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International Bulletin July 2012

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Editorial

David Croxson

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



Encouraging SMEs to export

Lord Green, Minister of State for Trade and Investment, is focusing the UKTI team to encourage and support more businesses to export and drive the UK's economic recovery.

I recently had an opportunity to speak with Crispin Simon, Managing Director of UKTI Trade Development and I was very encouraged to hear of his further plans for SME exporters – more on this in the next IB issue.

I will also shortly be meeting with UKTI Advanced Engineering Automotive Sector colleagues to share our thinking on how best to jointly focus our UKTI / SMMT combined resources to ensure the “sum of the parts” is brought together coherently to the advantage of UK's SME auto sector exporters.

Notwithstanding the excellent recent announcements regarding UK auto sector manufacturing in the UK, the period of low general economic growth in the UK and traditional European markets is likely to continue for a good while yet. Improvements in the general domestic market are unlikely to happen any time soon, according to The Governor of The Bank of England, so businesses really do need to seek out new markets outside the UK and probably outside Europe.

Whilst all countries have been affected by the global downturn a large number of emerging markets in addition to the oft mentioned BRICs present “high growth” market opportunities for UK automotive companies, particularly South Africa, The Gulf, China, Korea, Vietnam, Turkey and Mexico, to list just a few.

The leading UK accountants' institute (ICAEW) Enterprise Survey demonstrates that there is a clear link between growth and exporting particularly for small firms. However the Report states that only around 20% of SMEs currently export, and of the remaining 80% that don't currently export – only a meager 6% expect to start exporting over the next 12 months!

Clearly then there is still a great need to persuade UK businesses to focus on exports. To both recognise the opportunities that exist from trade with foreign markets and to take appropriate action to adopt strategies and gain access to the support and assistance that is available in order to help lower the risks involved.

Many SMEs today are struggling, short of time, finance and resource and many will no doubt be looking at simply holding on to their domestic market rather than seeking new challenges overseas.

SMEs looking to export therefore need all the help that can be mustered. And whilst the UKTI focus is on getting more new businesses to export for the first time we must not overlook that the real continuing focus must be on supporting existing exporters to export more to further markets – surely more sustainable and lower risk for UK's SMEs than new exporters entering new markets – particularly those being encouraged to seek business first in far afield emerging markets.

One of the most frequently raised objections by experienced exporting SMEs considering increased exporting is how to finance the extra and sometimes riskier further overseas trade. Leading UK accountancy firm *PricewaterhouseCoopers UK* has published an interesting report in January 2012 [UK export finance and credit insurance](#).

This report provides insight into key aspects of how to finance export activities and helps answer many of the questions facing SMEs looking to export and sign posts exporters reading the report to a number of organisations who can provide additional support.

UKTI provides a wide range of support not just for new exporters but also for currently exporting businesses – yet I am sometimes surprised, speaking with experienced UK exporters, just how little they are unaware of the resources available for experienced exporting business, not just from trade associations such as SMMT, but also the [excellent support provided by UKTI](#) designed specifically for experienced SME exporters.

The popular UKTI TAP Tradeshow Access Programme grant scheme is receiving additional funding we understand – and we are presently submitting for UKTI approval overseas tradeshows we are hoping UKTI will support with further TAP grants. In addition to TAP three of the UKTI schemes that are strongly recommended by SMMT International for experienced exporters are:

The UKTI Gateway to Global Growth (3G) - it offers a strategic review, planning advice and support to help companies to build on their previous success and develop new overseas markets. It is particularly designed for experienced exporters looking to further develop export business strategy .

Overseas Market Introduction Service (OMIS) - a flexible business tool, letting you use the services of UKTI trade teams, located in our embassies, high commissions and consulates across the world, to benefit your business.

The Export Marketing Research Scheme (EMRS) - offers support, advice and grant funding to eligible companies wishing to research a potential export market.

So let me leave you this month with two thoughts:

If you are not exporting you possibly should be, and....If you are exporting and are not taking benefit of all three of the UKTI schemes above – you definitely should be!

Key Dates



SMMT Group Meetings

2012 Dates

Customs & Tariffs Working Group:

Wednesday 26 September
Tuesday 4 December

International Business Group:

November TBC

Design Engineering Group:

25 September
November TBC

Personal Export Sales Group:

Friday 7 December

Visit www.smmt.co.uk/international to see our new look web page

Book Now!

