director, Trade and Investment USA, British Consulate-General

On Wednesday 22 February 2012, 4.00pm - 7.00pm

At QEB Hollis Whiteman, 1-2 Laurence Pountney Hill, London EC4R 0EU

The US economy is the largest national economy in the world and Britain's largest single export market. Attend this seminar to learn about how to make the most of the market opportunities available to companies looking to export to the US.

[Book Online](#)

[Download Flyer](#)

## Partner Events

**Unlock your business potential in Asia** - Thursday 9 February - for more details and to book a place visit [www.businessinasia.co.uk](http://www.businessinasia.co.uk). To benefit from a special rate of **£80.00 + VAT** for contacts of UKTI partners please insert the promotional code: **PARTNER12** when registering online.

### **Journey Through Latin America Roadshow**

#### **20 February 2012, London (Free to attend)**

A unique opportunity to meet overseas trade officers representing 11 markets in Latin America and hear about exciting business prospects. This event also includes networking.

#### **Benefits**

- Book one-to-one meetings with Overseas Trade Officers from 11 of the major markets
- Gain first hand knowledge of the opportunities for your company
- Book places to attend country presentations and panel discussions.

Contact: [emmanuelopanuga@uktilondon.gtml1.com](mailto:emmanuelopanuga@uktilondon.gtml1.com)

## **Webinars**

### **Webinar: Western Europe's light vehicle market - forecasts to 2016**

Date: Tuesday 07 February 2012

Time: 09.00 Detroit / 14.00 London / 15.00 Stuttgart / 19.30 Delhi

The aim of this 30-minute webinar is to provide expert insight into passenger car sales trends in Western Europe over the next five years.

[Register for this webinar](#)

[» Read more](#)

### **Webinar: Western Europe's medium/heavy commercial vehicle market - forecasts to 2016**

Date: Tuesday 07 February 2012

Time: 10.00 Detroit / 15.00 London / 16.00 Stuttgart / 20.30 Delhi

The aim of this 30-minute webinar is to provide expert insight into medium and heavy commercial vehicle sales trends in Western Europe over the next five years.

[Register for this webinar](#)

[» Read more](#)

### **Webinar: The future of navigation**

Date: Thursday 09 February 2012

Time: 10.00 Detroit / 15.00 London / 16.00 Stuttgart / 20.30 Delhi

TomTom's Jan-Maarten De Vries outlines his company's approach to the future of navigation.

[Register for this free webinar](#)

[» Read more](#)

**Webinar: Reducing the cost of EV batteries**

Date: Tuesday 14 February 2012

Time: 10.00 Detroit / 15.00 London / 16.00 Stuttgart / 20.30 Delhi

The aim of this webinar is to help key stakeholders understand where and by how far electric vehicle battery cost reductions can be achieved, and what the implications are for battery performance.

[Register for this free webinar](#)

[» Read more](#)

**Webinar: Daimler Trucks production outlook**

Date: Tuesday 21 February 2012

Time: 10.00 Detroit / 15.00 London / 16.00 Stuttgart / 20.30 Delhi

The aim of this 30-minute webinar is to provide attendees with expert insight into the production outlook of Daimler Trucks.

[Register for this webinar](#)

[» Read more](#)

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## Trade Events



### International events held abroad

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#### UKTI Promoted Events

##### **Mexico: 6 March 2012**

##### [Expo Manufacturing 2012](#)

EXPO MANUFACTURA is the most important international business forum for the processing and manufacturing industry in Northern Mexico

##### **Mexico: 9 March 2012**

##### [UKTI South East: Market Visit to Mexico \(Multi Sector\)](#)

If you are looking for a diverse and growing market for your business, then you should consider Mexico.

##### **A Multi-Sector Market Visit to Mexico, Mexico City and Guadalajara**

##### **12-16 March 2012**

UK Trade & Investment will be leading a [multi-sector market visit to Mexico](#) helping companies find out more about current business opportunities.

Explore two key growth markets in North America, [Mexico City](#) and [Guadalajara](#) where you can benefit from the following:

- Support from experienced International Trade Advisers with relevant knowledge of Mexico;
- Flexibility to investigate the market including visiting potential clients, partners or relevant organisations.

#### Other Events

##### (Listed by country)

##### **Argentina: 29 May 2012**

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

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

##### **Azerbaijan: 14-17 March 2012**

##### **Azerbaijan International Automotive Exhibition**

Baku Expo Centre, Baku, Azerbaijan

**contact:** Rex Bowden, ITE Group Plc

**tel:** 0207 596 5138 **e-mail:** [Rex.Bowden@ite-exhibitions.com](mailto:Rex.Bowden@ite-exhibitions.com)

**China: 26-28 October 2012**

### **China International Auto Parts Expo (CIAPE)**

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

**contact:** Sarah Thevenet

**tel:** 0207344 9233 **e-mail:** [sthevenet@smtt.co.uk](mailto:sthevenet@smtt.co.uk)



**SMMT supported event**

**China: 11 - 14 December 2012**

### **Automechanika Shanghai**

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

**contact:** Sarah Thevenet

**e-mail:** [sthevenet@smtt.co.uk](mailto:sthevenet@smtt.co.uk)



**SMMT supported event**

### **Germany: Global Automotive Components and Suppliers Expo**

**12–14 June 2012, Stuttgart**

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

**contact:** David Croxson

**e-mail:** [dcroxson@smtt.co.uk](mailto:dcroxson@smtt.co.uk)



## SMMT supported event

### **Germany: 11-16 September 2012**

#### **Automechanika Frankfurt, Germany**

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

**contact:** Ruta Aisthorpe

**e-mail:** [raisthorpe@smt.co.uk](mailto:raisthorpe@smt.co.uk)

### **India: 6-8 March 2012**

#### **Chennai Automotive Testing Expo 2012**

Chennai Trade Centre, Nandambakkam, Chennai India

For more information: <http://www.testing-expo.com/india/>

### **Japan: 7 February - 2 March 2012**

#### **Distribution & Business Practices in Japan**

What is the key to being successful in Japan?

What is the best way to enter the Japanese market?

The 5-day course in Japan is focused on "Business Strategy for Customer Satisfaction in Japan: Creation of Added-Value in Retailing and Marketing". The mix of topics covered is designed to meet the needs of European companies committed to either expanding into Japan / Asia, or considering entering the Japanese market.

Course Dates: 7 February - 2 March 2012. Application deadline: 8 December 2011.

For more information:

<http://www.eu-japan.eu/global/business-training/distribution-and-business-practices.html>

### **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>

### **Mexico: 26 – 28 March 2012**

#### **X International Congress of the Automotive Industry in Mexico City**

This is an international strategic forum and congress (hosted in Mexico) that communicates and integrates, for the automotive value chain development.

- International forum of the automotive industry strategic.
- International week automotive sector in Mexico
- Exhibition, automotive innovation and technology in one place.

For more information: [www.ciam.com](http://www.ciam.com)





### SMMT supported event

#### **Russia: 12 April- 14 April 2012** **Automechanika St Petersburg**

Automechanika St. Petersburg is one of the finest event for automotive industry. It is known as a leading automotive after market event and therefore is ready to attract large number of manufacturers, importers, exporters etc. from the auto marketplace of throughout the globe.

**contact:** Ruta Aisthorpe

**e-mail:** [raisthorpe@smt.co.uk](mailto:raisthorpe@smt.co.uk)

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

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

**contact:** Rex Bowden, ITE Group Plc

**tel:** 0207 596 5138 **e-mail:** [Rex.Bowden@ite-exhibitions.com](mailto:Rex.Bowden@ite-exhibitions.com)

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

Automechanika Moscow is a pivotal event for automobile Aftermarket and Original Equipment Market. **contact:** Ruta Aisthorpe **e-mail:** [raisthorpe@smt.co.uk](mailto:raisthorpe@smt.co.uk)



### SMMT supported event

#### **Spain: 13 - 16 March 2013**

#### **Motortec Automechanika Ibérica, Madrid, Spain**

Automechanika Ibérica - Iberia's Leading Trade Fair for Automotive Parts, Equipment and Service Suppliers takes place in Madrid, Spain.

