



## **International Bulletin January 2011**

- **Editorial**
- **Key dates**
- **International updates**
- **WTO notifications**
- **Business opportunities**

# Editorial



Welcome to the first edition of the International Bulletin for 2011. In this edition, you'll find details of the new programme of SMMT's international events and activities, designed to provide you with new market knowledge and insight, key overseas contacts and profile-raising opportunities to promote your company's interests within an international automotive market.

The new year has brought a number of personnel changes to SMMT's International team and to UKTI. At the end of January we said farewell to Les Parfitt, stalwart member of SMMT's International team for the past eleven years. Les will be known to a great number of our readers and has been responsible for developing our India and China market sectors, leading a large number of trade show exhibitor groups and technical seminars and trade missions to great effect. We wish Les every success for his future and have no doubts that even in his early retirement, he will undoubtedly remain active in the industry.

Replacing Les will be Sarah Thevenet, who joined us on 31 January. Sarah will be leading the forthcoming Low Carbon Automotive Mission in China in March (see the events section for more information). Sarah has worked in the International teams at Essex, Medway Councils and West Midlands Regional Assembly on both international policy and trade development projects. Most recently Sarah was responsible for supporting Essex companies enter China and India markets organising inward and outward trade missions and local in-market representation.

UKTI has also introduced changes in their senior staff with Edward Oakden being appointed as MD Sectors Group in place of our former contact Dominic Jerney, who has moved in the summer last year as ambassador at the British embassy in Abu Dhabi, and Sir Andrew Cahn UKTI CEO stood down in January with Susan Haird being appointed as Acting Chief Executive in his place.

Despite significant funding restraints this year, UKTI's budget and advanced engineering strategy continues to support the automotive sector with a number of collaborative trade missions planned. The excellent Trade Show Access Programme (TAP) grant scheme will also support SMMT to lead UK groups to five international trade shows this year (Rematec, Amsterdam; Automechanika Middle East, Dubai; AutoPromotec, Bologna; Equip Auto, Paris and MIMS Automechanika Moscow).

Further details on these and the other international events will be published below and on the International pages on the new SMMT website see: [www.smmt.co.uk](http://www.smmt.co.uk)

We are keen to engage with member companies interested in developing their international business and we invite you to attend our regular quarterly International Business Group meetings. The International team will also visit a number of companies this year to better understand key market objectives and where we can add support and in March we will launch a survey of the automotive sector's international trading activities, in order to better understand your international business needs and shape our own support strategy.

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

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## Key dates:

### SMMT Group meetings

#### Customs and Tariffs working Group:

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

#### International Business Group: Design Engineering Group:

Tuesday 12 April, 2011  
Tuesday 28 June, 2011  
Tuesday 29 November, 2011

#### Personal Export Sales Group:

Friday 17 June, 2011  
Friday 9 December, 2011

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## Events and opportunities:

### Mexico Aerospace industry conference , 10 March 2011, London

On March 10, the UK consulate for Mexico will host a seminar on Mexico's Aerospace Industry at the Hilton London Heathrow Airport Hotel. Over 180 aerospace executives attended the conference last year, with the objective of obtaining detailed and privileged information about the current and future conditions and trends of the Maquiladora Industry and offshore manufacturing operations. For further information about attending, contact Veronica del Toral, [mexicoaeronauticalconference@mexico-now.com](mailto:mexicoaeronauticalconference@mexico-now.com), tel 0052 (614) 414 8640.

### China: SMMT's Low Carbon Supply Chain development Programme China 26 March – April 2 2011 (Shenzhen, Guangzhou and Chongqing)

UKTI have organised a visit to three leading Chinese OEM companies, with particular interest in low carbon vehicle technology and development, and their suppliers. This week long visit will take place in three of the leading automotive cities in China; Shenzhen, Guangzhou and Chongqing. For further information, contact Sarah Thevenet, [sthevenet@smmt.co.uk](mailto:sthevenet@smmt.co.uk).

### Autopromotec Bologna, Italy May 25-29, 2011

Autopromotec, the annual automotive aftermarket industry event, will exhibit at the Trade Fair Centre, Bologna, Italy from 25-29 May 2011. SMMT is offering an exclusive package to interested parties to exhibit as part of the UK Pavilion Group that will include free tours of the manufacturing plants of Ferrari and Lamborghini. UKTI TAP support grants are still available to support the costs of exhibiting and will be allocated on a first come, first served basis. In 2009, 47 countries were represented at Autopromotec with 32.4 % representing foreign exhibitors and 67.6% representing Italian exhibitors. For further information contact Ruta Aisthorpe 020 7344 9231 or e-mail [raisthorpe@smmt.co.uk](mailto:raisthorpe@smmt.co.uk).