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



SMMT supported event

14th International One-on-One Forum - Automotive Suppliers

Germany, 17 – 18 September 2012

Location: Schloss Montfort, Langenargen, Germany

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

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

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

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

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SMMT supported event

Novi, Michigan: Engine Expo Novi 2012

USA, 23 - 25 October 2012

www.engine-expo.com/usa

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

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

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

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

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

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

Forum

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

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

Electric & Hybrid Technologies Pavilion

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

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

**SMMT supported event*****Automechanika Buenos Aires*****Argentina, 14 – 17 November 2012**www.automechanika.com.ar/englishContact: Pat Shaw E-mail: pshaw@smmt.co.uk Tel: 020 7344 9260

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

**SMMT supported event*****Automechanika Shanghai*****China, 11 - 14 December 2012****Web:** <http://www.mshk-emo.com/service/eseach/ams/news.php?lang=en>**Contact:** Sarah Thevenet | **E-mail:** sthevenet@smmt.co.uk | **Tel:** 020 7344 9233

SMMT is taking a UK Delegation to exhibit at the Automechanika Shanghai show this year, which is growing year on year with an increasing presence from International companies and an increasing number of International Pavilions. Please contact Sarah Thevenet if you are interested in exhibiting there and booking your space. For more information:

**SMMT supported event*****13th Symposium on International Automotive Technology and SIAT Expo India, NEW*****DATES: 9 - 12 January 2013, Pune****Contact:** Sarah Thevenet | **E-mail:** sthevenet@smmt.co.uk | **Tel:** 020 7344 9233

With the theme of "Towards Safer, Cleaner and Quieter World", SIAT 2013 will serve as a global forum for exchange of ideas and brainstorming, focusing on recent advances in different automotive areas, such as Safety, Emissions, Noise, Alternative Fuels, Electronics, Structural Evaluation, Vehicle Engineering, Materials, etc.

The First call for papers has recently been issued and it invites professionals, engineers and academicians to present their work in the field of automotive technology.

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


SMMT supported event
Automechanika New Delhi
India, 7-10 February 2013

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

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

UK Events



International Events held in the UK

Notices

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

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

Join the British Business Club

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

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

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

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

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

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

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

Don't miss out. Get connected now to a world of business networking opportunities. Get in the fast lane – register now at: www.britishbusinessclub.org

Further information on <http://www.ukba.homeoffice.gov.uk/>.

UK Trade & Investment London - Forthcoming Events

www.ukti.gov.uk/london

Global Business Summit on UK Advanced Engineering

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

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

Free Event

Contact: [Patrick McCarron](mailto:p.mccarron@wmchambers.co.uk) | 0121 607 1751 | p.mccarron@wmchambers.co.uk

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

International Franchising

3 July 2012, 09:30 - 16:00

This UKTI London master class is appropriate for any business which operates or could operate as a branch network and wants to expand internationally. Topics include:

- Benefits of franchising your business internationally
- Different techniques for international franchising
- Legal issues and possible restrictions
- Raising finance to support international expansion

Cost: £125 + VAT (£150)

[Book now>>](#)

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Exporting: Covering the Financial Risks

9 July 2012, London, UK

Find out how to minimise the financial risks of exporting and about the help available from [UK Export Finance](#).

Optimising Your Website for International Trade

12 July 2012, 09:30 - 13:30,

Attend UKTI London's specialist workshop to learn practical steps you can take to boost your international business performance online. Receive the latest web knowledge and top tips including:

- How to make your website multilingual and multi-regional
- Choosing an international web strategy for your business
- How to utilise free tools and applications
- Avoiding costly trial and error approaches

Cost: £75 + VAT (£90)

[Book now>>](#)

Exporting for Small Businesses

16 July 2012, London, UK

This event programme is designed to give small businesses useful information that can help them prepare for when they are ready to consider exporting.

Master Class: Agents & Distributors

17 July 2012, London, UK

This workshop will help participants decide upon the best route to market for their products/or services and how to identify, select and appoint the right partner.

The Power of Export Documents

27 September 2012, 09:00 – 16:30

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

Price: £500.00 + £100.00 VAT = £600.00

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

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

Customs Procedures for Importers and Exporters

9 November 2012, 09:00 – 16.30

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

Price: £500.00 + £100.00 VAT = £600.00

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

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

UK Trade & Investment London – Forthcoming Market Visits

www.ukti.gov.uk/london

A Multi-Sector Market Visit to Turkey

8-12 October 2012

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

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

8 - 12 October 2012

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

A Multi-Sector Market Visit to Brazil

15-19 October 2012, Sao Paulo and Rio de Janeiro, Brazil

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

A Multi-Sector Market Visit to Cuba

4 - 9 November 2012

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

A Multi-Sector Market Visit to Japan & Korea

11 - 16 November 2012

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

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

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

Trade Events



International events held abroad

UKTI Promoted Events

Performance Racing Industry Show

USA 29 November – 1 December 2012 Orlando Georgia USA

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

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

Advanced Engineering sector in Japan

Market Review

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

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

Other Events (Listed by country)

Australian Aftermarket Expo

11 – 13 April 2013

Sydney

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

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

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

There are separate organising committees responsible for the two Expos (one representing the aftermarket accessories, equipment and parts sector, and the other representing the

collision repair industry) and both Expos are co-ordinated for the industry by the Australian Automotive Aftermarket Association (AAAA).

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

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

SMMT supported event

Automechanika Buenos Aires Argentina, 14 – 17 November 2012

www.automechanika.com.ar/english

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

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

China International Auto Parts Expo (CIAPE)

China, 26 - 28 October 2012

Web: www.iapechina.com

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

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

China, FISITA 2012 World Automotive Congress & Exhibition

27 – 29 November 2012, Beijing

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

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

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

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

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SMMT supported event
Automechanika Shanghai
China, 11 - 14 December 2012

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

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

SMMT is taking a UK Delegation to exhibit at the Automechanika Shanghai show this year, which is growing year on year with an increasing presence from International companies and an increasing number of International Pavilions. Please contact Sarah Thevenet if you are interested in exhibiting there and booking your space.