**contact:** Ruta Aisthorpe

**e-mail:** [raisthorpe@smt.co.uk](mailto:raisthorpe@smt.co.uk)

#### **Thailand: 24 – 31 March 2012**

As part of its programme of Market Visits, UKTI will be taking a delegation from the Northeast region to Thailand to enable companies to find out more about the market and meet potential customers.

Thailand has been designated one of UKTI's High Growth Markets. Eligible SMEs will receive a financial contribution towards the cost of flights and accommodation, as well as receiving the full support of an International Trade Adviser prior to, during and after the visit.

For more information, call the North East International Trade Hotline on 0845 05 05 054 or email: [enquiries@ukti.rito.co.uk](mailto:enquiries@ukti.rito.co.uk)



## SMMT supported event

### **UAE: Automechanika Middle East 2012**

**Dubai, 22–24 May 2012**

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

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

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

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

**contact:** David Croxson

**e-mail:** [dcroxson@smtt.co.uk](mailto:dcroxson@smtt.co.uk)



## SMMT supported event

### **USA: 6-9 May 2012**

### **EVS 26, Los Angeles, California**

The International Electric Vehicle next convenes in Los Angeles between 6 – 9 May 2012, and SMMT is planning a varied programme of activities to ensure that UK-based companies have a high profile at this key global forum for low carbon vehicle technologies.

Our plans include a 'one-stop shop' exhibitor package, a showcase seminar, plus top-class networking opportunities and company visits. To register your interest in joining all or part of the UK group programme:

**contact:** Pat Shaw

**tel:** 020 7344 9260

**e-mail:** [pshaw@smtt.co.uk](mailto:pshaw@smtt.co.uk)

### **USA : Dearborn, Michigan: 2-14 June 2012**

### **Commercial Vehicle Megatrends USA 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](mailto:events@automotiveworld.com)

**web site:** [www.automotiveworld.com/events/commercial-vehicle-megatrends-usa-2012](http://www.automotiveworld.com/events/commercial-vehicle-megatrends-usa-2012)

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# Trade Support Initiatives



## Helping you do business

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### Automotive Supplier Finder

SMMT provides a free to user service to find UK suppliers. [www.autosupplierfinder.com](http://www.autosupplierfinder.com)

### Export Control Guidance

The Export Control Organisation (ECO) is the UK's regulatory 'strategic' export licensing authority and forms part of the UK's Department for Business.

Further details about the ECO's advisory services and practical guidance for exporters is available on the export control pages of the Businesslink website at <http://www.businesslink.gov.uk/exportcontrol>.

A revised version of the Export Control Organisation's current Training Bulletin is now available. The Bulletin includes details of all forthcoming ECO seminars and workshops taking place from January to March 2012 (along with an attached course booking form at the bottom of the bulletin). These are scheduled to be held during the next few months in London, Manchester and Taunton. The Bulletin includes a new date for a Control List Classification (Dual-Use Goods) course which is scheduled to take place on 30 March 2012. These courses are all designed to increase your understanding of UK strategic export controls and what your responsibilities are when exporting controlled items. All courses are delivered by UK government experts working within the UK's Export Licensing Community.

Details are also provided about the option of on-site bespoke company training.

View the Export Control Training Bulletin 6 (Revision 1) : December 2011:

<http://www.bis.gov.uk/assets/biscore/eco/docs/11-p97c1-eco-training-bulletin.doc>

ECO's training provision includes scheduled courses providing an overview of the controls and classification courses for either dual-use or military goods. For more details about the training and skill provision provided by the ECO, see the UK Export Control Training & Skills Academy at <http://www.bis.gov.uk/exportcontrol>. This includes access to our online films and e-learning resources and courses.

### PREVIOUSLY ISSUED NOTICES TO EXPORTERS

You can access previously issued Notices via our Notices to Exporters page:

<http://www.bis.gov.uk/policies/export-control-organisation/eco-notices-exporters>

### EXPORT CONTROL ENQUIRIES

For general export control queries please contact the ECO Helpline on 020 7215 4594 or

[eco.help@bis.gsi.gov.uk](mailto:eco.help@bis.gsi.gov.uk)

ECO Business Awareness Team  
Export Control Organisation  
1 February 2012

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### **Welsh Assembly Government – Devolved Administration**

The Welsh Assembly Government provides support for Wales-based companies looking to expand their global markets and international businesses looking for a trade partner in Wales.

This full online edition with links is available at:

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

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### **Welsh Automotive Forum (WAF) – Regional Alliances**

WAF plays a key role in disseminating information to Welsh automotive companies about future trends, whether that's from the vehicle manufacturers, or from the large module suppliers.

This full online edition with links is available at:

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

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### **UK India Business Council (UKIBC) – Business Council**

The UK India Business Council is the leading organisation helping UK companies do business in India.

This full online edition with links is available at:

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

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

The TBCCI has wide experience in promoting trade relations between Turkey and the UK.

This full online edition with links is available at:

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

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### **Technology Strategy Board – Knowledge Transfer Network**

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

This full online edition with links is available at:

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

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### **Scottish Engineering – Trade Body**

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

This full online edition with links is available at:

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

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### **Scottish Development International – Devolved Administration**

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

This full online edition with links is available at:

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

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### **Slovak British Business Council (SBBC) – Business Council**

The vision of the Slovak British Business Council is a networking platform, which powerfully stimulates UK and Slovak economies as well as local entrepreneurs, small businesses and professionals.

This full online edition with links is available at:

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

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

The Swedish Chamber of Commerce for the UK is a not for profit membership organisation aimed at promoting the exchange of ideas and experiences, networking and trade between Sweden and the UK.

This full online edition with links is available at:

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

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

The Russo-British Chamber of Commerce promotes, facilitates and supports business between Russia and the UK.

This full online edition with links is available at:

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

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### **North West Automotive Alliance (NAA) – Regional Alliances**

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

This full online edition with links is available at:

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

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

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

This full online edition with links is available at:

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

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### **Motorsport Industry Association (MIA) – Trade Body**

As a worldwide association, the MIA now provides a network that reaches into every corner of the motorsport business community.

This full online edition with links is available at:

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

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### **Middle East Association (MEA) – Trade Association**

The Middle East Association is the UK's premier organisation for promoting trade and relations with the Middle East and North Africa.

This full online edition with links is available at:

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

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### **Materials KTN – Knowledge Transfer Network**

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

This full online edition with links is available at:

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

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### **Libyan British Business Council (LBBC) – Business Council**

The LBBC works with the British and Libyan authorities to facilitate bilateral trade and investment activity.

This full online edition with links is available at:

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

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### **Institution of Mechanical Engineers (IMechE) – Professional Body**

The Institution of Mechanical Engineers is looking to grow awareness of the mechanical engineering sector.

This full online edition with links is available at:

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

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### **Invest Northern Ireland – Government Department**

Invest NI's role as the regional business development agency is to grow the local economy by supporting new and existing businesses to compete internationally, and by attracting new investment to Northern Ireland.

This full online edition with links is available at:

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

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### **Israel Britain Business Council (IBBC) – Business Council**

The Israel Britain Business Council promotes bilateral trade and investment between the two countries.

This full online edition with links is available at:

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

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### **Finnish British Trade Association (FBTA) – Chamber of Commerce**

The FBTA aims to enhance economical, commercial and cultural ties between Finland and the UK.

This full online edition with links is available at:

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

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### **UK Export Finance – Government Department**

UK Export Finance complements the private market by providing government assistance to exporters and investors, principally in the form of insurance policies and guarantees on bank loans.