### Amsterdam: SMMT's UK Pavilion Group to attend Rematec, Amsterdam 19-21 June 2011

SMMT, in association with UKTI, is inviting interested parties to exhibit as part of the UK Pavilion Group at ReMaTec 2011, Europe's biggest and best re-manufacturing event, which will take place at the RAI Convention Centre, Amsterdam on 19 - 21 June 2011. For further information, contact Pat Shaw, [psaw@smmt.co.uk](mailto:psaw@smmt.co.uk).

**Automechanika Middle East, Dubai, UAE  
7-9 June 2011**

SMMT in association with UKTI will present the UK pavilion group at Automechanika Middle East 2011. It is the leading showcase event for reaching automotive markets in the Middle East, offering exhibitors an opportunity to access emerging markets in India and Africa. Already 14 companies have applied to participate and whilst there are no further TAP grants available further participation is welcomed. For further information, contact David Croxson, [dcroxson@smtt.co.uk](mailto:dcroxson@smtt.co.uk).

**Russia: SMMT's UK Pavilion Group to attend Automechanika, Moscow  
24 - 27 August 2011**

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

For further information, contact Ruta Aisthorpe, [raisthorpe@smtt.co.uk](mailto:raisthorpe@smtt.co.uk).

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

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

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

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

**Global - SERT 2011 (Sustainable, Efficient, Road Transport)  
15/03/2011 - 17/03/2011**

**Location: Henry Ford College, Loughborough,**

SERT 2011 provides a platform to profile UK capability and expertise to an international audience, and through a series of interactive seminars, panel discussions, technology showcases, workshops and site visits, SERT 2011 will address the question of whole-life cycle environmental impact, of alternative road transport technologies, compared with conventional vehicles. The event will focus on areas such as advanced materials, efficient powertrain, energy storage, power electronics and Intelligent Transport Systems (ITS), and the role they can play in reducing environmental impact. SERT is part of the Sustainable World 2011 programme. To find out more about the programme for this event and register - Contact: Alexandra Robinson  
Tel: +44 (0)844 477 7646  
Email: [events@sustainableworld2011.co.uk](mailto:events@sustainableworld2011.co.uk)

**Poland mission – 21-23/3/11**

UKTI Poland and the Czech Republic, with UKTI West Midlands, UKTI North West, SMMT and major Polish company Raben, invite you to meet potential customers from the Polish and Czech automotive sectors.  
Mon 21 March 2011 - Arrive in Wroclaw  
Tues 22 March 2011 - One to one meetings with potential partners  
Wed 23 March 2011 - Return to UK  
To find out more information about this mission please contact Rachel Kijowski on 0161 875 2342 or send an email to: [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

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# Hungary

## Hungary's automotive sector



The automotive industry is a key sector in Hungary and while there are just a few major OEMs in the country (including Audi, Suzuki, GM, Opel), more than 600 companies and a number of international Tier1 OEMs (Bosch, Delphi, Visteon, F.Segura, Michelin and Bridgestone) are increasing their supplier base in Hungary and in the wider Central and Eastern European (CEE) region.

### Hungary's automotive scene:

- Daimler AG invested €800 million to set up a car manufacturing, to open in 2011, with production scheduled to start in 2012 with an initial 100,000 production output.
- Apollo Tyres invested €300 million to build a passenger car tyre plant
- Mitsubishi set up its Hungarian division to provide business research and support services.
- Audi invested €200 million for engine production.
- NABI (North American Bus Industries Ltd) has set up a plant in Kaposvar (South Transdanubia) to carry out bus production for larger cities of US. The company plans to roll out a bus model design of its own NABI-Kaposvar, which would serve the local transport.
- Continental invested €10 million to establish a new plant in Budapest for the production of electronic brake system regulators. It will accommodate a research centre as well, which will employ 71 engineers.
- Bosch invested €31 million and has hired 150 engineers at its R&D centre in Budapest in 2008.
- Knorr-Bremse opened a new electronic brake software and hardware

development factory in Budapest completing a €45 million Euro project.

- Opel is planning to significantly expand its engine factory in Szentgotthárd, Vas county. After the €500 million expansion project is completed, three types of engines will be manufactured there

While the current economic situation has impacted on all the industry key players in Hungary, forcing key manufacturers to scale back their production and investment in Hungary.



### Business opportunities

Following the establishment of the National Office for Research and Technology, there are more R&D opportunities with universities in Győr, Miskolc and Budapest.

Multinational OEMs are increasingly outsourcing a large proportion of development work to suppliers, including process and product development.

Continental AG is to establish a test track near its production site in central Hungary. The company is will invest €10 million in infrastructure development.

For more information on business opportunities in Hungary contact Ruta Aisthorpe on tel: 020 7344 9231 or [raisthorpe@smtt.co.uk](mailto:raisthorpe@smtt.co.uk)



## China

**CIAPE 2011, Beijing,  
China September 8-10,  
2011**



If there is sufficient expression of interest from members the International team is considering organising an exhibitor / visitor mission to the 5th Annual China International Auto Parts Expo (CIAPE 2011) on 8-10 September 2011, in Beijing, China.