SMMT supported event
Dubai, 11-13 June 2013
Automechanika Middle East

<http://www.automechanikame.com>

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

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

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

Egypt Transpotech
22 – 25 November 2012

Web: http://www.ifg-eg.com/transpo_tech/about-egypt.html

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

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

Germany - International B2B Events for Automotive Suppliers during
AUTOMECHANIKA 2012

12 – 14 September 2012

Web: <http://www.b2match.eu/automechanika2012>

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

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

The agenda offers a variety of possibilities to make interesting business contacts and to come to know about the German and about foreign markets.
Registration deadline: 2 August 2012



SMMT supported event

Germany, 4-6 June 2013

Global Automotive Component Supplier Expo (GACSE) Stuttgart

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

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

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

Germany, 64th IAA Commercial Vehicles Show

Hannover

20 – 27 September 2012

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

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

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

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

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

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

- Esculier, Jacques, Chairman & CEO, WABCO Holdings
- Harborn, Mats, Executive Director, Scania China
- Huang, Gary, President, Dongfeng Commercial Vehicle Co.
- Labat, Eric, President, Volvo Trucks Greater China

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

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

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



SMMT supported event

Italy: 22 - 26 May 2013

Autopromotec 2013, Bologna

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

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

Contact: Rob Morbin **E-mail:** rmorbin@smtt.co.uk **Tel:** 0207 344 9265

Japan: European commission funded programme

25 - 29 June 2012, Tokyo

Training Mission: World Class Manufacturing Application deadline: 22 March 2012

EU-Japan Centre for Industrial Cooperation

For more information:

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

Japan, International Auto After market Expo.

13-15 March 2013

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

The 11th International Auto After market EXPO 2013 is to be held at the Tokyo Big Sight. Organised by The International Auto Aftermarket Expo Steering Committee and

supported by a wide range of Japanese trade associations and Government agencies including Ministry Of Economy, Trade and Industry, JAMA and JETRO.

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

Japan

JSAE Automotive Engineering Expo 2013, Yokohama

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

Korea

KOAA Show Seol 14 -15 November 2013

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

KOAA Show is the largest exhibition for auto parts and automotive-related industries in Korea. Organized by the Automotive Industry Globalization Foundation (AIN Global Foundation), KOTRA and SAE International, the event brings together a large number of international participants and buyers from across the world. Korea Autoparts & Auto-related Industries Show will demonstrate an extensive range of auto products, including auto-electronic, car care products for the car owners, as well as interior and exterior products.

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

<http://www.motorshow.ly>

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

Mexico: Expo Manufacturing 2013

Monterrey 5- 7 February 2013

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

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

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

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

Further information can be obtained from :

Ms Alejandra Rodriguez

Trade & Investment Officer

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Russia: Automechanika Moscow

27 August - 30 August 2012

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

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

South Africa: SAAW

10- 13 October 2012

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

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

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

South Africa

Automechanika Johanasberg

8-11 May 2013

<http://www.automechanikasa.co.za/>

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

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



SMMT supported event

Spain

Electric Vehicle Symposium 27 (EVS27)

Barcelona. November 2013

The World Electric Vehicle Symposium and Exposition (EVS) series, organized by the World Electric Vehicle Association (WEVA), is recognized as the global electric

transportation industry's premier and largest forum, showcasing all forms of technologies in the market place and on the drawing boards -- from low speed battery electric vehicles to fuel cell electric buses. The event attracts academic, government and industry leaders from around the world who are interested in exploring and understanding the technical, policy and market challenges to a paradigm shift toward use of electric transportation technologies.

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

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

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

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

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

Turkey, Istanbul OTOMOTIV 2012
6 - 9 December 2012
www.cnrotomotiv.com

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



SMMT supported event

Turkey, Automechanika Istanbul 2013
7 -11 April 2013

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

International Trade Fair for Automotive Manufacturing, Distribution and Repair

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

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

***USA Dearborn, Michigan: Commercial Vehicle Megatrends USA 2012
2-14 June 2012***

Hosted by Automotive World the theme of this year's conference is 'Three steps to greater freight efficiency' and key topics will include Powertrain Technologies (day 1), Aerodynamics and Rolling Resistance (day 2), and Fleet Management (day 3). For further information for participating as a delegate, speaker, or sponsor.

Contact: events@automotiveworld.com

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

***USA AAPEX Las Vegas
30 October– 1 November 2012***

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

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



SMMT supported event

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

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

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

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

Electric & Hybrid Technologies Pavilion

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

Trade Support Initiatives

Helping you do business



Trade Export & Finance Ltd

International trade survey exposes SME's need for finance

Does your company need to fund orders?

Companies' growth potential could be restricted as a result of not being able to secure the funds required to fulfill new orders. Many companies are not aware of the diversity of financial solutions available to them.

Are you aware of the latest support for exporters?