This full online edition with links is available at:

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

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

EPSRC is a non-departmental public body funded by the UK government through the Department for Universities, Innovation and Skills.

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This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245840.html>

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### **Engineering Council (EC) – Professional Body**

The Engineering Council continually works to increase recognition of the UK's engineering professionals.

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245820.html>

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

The EBCC aims to create a strong link between the British business community and its Egyptian counterpart, including business organisations, enterprises, individuals and governmental bodies.

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245780.html>

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### **Electronics KTN – Knowledge Transfer Network**

The Electronics KTN promotes the UK's excellence in electronics system design, provides access to markets, funding and technology and builds relationships between academia and business.

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245800.html>

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### **EEF – Trade Body**

EEF works towards improving the position of UK manufacturing which is responsible for 55% of UK exports.

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245760.html>

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### **Engineering Industries Association (EIA) – Trade Body**

The Engineering Industries Association actively encourages the pursuit of excellence, providing a network of information and assistance.

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245860.html>

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### **Construction Equipment Association (CEA) – Trade Body**

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

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245680.html>

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### **China-Britain Business Council (CBBC) – Business Council**

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

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245640.html>

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### **Composites UK – Trade Body**

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

This full online edition with links is available at:

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

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### **Confederation of British Industry (CBI) – Trade Body**

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

This full online edition with links is available at:

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

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

BCCC helps British firms play a part in the Caribbean economy and assists Caribbean companies find their place in the UK market.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245380.html>

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

The Caribbean Council fosters trade, investment and development in the Caribbean and promotes the region's interests internationally.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245400.html>

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

The B&CCC aims to build closer ties between the business communities of Colombia and the UK by promoting bilateral trade.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245420.html>

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### **British Croatian Chamber of Commerce (BCCC) – Government Department**

The BCCC exists to provide a friendly, relaxed forum for people doing business between Britain and Croatia.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245440.html>

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### **British Chilean Chamber of Commerce – Chamber of Commerce**

The British Chilean Chamber of Commerce helps in the creation of contact networks for doing business in Chile.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245460.html>

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### **British Iranian Chamber of Commerce (BICC) – Chamber of Commerce**

The Chamber continues to play a vital role in maintaining the network of business people in both countries who wish to foster better relations between the UK and Iran.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245480.html>

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**British Chamber of Commerce in Korea (BCCK) – Chamber of Commerce**

The BCCK is a membership-based organisation which works closely with the Commercial Section of the British Embassy in Seoul to promote the development of British trade.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245520.html>

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**British American Business (BAB) – Chamber of Commerce**

British American Business provides its members with practical business expansion opportunities by delivering high-calibre networking and marketing platforms, top-quality business intelligence, and regulatory advice and influence.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245340.html>

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

The Brazilian Chamber of Commerce is active in promoting trade and business between Brazil and Great Britain.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245320.html>

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**British Argentine Chamber of Commerce (BACC) – Government Department**

The BACC offers a series of business services intended to facilitate commercial and business operations between the UK and Argentina.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/245360.html>

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**Birmingham Chamber of Commerce – Government Department**

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

This full online edition with links is available at:

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

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

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

This full online edition with links is available at:

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

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**British Design Innovation (BDI) – Trade Body**

BDI is the representative voice to industry of the majority of the most qualified top-end product, service, brand, digital and innovative 3D packaging design consultancies in the UK.

This full online edition with links is available at:

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

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**British Automation and Robotics Association (BARA) – Trade Body**

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

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This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245140.html>

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### **BFPA, British Fluid Power Association – Trade Body**

BFPA promotes the technical, trade and commercial interests of British manufacturers and suppliers of hydraulic and pneumatic equipment.

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245200.html>

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### **Automotive Council UK – Government Body**

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

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245060.html>

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### **Australian Business (AB) – Chamber of Commerce**

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

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245040.html>

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

The Arab British Chamber of Commerce is committed to encouraging and promoting Arab-British trade.

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/245020.html>

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### **Government begins hydrogen-powered car scheme**

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

This full online edition with links is available at:  
<http://www.ukti.gov.uk/uktihome/item/244480.html>

## **UKTI Contacts**

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Email: [enquiries@ukti-invest.com](mailto:enquiries@ukti-invest.com)

You can contact the Invest in the UK team by **Email:** [enquiries@ukti-invest.com](mailto:enquiries@ukti-invest.com).

You will receive a confirmation email within 24 hours. **Telephone:** from outside the UK **+44 (0)207 333 5442**, from inside the UK **+44 (0)845 539 0419**. Or contact your nearest [investment team](#).

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[customerservicemgr@investni.com](mailto:customerservicemgr@investni.com)

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### **Welsh Government - Business Wales**

QED Centre, Main Avenue  
Treforest Industrial Estate  
Treforest  
CF37 5YR  
**Tel:** 03000 6 03000  
**E-mail:**  
[BusinessInformationHelpline@wales.gsi.gov.uk](mailto:BusinessInformationHelpline@wales.gsi.gov.uk)  
**Website:** <http://business.wales.gov.uk>

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### **Scottish Development International**

**0800 917 9534** within Scotland  
**0141 228 2828** from the UK  
**Website:** [www.sdi.co.uk](http://www.sdi.co.uk)

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## Emerging markets round-up

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### **Bulgaria: Yazaki to set up new wiring systems plant**

*Friday, January 27, 2012, AutomotiveWorld.com*

Japanese automotive components manufacturer Yazaki plans to build a new factory in the city of Silven, in southeastern Bulgaria. This project is expected to be completed by June 2012

### **Brazil: Sales set new record in 2011**

*Wednesday, January 18, 2012, AutomotiveWorld.com*

New vehicle sales in Brazil set a fifth consecutive annual record in 2011, according to data from the National Association of Motor Vehicle Manufacturers (ANFAVEA).

### **China: Changan design head resigns**

*Tuesday, January 31, 2012, AutomotiveWorld.com*

Changan's head of global design, Ken Ma, has resigned, reports The Wall Street Journal, citing individuals familiar with the situation.

### **China: New head for GM, SAIC Shanghai tech centre**

*Tuesday, January 31, 2012, AutomotiveWorld.com*

Ingo Scholten has been appointed President of the GM and SAIC Pan Asia Technical Automotive Center (PATAAC) joint venture in Shanghai. The appointment is effective as of 1 February 2012.

### **China: SAIC to report 40% net income rise for 2011**

*Tuesday, January 31, 2012, AutomotiveWorld.com*

According to a statement to the Shanghai Stock Exchange, SAIC Motor is forecasting a net profit rise of 40% for 2011

### **China: Nissan JV breaks ground on new Dalian plant**

*Tuesday, January 24, 2012, AutomotiveWorld.com*

Dongfeng Nissan Passenger Vehicle has launched construction of a new plant in Dalian, reports Automotive News China.

### **China: Auto exports up 49.5% in 2011**

*Monday, January 23, 2012, AutomotiveWorld.com*

China's automotive industry accounted for total exports of 814,300 vehicles in 2011. This translated into an increase of 49.5%, compared with auto exports recorded in 2010.

### **China: OEMs in management restructuring phase - CAAM**

*Friday, January 20, 2012, AutomotiveWorld.com*

The China Association of Automobile Manufacturers (CAAM) says the country's auto industry has entered a management restructuring phase.

### **China: Honeywell to build new turbocharger plant**

*Friday, January 20, 2012, AutomotiveWorld.com*

Honeywell Turbo Technologies has announced it is to invest in a new turbocharger manufacturing facility in Wuhan, China, with the new plant expected to achieve production readiness by the end of 2012.

### **China/Sweden: Youngman poised to make new Saab offer**

*Thursday, January 19, 2012, AutomotiveWorld.com*

Zhejiang Youngman Lotus Automobile, one of the two Chinese companies that tried to acquire Saab last year, could put forward a new bid for the Swedish company next week, reports Reuters.