CIAPE is the leading International Trade Show recognised by the Chinese Government for auto parts, electronics, accessories and after market .

The exhibition attracts 60,000 visitors from over 100 Countries with 2000 exhibitors participating from over 40 countries and attendees can expect to meet with major Chinese and international automotive manufacturers, suppliers and buyers.

For further details, visit:  
[www.en.iapechina.com](http://www.en.iapechina.com)

To express interest contact Sarah Thevenet  
[sthevenet@smtt.co.uk](mailto:sthevenet@smtt.co.uk)

### **SMMT's Low Carbon Supply Chain development Programme 26 March – April 2 2011 (Shenzhen, Guangzhou and Chongqing)**

Many Chinese Original Equipment Manufacturers' (OEMs) are seeking to establish quality technology component suppliers that deliver excellent quality and value.

Research undertaken over the last 18 months by UK Trade and Investment (UKTI) in collaboration with SMMT has identified an opportunity to develop a mutually beneficial low carbon UK/China supply chain.

UKTI are offering UK suppliers an outstanding opportunity to develop collaborative low carbon development partnerships with leading Chinese companies.

UKTI has organised a visit to three Chinese OEM companies, with particular interest in low carbon vehicle technology and development, and their suppliers.

For more information contact Sarah Thevenet, e-mail  
[sthevenet@smtt.co.uk](mailto:sthevenet@smtt.co.uk)

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## Russia

**RMBC event,  
Nottingham**



Russia Midlands Business Club (RMBC) is inviting companies and individuals interested in developing business links with Russia to attend a free networking event on 9 February 2011 at the NG2 Business Park in Nottingham.

The Trade Delegation of the Russian Federation in the UK will address the delegates with the most recent economic and political update from Russia. RMBC provides invaluable opportunities for companies looking to develop their trade with Russia and to find out more about this vast market. To register for the event or obtain more information about the club, please contact the club's secretary, Anna Sinelnikova on [rmbc@russiamidlands.net](mailto:rmbc@russiamidlands.net).

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## Mexico

### Rapid Growth Signals Opportunities in Automotive Industry



A report has been published confirming Mexico's status as a global car manufacturing centre, highlighting opportunities for UK automotive companies. Mexico has become a global force in the manufacture of small cars, according to a recent report published by the Financial Times.

This year looks set to be Mexico's best ever for car exports, with figures to September totalling 1.4 million units - an increase of 71.2% on 2009. The report looks at some of the investments underpinning this growth, including:

- Volkswagen's US \$1 billion investment to produce the new Jetta.
- Ford's investment of around US \$3 billion since 2008, including upgrades to its Cuautitlán plant – instrumental in producing the new Fiesta.
- Chrysler's announcement of US \$550 million in production of the new Fiat 500.
- A major investment from Nissan Motor, expected to raise the company's total investment in new projects to around US \$600 million.

Further figures from Mexico's Ministry of Economy reveals that car manufacturers have announced total investments worth US\$4.4bn over the next four years.

With this rate of growth, UK automotive suppliers may want to take advantage of the

Free Trade Agreement that exists between the EU and Mexico.

### New Lamborghini dealerships are an encouraging sign for Mexico's high-end automotive market.

Mexico's first official Lamborghini dealership opened in October on one of Mexico City's busiest streets. A second dealership has since opened in Monterrey, sometimes called 'the Beverly Hills of Latin America'. Both outlets will offer full sales and services facilities.

UK automotive companies, particularly those that have expertise on Luxury vehicles and accessories, may be interested in the automotive luxury market in Mexico.

This development will be of interest to UK automotive companies – particularly those with expertise in luxury vehicles and accessories. For more information on the local market, please contact Pat Shaw at SMMT. Tel 020 7344 9260. Email [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk)

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## Turkey

### Turkey: an emerging market?



**By: Martin Kahl, Friday,  
January 21, 2011,  
[AutomotiveWorld.com](http://AutomotiveWorld.com)**

The OSD, Turkey's Automotive Manufacturers Association, recently released production and sales data for 2010, and the results are very surprising. The data shows a recovery well beyond OSD predictions; indeed, the market grew faster than any EU market. 2010 was

a record year for the Turkish vehicle market, and one of the country's best ever for vehicle production. For once, the two are connected.

Total output was up 26% year-on-year to 1,094,557 units. This included an 18% increase in passenger cars to 603,394 units, and a 37% rise in commercial vehicle (CV) production to 491,163, with CVs accounting for 45% (2009: 41%) of production. Add tractors, and output reached 1,124,982 vehicles.