The UK Government is keen that companies should increase their exports. There are several schemes available, promoted and managed by UK Export Finance (formerly ECGD).

Do you know if you are getting the right deal from your bank?

Many businesses find that their funding needs evolve, but they remain reliant on their current bank to meet those changing requirements. That bank may inadvertently restrict its customers' growth by failing to increase their overdraft or short term loan.

Read more on Government trade finance support initiatives at:

http://taefl.co.uk/?utm_content=sue%40thebcfa.com&utm_source=VerticalResponse&utm_medium=Email&utm_term=www%2Etaefl%2Eco%2Euk&utm_campaign=View%20highlights%20of%20press%20conference%20held%20at%20Palace%20of%20Westminstercontent

Automotive Supplier Finder

Register for free: www.autosupplierfinder.com

SMMT's Automotive Supplier Finder (ASF) service is designed to match buyers to suppliers. Suppliers can register your services for free. Buyers can browse details on thousands of companies and search amongst over 4,000 product and service categories.

Are you on Linked In? – UKTI is...

UKTI maintains Linked In discussion group. If you want to get your views heard by the top people at UKTI then join the group and follow the discussion on [UKTI](#) Linked In Group •

Welsh Assembly Government – Devolved Administration

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

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

Welsh Automotive Forum (WAF) – Regional Alliances

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

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

UK India Business Council (UKIBC) – Business Council

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

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

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

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

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

Technology Strategy Board – Knowledge Transfer Network

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

This full online edition with links is available at:

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

Scottish Engineering – Trade Body

Scottish Engineering is the major support and lobbying organisation for the manufacturing engineering industry in Scotland. This full online edition with links is available at:

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

Scottish Development International – Devolved Administration

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

This full online edition with links is available at:

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

Slovak British Business Council (SBBC) – Business Council

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

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

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

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

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

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

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

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

North West Automotive Alliance (NAA) – Regional Alliances

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

This full online edition with links is available at:

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

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

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

This full online edition with links is available at:

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

Motorsport Industry Association (MIA) – Trade Body

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

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

Middle East Association (MEA) – Trade Association

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

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

Materials KTN – Knowledge Transfer Network

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

This full online edition with links is available at:

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

Libyan British Business Council (LBBC) – Business Council

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

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

Institution of Mechanical Engineers (IMechE) – Professional Body

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

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

Invest Northern Ireland – Government Department

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

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

Israel Britain Business Council (IBBC) – Business Council

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

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

Finnish British Trade Association (FBTA) – Chamber of Commerce

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

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

UK Export Finance – Government Department

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

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

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

EPSRC is a non-departmental public body funded by the UK government through the Department for Universities, Innovation and Skills. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/245840.html>

Engineering Council (EC) – Professional Body

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

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

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

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

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

Electronics KTN – Knowledge Transfer Network

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

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

EEF – Trade Body

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

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

Engineering Industries Association (EIA) – Trade Body

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

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

Construction Equipment Association (CEA) – Trade Body

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

This full online edition with links is available at:

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

China-Britain Business Council (CBBC) – Business Council

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

This full online edition with links is available at:

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

Composites UK – Trade Body

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

This full online edition with links is available at:

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

Confederation of British Industry (CBI) – Trade Body

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

This full online edition with links is available at:

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

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

BCCC helps British firms play a part in the Caribbean economy and assists Caribbean companies find their place in the UK market. This full online edition with links is available at:

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

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

The Caribbean Council fosters trade, investment and development in the Caribbean and promotes the region's interests internationally. This full online edition with links is available at:

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

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

The B&CCC aims to build closer ties between the business communities of Colombia and the UK by promoting bilateral trade. This full online edition with links is available at:

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

British Croatian Chamber of Commerce (BCCC) – Government Department

The BCCC exists to provide a friendly, relaxed forum for people doing business between Britain and Croatia. This full online edition with links is available at:

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

British Chilean Chamber of Commerce – Chamber of Commerce

The British Chilean Chamber of Commerce helps in the creation of contact networks for doing business in Chile. This full online edition with links is available at:

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

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

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

This full online edition with links is available at:

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

British American Business (BAB) – Chamber of Commerce

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

This full online edition with links is available at:

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

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

The Brazilian Chamber of Commerce is active in promoting trade and business between Brazil and Great Britain. This full online edition with links is available at:

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

British Argentine Chamber of Commerce (BACC) – Government Department

The BACC offers a series of business services intended to facilitate commercial and business operations between the UK and Argentina. This full online edition with links is available at:

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

Birmingham Chamber of Commerce – Government Department

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

This full online edition with links is available at:

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

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

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

This full online edition with links is available at:

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

British Design Innovation (BDI) – Trade Body

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

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

British Automation and Robotics Association (BARA) – Trade Body

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

This full online edition with links is available at:

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

BFPA, British Fluid Power Association – Trade Body

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

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

Automotive Council UK – Government Body

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

This full online edition with links is available at:

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

Australian Business (AB) – Chamber of Commerce

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

This full online edition with links is available at:

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

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

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

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

Government begins hydrogen-powered car scheme

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

This full online edition with links is available at:

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

Emerging markets round-up



Argentina: Industry posts sales figures

Wednesday, July 04, 2012, AutomotiveWorld.com

New vehicle sales in Argentina declined 12.1% year-on-year in June 2012 to 68,997 units. Sales were also down (9.7%) compared with May 2012 levels, the country's car dealers association Acara reports

Argentina: Govt suspends automotive pact with Mexico

Thursday, June 28, 2012, AutomotiveWorld.com

Argentina has announced a three-year suspension of the automotive section of the 2002 economic accord with Mexico, known as the ACE 55 pact. The ACE 55 pact, signed between Mexico and the Mercosur

Brazil: Light vehicle market expands 19% in June

Wednesday, July 04, 2012, AutomotiveWorld.com

Sales of cars and light commercial vehicles in Brazil rose 19% year-on-year in June to 340,706 units, the country's automotive dealers association Fenabrave said.

Brazil: Mercedes-Benz secures order for 90 buses

Monday, June 25, 2012, AutomotiveWorld.com

Daimler's Brazilian commercial vehicle unit, Mercedes-Benz do Brasil, has won an order for more than 90 Mercedes-Benz articulated buses from Rio de Janeiro for its Bus Rapid Transit (BRT) system.

China: Guangzhou initiates steps to control car numbers

Monday, July 02, 2012, AutomotiveWorld.com

Following similar measures implemented by the Chinese cities of Shanghai, Beijing and Guiyang, Guangzhou has become the fourth city in the country to initiate measures to curb the number of cars on its roads.

China: BYD lowers wages to cut costs

Friday, June 29, 2012, AutomotiveWorld.com

In the face of a declining financial performance, Chinese vehicle manufacturer BYD has embarked upon a series of policies aimed at cutting costs.

China Jaguar Land Rover's plan to build plant gets environmental OK

Wednesday June 27, 2012, Automotive News China

Jaguar Land Rover's proposal to build a Chinese assembly plant has won approval from China's Ministry of Environmental Protection, according to the ministry.

The Indian-owned luxury automaker formed a joint venture in May with Chery Automobile to build a 12 billion yuan (\$1.9 billion) assembly plant in Changshu in east China's Jiangsu province. The plant will produce up to 130,000 vehicles a year.

CHINA: Lifan to invest in new battery facility

By Dave Leggett, Wednesday June 27, 2012, Just Auto.com

Lifan plans to make an investment of CNY670m to make a battery production plant as well as a new energy research institute.

Citing a company filing, Shanghai Securities News said the investment will be based at its subsidiary, Lifan Group Chongqing Wanguang New Energy Technology. [...]

The new facilities would have a production capacity of two million motorcycle batteries, 1.65 million car batteries, two million electric scooter batteries and 10,000 lithium-ion batteries.

China BMW downgraded to neutral by Citi analysts on slowdown

Tuesday June 26, 2012, Automotive News Europe

BMW has been downgraded to "neutral" from "buy" by Citi Investment Research, which said a sales slowdown in China and the Asia-Pacific region signals that emerging markets can no longer drive the automaker's stock.

China: Nissan & Dongfeng's new Dalian plant larger than expected

By Glenn Brooks, Monday June 25, 2012, just auto.com

Recent speculation that the Dongfeng Nissan joint venture would erect a car plant in China's northeast has proved true. A new facility in the city of Dalian is due to come on stream in 2014.

China: McLaren plans China offensive with 8 dealerships by 2014

Wednesday, June 20, 2012, Automotive News Europe

British supercar maker McLaren plans to have eight dealerships in China by early 2014 as the automaker joins rivals including Ferrari and Lamborghini in betting on rising demand in the world's fastest growing major economy.

The maker of the carbon-fiber MP4-12C, which costs 168,500 pounds (208,724 euros) in the UK, plans to sell 100 to 150 of the 592-horsepower coupes in the first 12 months after opening an initial four dealerships in Shanghai, Beijing, Guangzhou and Chengdu, said Ian Gorsuch, McLaren's Asia Pacific director. The first China showrooms will be added by mid-2013 with four more opening in 2014, he added.

China: Automotive imports up 62% in May

Tuesday, June 26, 2012, AutomotiveWorld.com

A total of 117,000 vehicles were imported into China in May, a new monthly record. Compared with total automotive exports in May 2011, last month's figures were an increase of 62%.

China: Dongfeng Nissan to provide EVs for Dalian

Monday, June 25, 2012, AutomotiveWorld.com

Dongfeng Motor Co Ltd (DFL), Nissan's Chinese joint venture, has signed a contract to deliver 1,000 Venucia-branded electric vehicles to a pilot programme operated by the Dalian Municipal Government

China: Engine sales & production up in May

Tuesday, June 26, 2012, AutomotiveWorld.com

In May 2012, 56 engine manufacturers in China accounted for sales of 1.44 million engines, up 16.1% compared with engine sales in the country in May 2011.