### **China: Proton and Huatai form JV**

*Tuesday, January 17, 2012, AutomotiveWorld.com*

Huatai Motor and Proton plan to set up a joint venture in China. The partners will invest an initial US\$150m in the equal-parts venture, which will cover joint product development and cost sharing.

### **Czech Republic: Eaton opens new Innovation Center**

*Friday, January 20, 2012, AutomotiveWorld.com*

Eaton has announced the opening in Prague, Czech Republic of its newest global Innovation Center. The new facility, developed with partners Czech Invest and the Czech Technical University in Prague.

### **Hungary: Opel to boost engine output in 2012**

*Friday, January 20, 2012, AutomotiveWorld.com*

Opel is reported to be planning to manufacture 100,000 more engines at its plant in the western Hungarian town of Szentgotthard in 2012 than it did in 2011.

### **India Gurgaon launches 100 natural gas autorickshaws for passenger transport**

*Tuesday, January 31, 2012, Ngvjournal*

The intracity autorickshaw service 'White Xpress' was unveiled by Ativa Auto Service with the help of two-wheeler manufacturer Bajaj.

#### **India: Scania to set up new plant**

*Tuesday, January 31, 2012, AutomotiveWorld.com*

Scania Commercial Vehicles India has announced plans to set up a new plant near the southern Indian city of Bangalore. In the first phase, the OEM will use this facility to assemble truck and bus chassis.

#### **New GM models target smaller metros and towns**

*Monday, January 30, 2012, just-auto.com*

General Motors India (GMI) hope its MPV and Sail models, developed by GM China's joint venture with SAIC, will boost sales, especially in smaller 'metros' and smaller towns.

#### **India: Ballard to supply fuel cells for Tata bus demo**

*Monday, January 30, 2012, AutomotiveWorld.com*

Ballard Power Systems has signed a non-binding Memorandum of Understanding (MOU) with Tata Motors to supply 12 FCvelocity-1100 fuel cell stacks. These stacks will power buses

#### **India: Govt considering higher duty for diesel cars**

*Friday, January 27, 2012, AutomotiveWorld.com*

India's Ministry of Finance is mulling the imposition of higher excise duty on diesel-powered vehicles, as part of budget for 2012-13, which is expected to be released this March.

#### **India: Ford to invest Rs7.5bn for SUV production line**

*Monday, January 23, 2012, AutomotiveWorld.com*

Ford's Indian subsidiary plans to invest Rs7.5bn (US\$149.33m) at its plant near the southern Indian city of Chennai to set up a production line for its EcoSport SUV.

#### **India: SEC seeks clarity on Tata Motors' Iranian ops**

*Friday, January 20, 2012, AutomotiveWorld.com*

The US Securities and Exchange Commission (SEC) has asked Tata Motors to increase the level of its disclosures concerning the Indian OEM's operations in certain countries in the Middle East, particularly Iran.

#### **Indonesia: VW starts T5 SKD assembly**

*Tuesday, January 31, 2012, AutomotiveWorld.com*

Volkswagen Commercial Vehicles is starting SKD assembly of the T5 Transporter and Multivan in Jakarta, Indonesia in collaboration with the importer Garuda Mataram Motor.

### **Peru: Sales growth second-highest in Lat-Am**

*Friday, January 27, 2012, AutomotiveWorld.com*

Peru has recorded the second-highest sales growth rate among Latin American countries for the number of new vehicles sold in 2011. According to the Peruvian Association of Automotive Representatives.

### **Russia: AvtoVAZ to start build of Renault-based cars**

*Friday, January 27, 2012, AutomotiveWorld.com*

Starting in February 2012, Russian vehicle manufacturer AvtoVAZ plans to start production of a sedan based on a Renault platform.

### **Russia: St Petersburg starts Kia Rio hatch build**

*Tuesday, January 17, 2012, AutomotiveWorld.com*

Hyundai's St Petersburg plant in Russia officially launched production of the Kia Rio hatchback on 6 January. The new model will be offered with a choice of 1.4- or 1.6-litre gasoline engines.

### **Russia: Light vehicle sales rise 39% in 2011**

*Friday, January 13, 2012, AutomotiveWorld.com*

Sales of new cars and light commercial vehicles in Russia rose 39% in 2011 to 2.65 million units, according to data from the Association of European Business (AEB).

### **Slovakia: Kia aims to lift output 13% in 2012**

*By: Colin Whitbread, Tuesday, January 17, 2012, AutomotiveWorld.com*

Kia Motors Slovakia has indicated it aims to produce 285,000 vehicles at its Zilina facility in the north of the country in 2012, around 13% up on the 252,000 vehicles produced in 2011.

### **Thailand: Auto output to reach record high in 2012**

*Tuesday, January 24, 2012, AutomotiveWorld.com*

The Federation of Thai Industries (FTI) expects automotive production in the country to reach a record high of two million vehicles in 2012. This would translate into a year-on-year increase of 37%.

### **US: Rising opposition to Chinese parts imports**

*Wednesday, February 01, 2012, AutomotiveWorld.com*

The US is seeing rising opposition to certain policies on imported Chinese automotive components. Reuters reports that lawmakers and union groups are urging President Obama to introduce restrictions.

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## International Market Snap-Shots



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### Where does the Chinese car industry really stand?

2 February 2012, [justauto.com](http://justauto.com)

**Investment banker Meyrick Cox describes the development of the Chinese auto industry, its structure and offers a view on the challenges it faces in the future.**

Given the astonishing growth in the Chinese car market and the staggering displays of new models, hybrids and electric cars at the last Auto Shows in both Beijing and Shanghai, not to mention the other smaller Chinese shows as well as the record-breaking volume statistics, it would be easy to form a view that the Chinese car industry is going gangbusters. Well, it is - and it isn't.

The global OEMs and their Chinese JVs are selling pretty much everything that they can build or ship in. For example, Porsche is seeing strong growth primarily as a result of removing a supply constraint for the Cayenne. But some of the domestic Chinese OEMs are seeing absolute volume falls and their share of the market has declined materially over the past decade. What has gone, or is going, wrong? How can this have happened in a control economy that is so regulated?

It is instructive to look back at how the Chinese car market has developed and how it has influenced the global OEMs. It's very much a case of a number of highly distinct phases, although in this review I will be deliberately vague about the timing of each phase, since the line is blurred by different companies developing at different speeds.

### The lost years

It wasn't so very long ago, up to the mid-80s, that the Chinese car market was less than 10,000 units and unless you were a very senior government official or a foreigner, the chances of securing a car were very thin indeed. China had, to all intents and purposes, lost touch with the skills of mass manufacture, never mind how to develop modern cars. The demand simply wasn't there – or, more pertinently, wasn't allowed. The products were stuck in the 50s. The market was at least consolidated with FAW making the Hongqi, Shanghai Auto the eponymous Shanghai and then a few truck makers such as Dongfeng, Chang'An, Chongqing etc.

### The early years



In 1986, the auto industry was chosen as a pillar industry and accorded special status. Multi-year plans were published, known as the 5-year plans (although they were rather longer-term in fact). Foreign OEMs were allowed, and encouraged, to form 50-50 joint ventures with domestic OEMs; although they were slow to get going. Initially, the only significant ones were Jeep, Fiat and VW. At the same time, globally, the dominant trend was offshoring. While entire vehicle manufacture didn't move to China, many of the component makers started offshoring to China, India, Thailand etc to take advantage of materially lower labour rates and this in turn led to globalisation of components, platforms etc. In one of those wonderful unplanned consequences, it made the international OEMs more competitive and kicked off an era of cost downs.

### **Early growth**

As the Chinese market took off, in the early 90s, so did the JVs. Capacity expansion was promoted and domestic brand development encouraged. Everybody, both Chinese and global OEMs, wanted to join in: GM, Nissan, Ford, Audi, BMW, Toyota, Honda etc all came to China and formed JVs. This drove further consolidation in the West to an extent, although more within OEMs than between them. In the meantime, a plethora of private manufacturers had appeared and, without wishing to be indelicate, some of them simply copied foreign cars.