Given the recent global economic turmoil and Turkey's dependence on exports, the fact that 2009 was a tough year for the Turkish automotive industry was unsurprising; it seems prudent to compare 2010 with 2008, when the country produced 1,147,110 units (1,171,917 including tractors).

2010 was a record year for the Turkish vehicle market, and one of the country's best ever for vehicle production, for once, the two are connected.

In 2010, the Turkish market (cars and CVs) hit a record 793,172 units. The next-best year was 2005, with 758,537 sales. This includes locally-built and imported vehicles, with the import rate of 59% also at an eleven-year high. Cars accounted for 509,784 units, or 64% of vehicle sales, with light commercial vehicles (LCVs) taking a 32% share (up by 34%), and heavy CVs and buses completing the total.

In March 2010, Dr Ercan Tezer, General Secretary of the OSD, told AutomotiveWorld.com that "it will take some time (for production) to

reach the level of 2008". On sales, he said that "If we retain... demand as it was in 2009 we will be very successful," adding, "If we manage to keep the same domestic sales in 2010 as in 2009, we will consider this a success. However, we are expecting a drop in sales of 10% compared with 2009."

2010 ended around only 50,000 units short of the 2008 production total, and the passenger car market was up 38% compared to 2009. Speaking to AutomotiveWorld.com about the 2010 results, Dr Tezer said that "we were expecting recovery to the levels of 2008 to take much longer. Recovery after our previous crises took approximately four years. Due to lack of demand in the local market, our main focus in the past was on exports, but this time local demand drove our production." The sales surge occurred in and throughout the fourth quarter. Over the first nine months, the market was up by around 12%, yet it ended up 38%. LCV sales in December 2010 were up 54.1% year-on-year, and the market for cars and vans in December 2010 reached a record high of 154,734 units. 2010 ended around only 50,000 units short of the 2008 production total, and the passenger car market was up 38% compared to 2009.

Domestic sales successes had nothing to do with incentives, which ended in September 2009. What, then, led to this recovery? The growth can be attributed to four factors: strong independent control of the finance and banking system, following the crisis of 2001/2002; the opening up and affordability of consumer credit in the second half of



the year; the growing strength of the Turkish lira against the dollar and Euro; and the resultant campaigns by OEMs to take advantage of the strengthening lira, which made imported vehicles attractive and affordable.

The top five importers in 2009 shipped in just over 126,600 passenger cars. The top five in 2010 - Ford, Volkswagen, Opel, Toyota and Peugeot - imported almost 183,000 units. Imports accelerated throughout the year. The top LCV importers in 2010 remained unchanged from 2009, but the numbers were up. Volkswagen, Renault, Peugeot, Citroen and Dacia shipped in just over 39,600 units in 2009, but almost 70,000 units in 2010.

Interestingly, despite 69% of passenger car sales in 2010 being imports, Turkish-built models were two of the three best-selling vehicles in Turkey in 2010: the Renault Symbol (first place), and the Hyundai Accent Era (third). The Ford Focus ranked second.

The growth in the market also bucked purchasing trends. The mainstream A, B and C-segments continued to dominate sales (82%) with the C-segment at 42% of the total market, and the B-segment at 40%. Sedans retained their 49% share, with hatchbacks totalling 36%. However, diesel engine sales rose by 69%, accounting for 54% of new registrations, and automatics rose by 48% to take 31% of sales. For as long as the factors behind 2010's success remain unchanged, or improve, Turkish car buyers will be able to afford new cars and keep the

market steady. And (in the short term, at least) that's good news for Turkey's vehicle plants.

Can this success continue into and beyond 2011? According to Dr Tezer, "2011 will be the same as 2010. Local demand may grow by 10-15%, but exports to the EU will be limited because of macro-economic conditions." A spokesperson at the Turkish Automotive Distributors' Association, ODD, told AutomotiveWorld.com that "economic data points to growth for this year. Although there are risks due to external developments, we expect a positive direction for our economy."

Turkish drivers are renowned for keeping their cars longer than other European drivers. However, the changes in consumer credit have had a clear impact. For as long as the factors behind 2010's success remain unchanged, or improve, Turkish car buyers will be able to afford new cars and keep the market steady. And (in the short term, at least) that's good news for Turkey's vehicle plants.

### **Turkey Should Act Fast to Jump on the Electric Vehicle Bandwagon, Frost & Sullivan, 21 October 2010.**

Turkey, with its expertise in world class manufacturing and automotive engineering capability, is well poised to become a global producer of EVs and EV batteries. However, for this to happen, there must be more government involvement, greater investment, a clearly-defined battery pricing model and a better charging infrastructure.