China: Lifan to invest Yuan 670m in battery tech

Wednesday, June 27, 2012, AutomotiveWorld.com

Lifan Group plans to invest Yuan 670m (US\$105.34m) to set up battery manufacturing plants and a new-energy research institute. A report carried by Shanghai Securities News

China: No imminent auto stimulus plan - NDRC

Tuesday, June 26, 2012, AutomotiveWorld.com

An official with China's National Development and Reform Commission (NDRC) says the government has no imminent plans to launch stimulus packages to boost new vehicle sales in the country.

China: Yaxing secures bus delivery order from Nigeria

Monday, June 25, 2012, AutomotiveWorld.com

Chinese commercial vehicle manufacturer Yangzhou Yaxing Motor Coach recently secured an order from a customer in Nigeria for 30 buses in completely knocked-down (CKD) form, and two complete buses,

China: Steepest drop in car prices since June 2010

Wednesday, June 13, 2012, AutomotiveWorld.com

China's National Development and Reform Commission (NDRC) has said that passenger vehicle prices in the country showed the greatest decline in about two years in May.

China/Russia: FAW secures record export order

Tuesday, June 12, 2012, AutomotiveWorld.com

FAW Group recently signed an agreement to provide 33,000 vehicles to Russian dealer Queen Group over a three-year period. The order – the largest overseas order on record for the Chinese OEM

China: Police investigate FAW-VW exec for bribery

Tuesday, June 12, 2012, AutomotiveWorld.com

FAW-VW's Deputy General Manager Jing Guosong is currently under investigation by policy in China for bribery, reports 21st Century Business Herald.

China: FAW-VW starts test track construction

Monday, June 11, 2012, AutomotiveWorld.com

The FAW-Volkswagen joint venture has begun construction on a new vehicle test track in Changchun in Jilin Province. According to local media reports, the partners are investing Yuan 1.3bn (US\$204m)

China: Auto dealers warn on inventory glut

Thursday, June 07, 2012, AutomotiveWorld.com

According to comments ascribed to Luo Lei, Deputy Secretary General of the China Automobile Dealers Association, average inventory at Chinese vehicle dealerships has worsened to unsustainable levels

China: Johnson Controls to build battery plant

Thursday, June 07, 2012, AutomotiveWorld.com

Johnson Controls (JCI) has completed a signing ceremony in Tianjin, China to announce a planned US\$200m automotive battery plant. The new facility will supply OEMs and the aftermarket in China

China: SAIC Motor sees sales rise 21% in May

Friday, June 08, 2012, AutomotiveWorld.com

SAIC Motor has reported vehicle sales of 367,991 in May, a year-on-year gain of 20.9% and a total that took sales in the first five months of 2012 to 1,877,085 (+11.3%).

India: Bosch to suspend operations at two plants

Thursday, June 28, 2012, AutomotiveWorld.com

In a move aimed at preventing a pile-up of inventory, Bosch will temporarily suspend production at its plants in Jaipur and Bangalore.

Czech Republic: Skoda marks record May

Thursday, June 14, 2012, AutomotiveWorld.com

Skoda has reported its best May sales on record with global deliveries of nearly 81,500 units last month, up 4.3%. May sales pushed year-to-date figures to 405,500 units, up 8.6% and also a new record

India: GM to continue output cuts till festival season

Monday, July 02, 2012, AutomotiveWorld.com

General Motors India will continue its one-day production halt every week until the festival season around October.

India: Govt plans Rs130bn boost for EVs, hybrids

Monday, July 02, 2012, AutomotiveWorld.com

According to a senior official from India's Department of Heavy Industries (DHI), the government plans to invest around Rs130bn (US\$2.34bn) over a period of eight years to promote electric and hybrids.

India: Toyota Kirloskar to set up Rs5bn parts plant

Friday, June 29, 2012, AutomotiveWorld.com

Toyota Kirloskar Auto Parts (TKAP) plans to set up its third plant at Bidadi, near the southern Indian city of Bangalore, to manufacture automotive components.

India: Carmakers look to design common recall code

By Dave Leggett, Wednesday June 27, 2012, Just Auto.com

Indian carmakers, following on the footsteps of other international car markets, are set to devise a common recall code that will come into effect from 1 July 2012. Faced with increasing recall issues, Indian auto makers hope to ensure that all car manufacturers in the country follow strict quality guidelines to guarantee better safety standards. This would ensure better quality products from carmakers, according to a Car Trade report.

India: IGL plans to further the deployment of NGVs across the country

Tuesday June 26, 2012, Ngv journal.com

According to Indraprastha Gas Limited managing director Rajesh Vedvyas, compressed natural gas has grown into one of the major energy sources for transportation in various Indian cities, mainly due to the steep increase in petrol prices that prompted drivers to install kits to run their vehicles on the gaseous fuel.

India: Expiry of subsidy scheme hits EV sales

Tuesday, June 19, 2012, AutomotiveWorld.com

The expiry of a cash subsidy scheme in India for electric vehicles, before the launch of the national action plan, has reportedly led to a significant drop in sales of electric vehicles,

India: Diesel cars tax hike being favourably considered

Thursday, June 14, 2012, AutomotiveWorld.com

The Ministry of Petroleum and Natural Gas is currently considering an additional excise duty on diesel cars in the country.