### **The WTO years**

At the end of the decade, China applied to join the WTO, introduced a range of more liberal policies and growth exploded. As the next 5-year plan came out, regulations tightened a little bit, the pressure to share technology grew, China moved towards owning intellectual property ("IP") and the extent of the JVs deepened. The million-car platform became the order of the day and if you didn't have significant Chinese volume, life was tough. Towards the end of this phase, there were Chinese OEMs that were very significant in scale; extremely competent at making cars but, and it's a big but, making other OEMs products. In this phase, we saw the first overseas acquisitions of foreign OEMs by Chinese OEMs: Shanghai/Rover MG; BAIC / Saab assets; and Geely's astonishing acquisition of Volvo from Ford.

### **Premiumisation**

Revoluting word, but it captures the theme. All of a sudden, China was a 10m unit market and went from wanting mobility to wanting brands. BMW, Mercedes, Audi, Jaguar Land Rover simply took off in China. Premium sales today are 30 times what they were in 2000. The Chinese consumer 'got' premium and wanted it now. China became a material profits driver for some: for the German premium OEMs perhaps

as much as 50% of profits and for GM, China has probably exceeded 100% of its profits and before its insolvency was probably the only profitable part of the business. We are even seeing the beginnings of an IP legislation that has some teeth and so in a 600-word version of a much more complex tale, we have arrived at the current day.

So what does the Chinese auto industry look like today? There are many counts, but 77 domestic OEMs is the best estimate I've seen with revenue of US\$287bn spread over 13.9m units, 682 models and about 500 platforms. The average Chinese OEM offers nine models and produces 20,000 units per model. Critically, this all includes JV output. Take that away and it looks even worse. Chinese OEM revenue per platform is around US\$0.5bn; compared with, say, VW around US\$12bn. Chinese policy is worsening this situation by forcing JVs to add a JV-owned brand product to the line up. Just what China needs: more models and more brands!

The overall market, by value, is 25% Chinese OEMs; 70% JV OEMs and 5% imports. The domestic share has shrunk from 40% a decade ago. The majority of the Chinese OEM vehicles are in the A & B segments, and they compete almost entirely on price. Meanwhile premium has grown to 17% of the market.

What are the trends in today's Chinese auto market?

- Owner drivers. I was struck, at a friend's wedding in Shanghai recently, to see a young married couple arrive in a Panamera. Very glossy and so far, so Shanghai, but there was no one in the back - they drove themselves. Labour costs have driven up the cost of chauffeurs; and car ownership is spreading further down the wealth spectrum, so China today is no longer a purely-chauffeur market. This raises all sorts of interesting questions around the touch and feel, handling and infotainment preferences of a Chinese owner-driver compared with a Western driver. We don't know the answers yet, but they will have views, and those views will start to drive car design globally.
- What happened to China being a sedan market? When I was last in Hangzhou, I would say one-third of the cars not only are driven by the presumed owner, but are small hatchbacks.
- Regulatory pressure on fuel consumption. Note, not CO2 as in the West, which a cynic like me might note as purely tax-driven. China will have to import any incremental gasoline that it uses; and that's a strategic security risk which China doesn't want to take on, so this not a cynical tax game; it's a real issue. We ain't seen nothing yet on fuel consumption regulations in China.

- Further premiumisation (sorry, that word again). Already 17% of the market, and is expected to grow to 25% by the end of the decade and its all foreign OEMs; none of it is Chinese-branded. . There has been some very interesting work done recently on the price discount that domestic brands suffer over imported brands. It's at least 30% on a like-for-like basis never mind about adding "premium" on top of that. That's crippling!
- Exports: struggling domestic OEMs trying to drive volume through exports. To places like Iran. I'm not aware of any country / industry becoming competitive through exports: successful exporters have been strong at home; and have taken those successful products abroad. Exporting based on price needs a sustainable cost advantage...
- Costs: China is no longer a cheap place to make cars.

So where does this leave the domestic OEMs that we started with? The simple answer - in trouble.

- Costs are spiralling – I can remember when advising on the Shanghai / Rover MG deal that skilled labour was at risk of getting to US\$1 a day. It's eight times that now, which challenges the whole labour-driven model. VW has stated that its Slovakian factory is cheaper than its Shanghai ones;
- Quality is great, really it is. I like nice, tight shut lines, but they come with a cost. To achieve the relentless consistency that modern car manufacturing demands, you need machines. That means that the factories look much like Western ones, cost the same and labour falls to less than 10% of the cost, although you need more checking in China, so that offsets the slim cost advantage that you thought you had in China;
- R&D. I've heard various estimates of the number of Chinese OEMs, but lets stick with the 77. BMW spends more on R&D than the top 10 Chinese OEMs combined spend outside their JVs. So does Daimler, VW, GM, Ford, Toyota, Honda, Hyundai etc etc. Even Porsche spends more than the top ten Chinese OEMs in absolute terms. The Chinese OEMs aren't catching up either. They are falling further and further behind. Making a 2-litre gasoline engine produce 200 bhp isn't so hard; but making it do that and 140g CO2 with acceptable noise, vibration and harshness (NVH) characteristics, bulletproof reliability and 100,000-mile plus durability is really, really tough. Their engines are mostly designed by AVL and Ricardo. They are stuck at the assembler stage and are a long way from being effective integrators let alone developers. The Chinese OEMs spend a smaller percentage of a much lower sales value on R&D, leading to pitiful results.

- Brands. This, frankly, is the biggest issue. There are two global auto brands owned by China: Volvo and MG. That's it. It has taken Toyota 20 years to establish a second-rate US premium brand (Lexus). The reality is that there are four global premium brands (plus the super premiums like Ferrari etc): Audi, BMW, Jaguar Land Rover and Mercedes. That's what consumers want to own.
- Component suppliers. Not one of the global auto component leaders is Chinese, whichever segment you look in. There are large ones, such as SAIC's component business, but no scale leaders. There are none with class-leading technology. Increasingly, they are losing their cost advantage.

Put all this together and I simply don't see how with fragmented R&D, smaller volumes, lower price points, and an uncompetitive parts supply chain that this industry can compete on a global scale without fundamental restructuring (and, given that M&A is my day job, a bit of that as well).

What's wrong? The JV concept is flawed. Western OEMs are not going to share their technology if they can possibly avoid it. Not now, not ever. Sharing means creating a competitor – why would you do that? I know that GM has been forced to do so as a result of its insolvency, but waiting for your JV partner's insolvency isn't a strategy you can plan an industry around.

There are far too many OEMs in China. The National Development and Reform Commission (NDRC) has recognised this and published its list of consolidators, but nothing that I have noticed has happened. China will never, ever catch up on R&D, let alone pull ahead until there are, say, three Chinese OEMs, each of which is spending more than the major Western OEMs on its own R&D. Modern cars are very complex and while it's relatively cheap to catch up, copy, call it what you will, it's really, really expensive to develop original new technology that meets all the varieties of legislation around the globe. Mahindra did a great job developing the Scorpio for US\$150m; it was highly fit for purpose and quite correctly based on simple tried-and-tested technology. The market loved it, but I doubt Land Rover lost a wink of sleep; and I can't see Mahindra being able to develop a new Range Rover competitor for anything but a factor of that.

Exports? Forget about it. If you aren't competitive at home, you won't succeed abroad, and I don't count places like Iran. Price is not a long-term strategy unless you have a sustained cost advantage. China doesn't.

Bluntly, I think China needs to control more premium brands. That's a wonderfully vague statement but you only have to compare, say, BMW's margins with any of the mass-market manufacturers and it's very hard to argue with. Of course, the Chinese state could go on subsidising the industry for the 40-50 years it takes to develop a premium brand but I can't see that happening somehow.