Frost & Sullivan believes that the global market for EVs will grow up to 1.2 million

units by 2015, with 43 vehicle manufacturers offering 75 different EV models. By 2020, anywhere between 7 to 12 per cent of total vehicles sold will be electric vehicles, with Europe and North America being the two biggest markets for EVs in this decade. "Although the EV industry in Turkey is still in a nascent stage, OEMs like Renault and Fiat are announcing their plans to produce Evs, and the government is gearing up to lay out EV plans for the state," states Frost & Sullivan's Automotive & Transportation Research Analyst, Hilal Cura in a new Market Insight entitled Era of E-Mobility: Is Turkey Ready to Push the Buttons?

OEMs are very much spearheading efforts to promote EVs in Turkey. Renault-Nissan will be deploying charging networks and providing EVs for fleet services in Ankara and Istanbul.

However, the two key elements necessary to push the market for EVs are the battery pricing model and the charging infrastructure. "The Li-ion battery adds an additional €7,500-9,500 to the cost of the vehicle. To reduce this extra burden, OEMs and battery manufacturers should work together in offering energy packages with battery leasing," says Cura. Similarly, to ensure the effective utilization of EVs, the government needs to install at least 4 charging points per vehicle in the 1st year, thereafter reducing to 2.5 charging points per EV by the 5th year. This will provide steel, communications, electronics sectors as well as installation businesses with good opportunities."

**By: Martin Kahl, Friday,  
January 21, 2011,  
AutomotiveWorld.com**

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## News

### Round-up



- Bloomberg report says that **Argentina's** Ministry of Industry, the country's auto industry is targeting production of a record 840,000 vehicles in 2011.
- **Swedish** car manufacturer, Saab Automobile, has signed a memorandum of understanding (MoU) with Beijing-based government-owned company China Automobile Trading Co (CATC) to import Saab cars and parts.
- Combined automotive sales in **India** grew by 30.5% in December 2010 to 1,305,872 vehicles compared with sales of 1,000,562 units seen in the corresponding month in 2009 according to SIAM.
- **Norwegian** electric vehicle manufacturer THINK has announced plans to offer its first electric delivery vans based on the current small City car.
- Daimler and KamAZ are increasing the scope of their cooperation through a new agreement on axle production. The first step will involve a €50m (US\$65.9m) investment in axle production in **Russia**.
- In 2010 488,927 vehicles were sold in **South Africa** in 2010, 23.7% more than what the country's automotive industry had managed in 2009 (395,186 units).
- In 2010 the automotive industry in the **Philippines** grew by 27.2% year-on-year in 2010 to 168,490 passenger cars and commercial vehicles.

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## Recent WTO notifications

### **Brazil 15.12.2010**

Has enforced conformity assessment procedures for all parts used in automotive road vehicles with a focus on safety, through the establishment of a mandatory certification carried out by an accredited body, in order to reduce risks of accidents on public roads.

### **Columbia 07.01.2011**

The Republic of Columbia notified a draft amendment to the Ministry of Mines (decree No 1135 and 2629) establishing provisions to promote the use of biofuels in Colombia, measuring amounts applicable to motor vehicles and other engine powered and fuel-operated machinery and equipment.

### **Indonesia 10.01.2011**

Has implemented a mandatory Indonesian National Standard for Vehicle Rims (SNI 1896:2008 and SNI 4658:2008).

### **Kuwait - G/TBT/N/KWT/54 – 26.01.11**

This standard is concerned with the strength of passenger cars, multi-purpose passenger vehicles, trucks and buses to withstand impacts.

### **New Zealand - G/TBT/N/NZL/54 – 26.01.11**

A consultation document outlining various proposals to amend existing fuel specifications as delineated under the Engine Fuel Specifications Regulations 2008. Specific proposals that have TBT implications include those that are designed to:

### **Saudi Arabia 07.01.2011**

A Saudi/Gulf draft technical regulation concerning methods for testing and measuring the compressive displacement of brake linings and brake pad assembly at various loads and temperatures has been submitted. It provides a test method to assess lining thermal swell and growth.

### **Germany 03.12.2010**

Has implemented the European Fuel Quality Directive 98/70/EC which sets out technical specifications for fuels to be used with positive ignition and compression-ignition engines and labelling requirements for fuels. The ordinance applies especially to petrol, diesel fuels, gas oil, biodiesel, ethanol fuel, liquid petroleum gas, natural or bio gas as fuel, vegetable oil fuel and fuel oil. The ordinance increases in particular the maximum permissible percentage of ethanol in petrol fuel from the current 5 per cent by volume of ethanol to 10 per cent by volume.

**For a listing of automotive WTO updates, go to [www.smmmt.co.uk/international](http://www.smmmt.co.uk/international)**

# International Business opportunities

## UKTI sourced:

### **Algeria - Company seeks Partnership for Manufacture of Agricultural Tractors**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/119626.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/119626.html?null)

An Algerian company is seeking an international industrial/commercial partnership to manufacture a range of agricultural tractors.