India: Ashok Leyland delivers 100 buses to Ghana

Tuesday, June 12, 2012, AutomotiveWorld.com

Indian commercial vehicles manufacturer Ashok Leyland has announced that it has executed an order for 100 Falcon buses from Ghana. This order is worth US\$7.6m

India: Maruti cuts production to manage inventory

Friday, June 08, 2012, AutomotiveWorld.com

Suzuki's Indian subsidiary Maruti Suzuki has been cutting production of some of its gasoline-powered models, such as the Alto, WagonR, Eeco and A-Star, in order to deal with increasing inventory.

Malaysia: Govt considering liberalising auto policy

Thursday, June 21, 2012, AutomotiveWorld.com

Malaysia's Ministry of International Trade and Industry (MITI) is considering liberalising the country's policy on energy-efficient vehicles, according to Minister Mustapa Mohamed.

Philippines: Ford to close Santa Rosa plant

Wednesday, June 27, 2012, AutomotiveWorld.com

Ford has announced plans to close its Santa Anna plant in the Philippines in December. The facility builds the Ford Escape.

Philippines: Combined auto sales rise 30.7% in May

Wednesday, June 13, 2012, AutomotiveWorld.com

Combined passenger and commercial vehicle sales in the Philippines posted strong year-on-year growth in May 2012, rising by 30.7% to 14,265 units.

Poland: Scania cuts bus output due to falling demand

Friday, June 29, 2012, AutomotiveWorld.com

Scania has announced that its facility in Poland, Scania Production Slupsk is reducing bus production. As a result, it is issuing redundancy notices to 142 employees.

Romania: Dacia halts output for 3 days

Thursday, June 21, 2012, AutomotiveWorld.com

A report carried by Romanian newspaper Adevarul says French vehicle manufacturer Renault stopped production at its Dacia plant in Pitesti, Romania, for two days (18 and 19) in June,

Russia: PSA, MMC JV starts full scale production

Wednesday, July 04, 2012, AutomotiveWorld.com

Mitsubishi and PSA Peugeot Citroen's Russian joint venture PCMA Rus held a ceremony today, 4 July, to mark the start of full-scale production at its Kaluga plant.

Russia: GM starts St Petersburg expansion

Friday, June 22, 2012, AutomotiveWorld.com

General Motors has held a ground-breaking ceremony for the expansion of its St Petersburg plant in Russia. The facility, known as GM Auto, opened in 2008. The project will more than double capacity

Russia: Bentley creates new sales company

Monday, June 18, 2012, AutomotiveWorld.com

Bentley has opened a new exclusive sales company in Russia, which has become one of the manufacturer's most important global markets. Last year, Bentley was the top selling luxury brand in the country.

Serbia: Agena to invest €9m to expand operations

Wednesday, June 27, 2012, AutomotiveWorld.com

Serbian automotive components manufacturer Agena Technology plans to invest €4m (US\$4.9m) to set up a new plant in Pecinci, 30km North of Serbia's capital city Belgrade

Slovakia: Auto industry records y-o-y decline in May

Tuesday, June 12, 2012, AutomotiveWorld.com

Registrations of both passenger cars and light commercial vehicles in Slovakia declined year-on-year in May, dragging total light vehicle numbers from 7,029 units in 2011 to 6,364 units last month

South Africa: New vehicle sales up 8.6%

By: David Isaiah, Wednesday, July 04, 2012, AutomotiveWorld.com

Light vehicle sales continued to buoy South Africa's automotive market in June. Following a 14% year-on-year increase in sales in May, the industry reported an 8.6% rise in combined vehicle sales in June.

US: Govt mulls action against Chinese part imports

Monday, June 18, 2012, AutomotiveWorld.com

The US is considering action against import of automotive components from China, Reuters said, citing Tim Reif, General Counsel in the US Trade Representative's office

Vietnam: Yo-Auto to set up local plant

Friday, June 22, 2012, *AutomotiveWorld.com*

Russian hybrid vehicle start-up Yo-Auto is looking to build its upcoming Yo-Mobile hybrid models in Vietnam. RIA Novosti, citing Yo-Auto Chief Executive Andrei Biryuk

International Market Snap-Shots



Briefing

Two Chinese auto-manufacturers get ahead of “Three R’s Regulation

By Dr. Paolo Beconcini and Mani Chu, May 2012, CBM (www.CBMLaw.com)

For over a decade, car manufacturers and dealers in China have been haunted by the draft regulation on the Responsibilities for the Repair, Replacement and Return of Domestic Use Vehicle Products, known as the “Three R’s Regulation”.

It was first proposed in 2001 and since then both domestic and foreign automotive manufacturers, as well as dealers, have opposed the draft in a rather unanimous front. The regulation is in fact very consumer-friendly and imposes heavy obligations of replacement or refund, whilst such obligations do not exist under the current regulations.

On 16 January 2012, the latest draft of the regulation was issued for comment and attracted public attention again. The enactment of the law has been announced for this spring but so far it has not been issued.

Whilst protests by most of the automobile manufacturers are still ongoing, two Chinese car manufacturers (BAIC and HawTai) have broken ranks and have willingly begun practical implementation of the warranties of Repair, Replacement and Return as stated in the proposed regulation.