If this sounds critical of the planning behind the Chinese car industry, it's not meant to. I'm awestruck at the progress that's been made in the last decade even, never mind about the turnaround in a remarkably short period from what I dubbed the "early days" of the mid-80s. It has never been done in such a short time period anywhere else in the world. Amazing. It's just that the industry is at a turning point where the structure which has served it well to date isn't right looking forward. So China needs the boldness and the vision to implement some of the changes that it has already presaged and, in some areas, go further still.

I can't wait and I only hope to be able to play a small part in it, as I have to date.

*Meyrick Cox is a Managing Director at Moelis & Company, an independent global investment bank that provides financial advisory, capital raising and asset management services to a broad client base including corporations, institutions and governments. Mr Cox has more than 25 years of investment banking experience representing the world's largest automotive and industrial companies across a broad geography including Europe, Middle East, Africa, India and China; in particular he has been involved in the creation of six of the Chinese Auto Joint Ventures (JV) and almost all outbound Chinese Auto Original Equipment Manufacturers (OEM) acquisitions. Automotive PR, a global service provider, facilitated Mr. Cox's appearance at the Global Automotive Forum in Chengdu China in October 2011. This article is in part based on his presentation.*

### **CIAPE and Automechanika Shows 2011 – Study visit**

In 2011, China's vehicle market registered its slowest growth for the first time in 13 years, but foreign carmakers were doing well compared to Chinese domestic car manufacturers as Chinese consumers can afford higher quality vehicles and prefer to choose foreign quality.

Sarah Thevenet, International Manager, was invited by two trade show organisers, at their expense, to make a study-visit to China last year, to attend the China International Auto Parts Expo (CIAPE) in Beijing in September and Automechanika

Shanghai in December, with the aim of assessing the events and to consider whether to organise UK participation in future show editions.

The CIAPE show, held by the Ministry of Commerce, P. R. China, is an Auto parts show and is oriented to the global OE market, aftermarket, tuning and accessories.

The show is held in Beijing every year over 3 days and 2011 was the fifth edition of the show, which attracted over 50,000 visitors and 1,500 exhibitors according to the organisers.

Despite the efforts of the show organisers to encourage foreign delegations (both exhibitors and visitors) to attend the show by offering free hotel accommodation for two nights, local transport and the hospitable welcome that the show organisers extended to international companies, the majority of the exhibitors and visitors were from mainland China and the International Pavilions (located in Hall 8) were lost amongst large number of domestic stands.

From walking around the 70,000m<sup>2</sup> exhibition ground, the floor seemed to be fairly quiet bearing in mind it being located in busy Beijing where traffic jams were meanwhile keeping up their reputation!

Amongst the international representation at the CIAPE show, the most visible were USA, Canada, Australia and countries from Middle East. European countries were definitely not prominent.

Although key European global Tier 1 international companies, such as Bosch, Delphi, Continental had large stands and were clearly visible.

Only a few workshops held during the CIAPE show provided interpretation, which drastically limited the number of workshops that overseas visitors/ exhibitors could join in and which did not help to make the show keep in line with the expected standards of International shows.

In comparison, Automechanika Shanghai, held in December over 4 days, felt a much more international event than the CIAPE show.

Automechanika Shanghai in its 7th edition in 2011 covered 150,000m<sup>2</sup> – the largest in the show's history and had over 3,000 exhibitors and just over 50,000 visitors.

Held on an annual basis, the show includes the following product groups: parts & systems, accessories & tuning, repair & maintenance, IT & management and service station & car wash.

In 2011, there were 12 foreign pavilions at the show, including Japan and USA together with a number of European Pavilions including Germany, France, Italy and Spain. It was actually noticeable that the UK Pavilion was missing from the International Pavilion hall. (only two British companies were exhibiting at Automechnaika Shanghai Britparts and Autoenterprises Ltd).

By talking to some of the international exhibitors, they all had the same messages: the number of international visitors is growing year-on-year, the number of their exhibitors is also growing year-on-year and from the latest economy's development the Chinese have a purchase power that enable them to buy more expensive cars and the car owners are keen to spend more money on their car maintenance and favour the purchase of foreign –as more reliable – parts over domestic ones.

Most of the workshops held during the show provided simultaneous interpreters (even if the IT sometimes failed to deliver the service!), which again made the show and its events more accessible to international participants.

Drawing upon these two visits, it appears that the CIAPE show is not as internationalised as Automechanika Shanghai, but is still worthwhile for UK companies looking for Chinese suppliers and distributors as the majority of the exhibitors come from all over China and each region is represented.

On the other hand, Automechanika Shanghai appears to be a better show to promote UK companies and brands and to look for investment opportunities.

On this basis, SMMT is now planning to organise the first UK pavilion at Automechanika Shanghai later this year, taking place from 11th to 14th December, and we would encourage you to get in touch with Sarah Thevenet to register your interest. Unfortunately there is no available UKTI TAP grants nominated for the show but we are hopefully trying to get the event included in the late programme adjustments.

If you feel the CIAPE show would suit your interest best, please do not hesitate to contact Sarah who will put you in touch with the organiser.

Sarah Thevenet | E-mail : [sthevenet@smt.co.uk](mailto:sthevenet@smt.co.uk) | Tel: 02073449233

## International Business Opportunities



### Business opportunities from UKTI website

#### **Bulgaria – Double-Decker Sightseeing Buses**

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/251760.html>

#### **Opportunity for UK companies to supply double-decker sightseeing buses.**

A Bulgarian tourist company is seeking sources of supply for 2-3 double-decker sightseeing buses, new or used vehicles.

Interested UK companies who can supply such equipment should contact UKT&I Sofia via **your the register your interest** link below for more information on this potential opportunity.

Tender deadline: 15/02/2012

#### **Brazil - Company Interested in Partnering With UK Aerospace and Automotive Companies**

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/231340.html>

#### **Experienced company looks for UK manufacturers from the Aerospace and Automotive sectors interested in partners for the Brazilian market.**

The company is oriented to Engineering Design services, as well as to provide complete Project Management (turn-key projects) to the aerospace and automotive market.

Located in the city of São José dos Campos, state of São Paulo, the company accumulates over 10 years of market experience. It has a professional team with excellent qualifications and experience in tooling design, CNC programming, electrical wiring design, aircraft interiors design and stress analysis.

They look forward to discussing partnerships with UK companies interested in coming to the Brazilian market through representation, distribution or joint-venture agreements. They are experienced in developing new brands and seek manufacturers from the Aerospace, Automotive and Engineering sectors to expand their portfolio.

#### **Brazil - Company Looking for British Manufacturers of Spare Parts for Tractors**

<http://www.ukti.gov.uk/uktihome/businessopportunity/131261.html>

**The company is looking for British manufacturers of spare parts for tractors that need representatives in Brazil. It is trading company established 21 years ago with major clients in the national market.**



Established in the city of Sao Paulo in 1990, the company has an area of approx. 2,000 sq meter which includes administrative and sales office together with warehouse.

The Director claims to have many years of experience in automotive segment and he is always looking for new business opportunities.

Nowadays, the company is divided in 3 business sectors: Auto Parts, Furniture and Fashion. It distributes its products to well-known large distributors in Brazil. The company also acts as a trading and it provides commercial assistance with shipment, export documentation, sales staff, etc.

It may be a good opportunity for companies envisaging expanding their business in the Brazilian market only or with future prospects to expand to other markets in South America. Brazilian companies are always open to receive UK products and it is often seen as pursuing good quality and high technology.

### **Canada – Automotive Suspension Systems for Commercial Vehicles**

<http://www.ukti.gov.uk/uktihome/businessopportunity/118687.html>

**Private sector opportunity for manufacturer to export commercial vehicle suspension systems designed for pick ups, buses and Class 5 to 8 trucks for distribution in North America.**

The commercial vehicle market encompasses pick up trucks, buses and trucks within the Class 5 to 8 range, including the vocational market. The company wish to introduce all types of suspensions and payload capacities ranging from leaf spring systems through to air-ride technology.