The Algerian company was established in 1974 and is the market leader for the production of agricultural tractors in Algeria, employing 1,000 workers. Sales and after sales service are currently offered by the company which has a nationwide commercial network.

This international tender is for a joint venture partnership for the manufacture of a range of recent generation tractors from 45 HP to 160 HP. The rate of integration and the business plan are to be fixed by common agreement and the share of the international partner could be between 34% - 49%.

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

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/118687.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/118687.html?null)

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.

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.

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.

### **China - Electronic Products for use in Automotive Industry**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/123485.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/123485.html?null)

A Chinese electronics group is looking to import high-end British electronic products in order to act as their agents and distribute the products in the northeast market in China.

The Chinese company specialises in producing and distributing automotive electronics such as switches, relays, electronic controllers, entire vehicle wire harnesses, small harnesses, electronic voltage regulators, electronic flashes, remote controls and various fuse boxes.

UK companies interested in this opportunity should contact UKTI China by registering their interest via the link above.

### **China (Chongqing) - Co-operation with Ambulance Manufacturers from UK**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/120367.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/120367.html?null)

A local Chinese company is interested in establishing contact with ambulance manufacturers from the UK to explore potential co-operation opportunities.

The Chinese company is engaged in special vehicle modification, including bulletproof cash-carrying vehicles, command and communication vehicles, police vehicles, road maintenance vehicles, etc.

The ambulance modification project is still at an infancy stage and they do not have a clear idea of the co-operation that they seek. But they wish to communicate with UK companies who will be interested in this to explore potential areas of co-operation.

### **China - CNC Machine Tools Manufacturers Sought**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/117774.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/117774.html?null)

A Chinese company seeks British Computer Numerical Controlled (CNC) machine tools manufacturers.

Chinese company engaged in machinery manufacturing seeks well know British CNC machine tools manufacturers in order to act as agents for the company to help them expand in the Chinese market. Their main products are Hurco CNC vertical machine tools, Hurco CNC horizontal machine tools and Hurco CNC five axis processing center. This company has a wide range of sale channels in the machine tools industry.

### **Colombia – International Auto Parts Exhibition**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/117884.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/117884.html?null)

The Colombian car parts sector is increasingly looking to internationalise and is expected to have sales of \$410m in 2010. Find out about the sector at the International Auto Parts exhibition next June.

Applications are now open to take part in the XXI International Auto Parts Exhibition, which will take place in Pavilions 2 and 3 of Corferias (Colombian Exhibition Centre) from 9 to 11 June 2011.

Recognised as the most important event dedicated to companies belonging to the auto parts, automotive and industrial sectors in Colombia, the event is a chance to get involved in a growing sector, with Colombia's automotive sector sales expected to reach 220,000 units in 2010 (up 70% on 2009). The Colombian car parts sector is increasingly looking to internationalise and is expected to have sales of \$410m in 2010 (up 10%). Manufactures are especially looking to new technologies such as those for electric cars.

The event is divided in to three parts: light vehicles, truck parts and automotive spare parts.

Participation Fee: US\$160 per square meter



## **Germany – Sales Agent Looking to Represent UK Drive Engineering Companies**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/123271.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/123271.html?null)

German sales agent with many years of experience in the drive engineering sector is looking for UK companies to represent in Germany. Potential partners could be manufacturers of clutches, transmissions, torque limiters and related products for the engineering, heavy engineering or environmental technology sector. After several years in the sector, the agent just recently started up his own business. Currently, he employs 2 people. He speaks English and told us that he could cover the whole of Germany as well as the Benelux.

## **Hong Kong - Tender for Supply of Electric Cars**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/117370.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/117370.html?null)

Government Logistics Department is seeking for the supply of Electric Cars to be used by various departments.

Government Logistics Department is seeking the supply of Electric Cars that can be used by their various departments. The Electric Cars are to be used by various departments for conducting operations and conveyance of guests.

Quantity: 10 Units

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

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/118339.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/118339.html?null)

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.

## **Hong Kong - Suppliers of Automotive Production Machineries required**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/118927.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/118927.html?null)

A leading Hong Kong industrial company with offices worldwide, is looking for UK companies able to supply automotive production machinery.

The company is especially interested in the following machinery:

- Energy-saving heat treatment machines
- Car body and panel stamping presses
- NDT systems/ equipment
- Precision grinding and polishing machines
- CNC machine centres

The company is, however also open to other advanced machinery if available.

If suitable, the company may also act as an equity investor in partnership with the producers to manufacture the above types of machinery. The machinery will be sent to China.

### **India – Seeking Technical Collaboration for Cylinder Head & Aluminium Die Casting Manufacturer**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/119674.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/119674.html?null)

A leading auto component manufacturer is interested in technical collaboration with a UK company for manufacturing cylinder head and interested in a potential business partnership with a UK company.