The company have an established brand name in the market for product innovation, reliability and quality. Over the past quarter century they have experienced a steady growth in systems for trucks, buses, trailers and off road highway vehicles.

The company has a sales & marketing and distribution infrastructure serving North, South and Central America. The company is TS16969 and ISO9000 certified and is an established Tier 1 supplier to all OEMs and body builders throughout North America.

Well established Canadian manufacturer and distributor of commercial vehicle suspension systems is seeking to expand their current product range to provide the company with a presence in all segments of the market.

### **China - Shock Absorbers Required for Cars**

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/226380.html>

**A shanghai based advisory company is looking to import shock absorbers for cars.**

The Chinese advisory company is mainly engaged in providing consulting and advisory services for automotive companies. One of their customers is now seeking shock absorber for passenger cars. The target company should an original equipment manufacturer (OEM)

business and after market business. The Chinese company is looking to acquire the technology through equity deals and joint venture.

### **China - Opportunity in Automotive Multimedia Sector**

**<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/238380.html>**

A Shanghai company is seeking UK car communications

One of the customers of a Shanghai company that is mainly engaged in providing consulting and advisory services for automotive companies, is now seeking UK companies involved in car communications and multimedia products, including mobile phone accessories, blue tooth hands free products, car phones, embedded high speed data engines, in car multimedia, embedded car modems, emergency calls and accessories.

### **China - Vehicle Overload and Over-Dimension-Limit Control Technology**

**<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/237960.html>**

**Chinese government is looking for vehicle overload and over-contour-dimension control technology.**

Chongqing, a municipal city in SW China is one of the largest auto base in China. A Chongqing auto industry regulatory body is looking for overload and over-dimension control system and wishes to make Chongqing a pilot city of applying this kind of technology.

The Chinese Transportation Ministry intends to cooperate with the National Automobile Manufacturing Regulatory body to come up with a compulsory standard requiring commercial vehicle/heavy vehicle manufacturers to install some device on vehicles that can automatically detect the loading and operating conditions when vehicles are running. This type of device then can take measures like giving instructions to stop the engine from working or sending an alarm to the control centre if the vehicle is over loaded or over contour dimension limit, so as to prevent overload and over-dimension-limit from damaging roads or causing accidents at the very beginning.

Interested UK companies should register their interest via the link below .

Opportunity Type: Major Projects

Response deadline: 31/12/2012

Tender deadline: 31/03/2013

### **China - Electric Vehicle Manufacturing Technologies Sought**

**<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/241140.html>**

A Chinese automotive group is seeking electric vehicle (EV) manufacturers from the UK who can provide advanced EV manufacturing technologies.

The automotive group was established in 2000 and it is one of the subsidiaries of the largest vehicle manufacturer in China. They are engaged in design, R&D and manufacturing electronic equipment for the automotive industry. This company is now seeking a UK electric vehicle (EV) manufacturer who can provide advanced EV manufacturing technologies for developing their electric vehicles.

#### **Czech Republic – Buses**

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/244080.html>

##### **Public tender for supply of buses to 2015.**

The largest public transport company in the Czech Republic is looking for a supplier of buses till 2015.

A British company may apply for this public tender but all documents, application and communication have to be provided in Czech language. The deadline is 15 February 2012, 16:00.

For more information about this opportunity and doing business in the Czech Republic, **register your interest** via the link below with UKTI Team in Prague.

Tender deadline: 14/02/2012

#### **Germany – Vehicle Spare Parts**

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/250620.html>

##### **A German importer/distributor is looking to source vehicle spare parts for classic cars and new cars for Rolls Royce, Bentley, Jaguar and Land Rover from the UK.**

Sales for the company are world-wide via the internet and email. Their customers are large companies, chains, buying organisations and end customers.

The company would also be interested in a co-operation to supplying the European and global market. This includes the exchange of information and know how regarding the vehicle technology and sourcing of spare parts.

The company was founded in 2007 and is run by the owner. Part timers are employed if required.

Communication via English language is no problem.

#### **Greece – Pneumatic Tyres**

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/245100.html>

##### **A major power corporation has announced a procurement tender worth 4 million Euros for 210 pneumatic tyres.**

The tender refers to 3 types of pneumatic tyres for the organisation's earth moving equipment. The criterion on which the bids will be considered shall be the lowest price, and the total estimated budget is €4,030,000.00 (excluding VAT) for 210 items. Bids can be submitted in Greek or English and a Letter of Guarantee is required for participation, for the amount of €80,600.00. The tender closing date is the 2nd of March 2012.

### **Hong Kong - Auto parts required**

<http://www.ukti.gov.uk/uktihome/businessopportunity/118339.html>

#### **A leading Hong Kong industrial company is looking for UK companies able to supply auto parts for limousines and power trains.**

UK companies involved in manufacturing of auto parts for vehicles now have the opportunity to export to Hong Kong & China.

A leading Hong Kong industrial company with offices worldwide, is looking for UK companies able to supply OEM and after-market auto parts in particular for limousines and power trains.

These could be items such as metal components and high precision injection moulded plastic parts, details as follows:

- Metal Components: crankshafts, sintered gears, sprockets and precision Aluminium-cast parts
- Precision Injection Moulded Plastic Parts: dash ports, interior decorations

If applicable, the company may be interested in acting as an equity investor in partnership with the producers to manufacture the parts. The final products will be used in China.

### **Lebanon - Police Vehicles & Motorcycles Required**

The company is established in Lebanon and Iraq. They manage heavy industrial projects in all sectors but mainly construction, government procurement, and communication technology.

Items needed with quantity:

#### **Wreckers:**

- Police Rescue Truck – Capacity: 2 Tons - Quantity: 34.
- Police Rescue Truck – Capacity: 4 Tons - Quantity: 34.
- Police Rescue Truck – Capacity: 20 Tons - Quantity: 12.

#### **Carriers :**

- Police Rescue Truck – Capacity: 2 Tons - Quantity: 34.
- Police Rescue Truck – Capacity: 4 Tons - Quantity: 34.
- Police Rescue Truck – Capacity: 20 Tons - Quantity: 12.
- Police Service Truck - Quantity: 12. (Used for maintenance)
- Police Motorcycle – Quantity: 200.

For more information including contact details register your interest below with our team in Beirut.

Tender deadline: 15/02/2012

### **Mexico - Advanced Technologies for Hybrid Bus**

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/233400.html>

#### **Mexican bus company is seeking suppliers of automotive low carbon and hybrid technologies as part of development of new hybrid diesel-electric bus.**

A Mexican bus company and University are working together to develop a hybrid diesel-electric bus. The project is being funded by the FIT (Fondo de Innovación Tecnológica), a trust created by national government organisation. According to the company, besides supplying a growing and undeveloped market in the country, the project aims to satisfy a growing need for low carbon technologies, energy efficiency and lower fuel consumption. Company executives have also expressed a need for advanced technologies not currently available in Mexico for low carbon automotive, lithium ion batteries, specialized capacitors, convertors, and advanced applications for heat storage and processing.

The Advanced Engineering Team for the UKTI in Mexico can put UK suppliers of these components in contact with the developing company to explore the possibility of a commercial project. Besides having privileged access and contacts inside the industry, the team can also support UK companies in arranging key meetings and agendas while visiting the market.

Interested UK companies should **register their interest** for more information on this project via the link below.

Tender deadline: 01/04/2012

### **Pakistan – 2100 AC Buses**

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/241020.html>

#### **Due to the dilapidated condition of the existing bus fleet in Lahore, Lots for the introduction of the following two types of new buses are envisaged: a) Two Thousand (2000) new Urban AC Buses and b) One Hundred (100) Articulated AC buses.**

Proposals are invited from reputable national / international suppliers or manufacturers to bring new buses in the City to replace the ageing fleet. Government of Punjab will make upfront payment to the successful bidder against supply of required buses. The prospective bidder may bid for the supply of one or both kinds of Lots. The supplier/ manufacturer are encouraged to operate their buses. Government offers following incentives to the prospective operators:

1. Capital subsidy of Rs.1.250 million and Rs.1.000 million per bus for CNG and diesel buses respectively.
2. Per km operational subsidy to ensure a return on equity of 20%

The company has requested proposals from reputed national and international companies/firms for the supply of buses on Supplier's credit on the following terms and conditions:

- A minimum debt equity ratio of 60:40
- Terms of the credit should be two years
- The proposal must indicate the mark up rate for debt servicing
- Principal and / or markup to be repaid in equal quarterly instalments
- The firms who are ready to operate the same buses will be given preference.

## **Background**

### **Lahore**

is the capital of the Province of Punjab and is the second most densely populated city after Karachi in Pakistan. The city has an international airport, railway station and a dry-port. With population of about 10 million, it is the second largest city in Pakistan and considered to be one of the thirty largest cities of the world.

The present conditions of the bus transport system cause extreme hardship and stress for the people of Lahore in the course of their day to day lives, impacting significantly on social and economic wellbeing and the quality of life. Rapid increase in population, average distance travelled by the commuters and failure of adequate maintenance of the existing public transportation has contributed extensively to the deterioration of transportation system of the city

There are around 700 large size buses operating in Lahore. Most of the public transport is overcrowded, poorly managed and rashly driven mini-buses, vans and motor cycle rickshaws. There is a need to organize the public transport infrastructure, such as terminals, bus stops and shelters.

Therefore the need for new buses is well established along the various routes notified by the Government of Punjab. These new buses would be an integral part of mass transit system and if a well planned bus service is initiated and managed on modern lines, the operation can be very successful in terms of business for the transporters besides facilitating the daily commuters. An affordable and efficient bus service with a higher level of comfort and reliability may even attract some of the personal modes of transport to shift to the bus service for their daily commutation.

Response deadline: 25/01/2012

### **Tanzania - Supply of Trucks**

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/242620.html>

**Supply of trucks required for sewage disposal and drainage cleaning, street light repairs and breakdown.**

Sealed bids invited from eligible UK bidders for the supply of any one or a combination of lots as follows:

- Lot. 1: Supply of Truck with Cesspit Emptier (Quantity – 1)
- Lot. 2: Supply of Aerial lift Truck for Street Light repair (Quantity – 1)
- Lot. 3: Supply of Small Tipping Trucks for road and drainage cleaning (Quantity – 2)
- Lot. 4: Supply of Small Vacuum Tanker (Quantity – 1)
- Lot. 5: Supply of Small Vacuum and high pressure jet truck (Quantity – 1)
- Lot. 6: Supply of High Pressure Sewer Cleaner Units (Quantity – 2)
- Lot. 7: Supply of Breakdown Truck (Quantity – 1)

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## World Trade Organisation Notifications

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

### **KENYA**

#### **G/TBT/N/KEN/309**

24 January 2012

The second edition of this Kenya Standard specifies requirements for reflective motor vehicle chevrons, decals and strips

### **KENYA**

#### **G/TBT/N/KEN/310**

24 January 2012

This East African Standard specifies requirements and methods of test for automotive gasoline, Premium Motor Spirit, PMS. It applies to automotive gasoline, premium motor spirit, also commonly known as petrol, for use in spark ignition engines, including those equipped with devices to reduce emitted pollutants.

### **KENYA**

#### **G/TBT/N/KEN/311**

24 January 2012

This East African Standard specifies the requirements and methods of test for automotive gas oil (automotive diesel). It applies to diesel, used for automotive diesel engines, as manufactured, stored, transported and marketed.

### **USA**

#### **G/TBT/N/USA/674**

20 January 2012

EPA is issuing a proposed rule that identifies additional fuel pathways that EPA has determined meet the biomass-based diesel, advanced biofuel or cellulosic biofuel lifecycle greenhouse gas (GHG) reduction requirements specified in Clean Air Act section 211(o), the Renewable Fuel Standard Program, as amended by the Energy Independence and Security Act of 2007 (EISA). This proposed rule describes EPA's evaluation of biofuels produced from camelina oil, energy cane, giant reed, and napiergrass; it also includes an evaluation of renewable gasoline and renewable gasoline blendstocks, as well as biodiesel from esterification, and clarifies our definition of renewable diesel.



This proposed rule adds these pathways to Table in regulations as pathways which have been determined to meet one or more of the GHG reduction thresholds specified in CAA 211(o), and assigns each pathway a corresponding D-Code. It allows producers or importers of fuel produced pursuant to these pathways to generate Renewable Identification Numbers (RINs), providing that the fuel meets the other requirements specified in the RFS regulations to qualify it as renewable fuel.

## **JAPAN**

### **G/TBT/N/JPN/379**

20 January 2012

Amendments to the relevant regulations concerning brakes, occupant protection, anchorage devices for child restraint system, advanced emergency braking system and lamps mainly in order to harmonize them with UN Regulations (formally called UNECE Regulations) Nos. 13-H, 94, 14 based on the "1958 Agreement".

## **ITALY**

### **G/TBT/N/ITA/25**

13 January 2012

The draft decree consists of ten articles and five annexes.

- Articles 1 and 2 identify its scope and set out the definitions used in the decree.
- Article 3 provides for approval of the systems and describes the methods and procedures to be implemented to obtain it.
- Articles 4 to 8 set out requirements relating to: general characteristics of the systems; their construction and marking; installation on vehicles and subsequent updating of the logbook; checking the production conformity verification system applied at the manufacturing plants for the systems.
- Article 9 sets out the conditions and methods for the acknowledgement of systems approved by Member States of the European Union, Turkey or parties to the European Economic Area Agreement.
- Article 10 makes reference to provisions to be issued by the Directorate-General for Road Traffic to define the procedures for updating vehicle logbooks of specific vehicle types, for which the manufacturer has issued specific clearance for the installation of tyre sizes not provided for in the approval process, and establishes that existing provisions shall apply to any delays in adopting such measure.

The annexes are models relating to:

- A Approval of a wheel-tyre system;
- B Approval certificate;
- C Procedure for checking the suitability of a system for approval purposes;

- D Marking of the wheel;
- E Declaration of installation of the system on a vehicle.

## CANADA

### G/TBT/N/CAN/316/Add.1

13 January 2012

Regulations Amending the Motor Vehicle Safety Regulations (Interpretation and Standards 207 and 210)

The proposed amendments notified in G/TBT/N/CAN/316 (dated 2 June 2010) were adopted 7 December 2011 as the *Regulations Amending the Motor Vehicle Safety Regulations (Interpretation and Standards 207 and 210)*.

These Regulations come into force on 1 September 2012.

The full text of the adopted measure can be downloaded from the Internet addresses indicated below:

<http://www.gazette.gc.ca/rp-pr/p2/2011/2011-12-07/html/sor-dors264-eng.html> (English)

## JCC Customs Information Papers



### CUSTOMS INFORMATION PAPER (12) 03

#### **Negotiations on the Modernised Customs Code and Implementing Provisions**

Update on Modernised Customs Code (MCC) and access to the latest version of the proposals for the MCCIPs - The current preliminary drafts of both the Modernised Customs Code and the Implementing Provision for the MCC are available on the HMRC website.

### CUSTOMS INFORMATION PAPER (12) 02

#### **Tariff Preference: Western Balkans and Kosovo**

The re-introduction on a retrospective basis from 1 January 2011, of the autonomous preferential rates of duty which the EU grants top eligible products originating in the above countries relevant to all involved with importing goods from Albania, Croatia, Bosnia and Herzegovina, the Former Yugoslav Republic of Macedonia, Serbia and Kosovo

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