A leading tyre auto component supplier in India is currently producing Aluminium Gravity Die Casting & High Pressure Die Casting including facilities for surface painting, liquid painting, chromoting anodising vacuum impregnation facilities. It also produces high tensile fastener, wheels & brakes for two & four wheelers.

Company is interested in partnering with the UK company with expertise in manufacturing cylinder head. It is also interested in initiating a dialogue for the potential partnership with UK company with expertise in designing and manufacturing Aluminium Die Casting products.

### **India – Joint Venture for Automotive and Industrial Fasteners**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/119335.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/119335.html?null)

There are supply constraints in supply chain and fasteners are also short supply in India. The company is interested in a joint venture with a UK based company in India for fasteners for application automotive, earth moving and heavy engineering applications. They do manufacture a limited range of fasteners and will like to increase the range with a JV partner. They have the resources like land, built up area, finance and direct contact with potential customers to support this JV in India.

### **India – ‘O’Rings Required for Technology for Aerospace Related Rubber Components**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/117807.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/117807.html?null)

A manufacture in precision rubber components for mainly engine cylinder liner O rings is seeking to move into aerospace related Rubber components.

It mainly caters to all Automotive majors. The company though small in size is highly technology oriented & Quality conscious. They have TS 16949 certification. Considering the huge amount of Aerospace work coming to India in next 5 years, they are seeking to move into Aerospace related Rubber components.

## **India – Genset Integrator Looking to Import Perkins or Other Engines, UPS, Inverters and Batteries**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/122885.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/122885.html?null)

A company with multiple branches in India is looking to import Perkins or equivalent brand engines from the UK. They also sell UPS, inverters and batteries to the Indian market, and would consider importing these products from the UK.

Secondly, the company is looking to diversify into alternative energy plants. They are looking for a technical tie-up with a company offering technology for small wind, solar or hydrogen power plants.

## **India - Design of Three Wheeler**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/119851.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/119851.html?null)

A public sector company in India, which is currently engaged in the manufacturing of Diesel Powered three wheelers for commercial and passenger applications, is interested in developing a new generation three wheeler.

A Public Sector Company in India, which is currently engaged in the manufacture of Diesel Powered three wheelers for commercial and passenger applications, is interested in developing a new generation three wheeler – suitable for gasoline and alternative fuels.

The Indian Company is inviting expression of interest from companies that can design, develop and supply certified prototype and technology package.

UK companies interested in bidding for this work can get in touch with UK Trade & Investment, Chennai, for more details.

## **India – Automotive Manufacturer Looking to Procure ‘Used’ Mechanical Presses**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/121810.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/121810.html?null)

An automotive component manufacturer with facilities across India is looking to procure ‘used’ Mechanical Presses with a capacity ranging from 250 tons to 1200 tons used for stamping operations.

## **India - East Midlands Market (Multi Sector)**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/event/121523.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/event/121523.html?null)

Seize this opportunity to explore the market and discover the opportunities that exist for UK businesses in India, a market of vast potential. India's economy is one of the fastest expanding in the world, with a rapidly expanding consumer class

Date: 05/03/2011 - 11/03/2011

Registration Open: 01/12/2010 - Registration Cut Off: 05/03/2011

Main Contact: Mandy Rait

Email: [mandy.rait@uktiem.co.uk](mailto:mandy.rait@uktiem.co.uk)

## **Philippines- Procurement of Firetrucks**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/124319.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/124319.html?null)

The Philippine Department of Interior and Local Government (DILG) announced its plan of procuring 100 firetrucks this year. In an effort to improve the efficiency and fire-fighting capability of the Philippine Bureau of Fire Protection (BFP) as well as to address the shortage of firetrucks, 100 additional firetrucks will be purchased.

The firetrucks need not be expensive, but, should pass the standards and requirements of the bureau. Local and foreign suppliers are welcome, as both will undergo the usual bidding process.

## **Sweden – Deregulation of Vehicle Inspection (MOT Tests)**

[http://www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/124553.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/124553.html?null)

Since 1st July 2010, vehicle inspection and accreditation in the Swedish market has been deregulated. This means the previous monopoly for vehicle inspection which was serviced by AB Svensk Bilprovning is open for other companies to carry out inspections on cars, trucks, machinery and other vehicles. Uptake has been slow, but industry commentators now deem that change is afoot and predict a doubling in the number of test centres in the coming 2 years. Should you be interested to pursue opportunities now offered by open competition in the field of Vehicle Inspection in Sweden, UKTI would be happy to assist with your initial queries, and point you in the right direction for further independent enquiries.

## **The Netherlands - Tender for 1,000 Electric Vehicle Charging Points**

[www.ukti.gov.uk/pt\\_pt/uktihome/businessopportunity/122480.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/122480.html?null)

The Dutch foundation of energy grid owners invites companies to supply and install 1,000 electric vehicle charging points in the Netherlands. The tender project is part of the overall goal of the foundation to install 10,000 charging units in the Netherlands before the end of 2012.

The public tender for this project will officially be launched in March 2011, however, companies are invited to a pre-selection round to take place in February 2011. Please do contact UKTI if you are interested in getting involved in the bidding process for this project.

# International Business Opportunities

## Enterprise Europe Network Sourced

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

Alternatively for more information please contact Ruta Aisthorpe  
[raisthorpe@smtt.co.uk](mailto:raisthorpe@smtt.co.uk) Tel: +44 (0)20 7344 9231

### **Spain – Shaft and Mandrel subcontract services**

Company located in Spain is specialized in manufacture of shafts and mandrels and in the design and development of verification and control elements. The company is offering subcontracting cooperation.

Ref: 20101216025

### **Portugal - (Pistons, Cylinder Liners, Gears, Gearboxes, Connecting Rods, Motorcycle Crankshafts**

Company manufacturing a wide range of high quality products (Pistons, Cylinder Liners, Gears, Gearboxes, Connecting Rods, Motorcycle Crankshafts, all kind of mechanization up to 500 mm diameter; Engine reconstruction) is looking for distributors and offers reciprocal production as well as subcontracting/outsourcing activities.

Ref: 20100521007

### **South Korea –automatic transmission parts / plastic case injection moulding**

Korean company, specialized in manufacture of automatic transmission parts as well as plastic case injection moulding and painting, is offering to act as a subcontractor and is looking for trade intermediaries.

Ref: 20101105002

### **France - automotive products, material for motors - production, subcontracting cooperation, distributors, representatives, agents**

French company specialised in automotive products, material for motors, concession of gaz, is offering and looking for reciprocal production, subcontracting cooperation, distributors, representatives, agents, of products in the field of gaz equipment (GPL and Natural GAZ) for domestic and industrial applications, representative, wholesalers who distribute to fitters, partners interested in its automotive products.

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Ref: 20101025036

**Italy - brake-pads for trains tramway, metroway, buses, trucks, etc**

Italian company specialized in the production of innovative organic brake-blocks and synthetic brake-pads for trains tramway, metroway, buses, trucks, etc. is looking for distributors.

Ref: 20100930021

**Turkey - automotive spare parts subcontracting**

Turkish company manufacturing automotive spare parts offers subcontracting activities in the mentioned sector.

Ref: 20100817012

**Russia – manufacturer of auto repair equipment and anti-theft devices for vehicles looking for partner**

Russian developer and manufacturer of auto repair equipment and anti-theft devices for vehicles are looking for partners to promote their products on local market.

Ref: 20100707014

**Portugal – producer of stainless steel tuning accessories / electrochemical polishing**

Portuguese company producer of stainless steel tuning accessories for the automobile area search is looking for trade intermediary services and offers outsourcing regarding electrochemical polishing.

Ref: 20100528051

**Lithuania - automotive filters**

A Lithuanian company specialized in the manufacture of automotive filters is looking for trade intermediary services and offering subcontracting/outsourcing activities.

Ref: 20100421007

**Sweden - consultancy services within sales and marketing within the automotive industry**

A Swedish company offers consultancy services within sales and marketing to companies within the automotive industry, general engineering and companies within heavy engineering. The company acts as partner and trade intermediary to system and component suppliers who are looking for customers to their subcontracting activities. The company is looking for partners in Europe.

Ref: 20100121006

**Germany – manufacturer of clutches for commercial vehicles looking for partner that can supply used clutches.**

A German company producing clutches for commercial vehicles is looking for partners in Europe that can supply used clutches.

Ref: 20101021011

**Spain –manufacture of engine components seeking foundry firms, machining firms or assembling**

A Spanish company specialised in the development and manufacture of engine components is looking for co-operation with foundry firms, machining firms or assembling firms working in the automotive sector or similar in order to increase competitiveness of products in cost, quality and time performances. It wishes to find collaboration and joint-venture to sell products developed and manufactured together.

Ref: 20100121036

**Romania - mechanical cutting works produces gears and other transmission parts**

A small Romanian company acting in mechanical cutting works produces gears and other transmission parts for automotive industry and is looking for subcontracting agreements.

Ref: 20100413003

**Serbia – production, sales and distribution of oils and special fluids**

A Serbian company specialized in production, sales and distribution of oils and special fluids for motor vehicles offers its know-how, franchise cooperation, trade intermediary and logistic support, as well as financial cooperation for potential partners coming from all of the targeted countries.

Ref: 20091124008

**France – design, engineering of rotational moulding, technical parts for cars, trucks**

Group specialised in design, engineering of rotational moulding, technical parts for cars, trucks, in the fields of defence, energy, medical, heavy duty vehicles, leisure, boats, road safety, material handling looking for commercial, technical, production, subcontracting .

Ref: 20090724034