Key features of the regulation

The Three R’s Regulation aims to improve the quality of automotive products and to protect the legitimate rights and interests of consumers.

It obliges manufacturers and sellers to be responsible for the repair, replacement and return liabilities for defective vehicles.

Sellers may be able to recover costs where there is a third party at fault or a binding agreement regarding the burden of product liabilities between the dealer and the manufacturer.

The Three R's Regulation enables consumers to demand that a vehicle will be replaced, repaired or accepted for refund when there is a severe and dangerous malfunction or other quality problem during the warranty period as fixed in the regulation. This warranty period is set at two years or 50,000 km for the whole vehicle and three years or 60,000 km for main components and systems such as the engine, transmission, chassis, steering, brakes, suspension, electrics and axles. The warranty period is calculated from the date of the first invoice issued by the seller.

In order to make a claim under a Three R's warranty, the vehicle must be proven defective by an official quality inspection, which must be carried out by an independent third party. The third party is likely to be established and governed by the General Administration of Quality Supervision, Inspection and Quarantine (AQSIQ).

BAIC and HawTai

Although the law has not yet been implemented, two Chinese car manufacturers have seen an opportunity to gain a competitive advantage and have adopted the Three R's warranty standard in advance.

The Beijing Automotive Industry Corporation (BAIC), a domestic automobile manufacturer in mainland China, introduced a warranty for their new up-market vehicles.

Click here to see the report in the Chinese news
<http://auto.sohu.com/20120326/n338860088.shtml>
(Chinese language only).

This BAIC warranty refers to repair, replacement and return guarantees arising out of safety defects or main component defects and is valid within two years or 50,000 km. For defects in engine, gear box or other major parts in the vehicle, consumers may demand free replacement for the defective vehicles within 60 days or 3,000 km from the date of the purchase invoice issued by the seller.

HawTai Automobile, also a domestic automobile manufacturer in mainland China, recently expanded the repair terms for its Santa Fe vehicles from three years to five years and from 10,000 km to 150,000 km.

Click here to see the report in the Chinese news

<http://henan.people.com.cn/news/2012/03/21/604302.html>

(Chinese language only).

The future

Whilst the date of enactment is yet to be determined, these industry developments may now accelerate the process, cutting short all ongoing attempts of car manufacturers and their associations to delay or amend the current text of the Three R's Regulation.

International Business Opportunities

To register for early direct access business opportunities, visit the UKTI website

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

China – Opportunity in Technology Cooperation on Aluminium Bus Manufacturing.

<http://www.ukti.gov.uk/uktihome/businessopportunity/285940.html>

A large scale technology group is looking for technology cooperation on aluminum bus manufacturing.

The Group is a large scale high tech enterprise specialized in aluminum plates, strips, high grade foils, high precision aluminum profiles for aviation, space flight, transportation, construction, household electrical appliance, presswork, packaging industries.

The company currently is looking for technology cooperation on 12 metres long aluminum bus manufacturing including the structure design, interconnection technology and maintenance as well.

Response deadline: 30/06/2012 Tender deadline: 30/06/2012

Hong Kong – Medium Trucks Required

<http://www.ukti.gov.uk/uktihome/businessopportunity/327760.html>

Tender: a Trading Fund is tendering for the supply of medium trucks.

The vehicles are to be used for transportation of goods. Delivery within 10 months from the date of acceptance of offer.

Response deadline: 06/08/2012

Deadline: 13/08/2012

Hong Kong – Cross Country Vehicles Required

<http://www.ukti.gov.uk/uktihome/businessopportunity/327800.html>

Tender: A Government Department is tendering for the supply of cross country vehicles to various Government departments on an 18-month contract.

The vehicles are to be used for conveyance of officials to rural sites with bumpy roads for site inspection, law enforcement and vehicle recovery. Delivery of the vehicles is required to be made within 6 months from date of the order.

Response deadline: 30/07/2012

Deadline: 06/08/2012

Hong Kong – Light Trucks

<http://www.ukti.gov.uk/uktihome/businessopportunity/330501.html>

Tender: The Logistics Department is tendering for the supply of 30 units light trucks for various Government departments on a 15-month contract.

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

Hong Kong – Medium Sized Buses

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

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

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

Response deadline: 09/08/2012

Deadline: 16/08/2012

Hong Kong – Trucks with Tail Lift

<http://www.ukti.gov.uk/uktihome/businessopportunity/324680.html>

Tender: A Hong Kong postal company is tendering for the supply of 5.5-tonne GVW Box-type Single Cab Trucks with tail lift.

A 24-month service contract commencing from the date as specified on the letter of acceptance.

For more information about this tender contact our team in Hong Kong by registering below.

Response deadline: 03/07/2012. Deadline: 10/07/2012

Hong Kong - Box-type Lorries and Tipper Lorries

<http://www.ukti.gov.uk/uktihome/businessopportunity/320920.html>

Tender: Various Government departments are tendering for the supply of box-type lorries and tipper lorries with grab.

A 36-month service contract(s) commencing 1 November 2012 or the date of acceptance of offer, whichever is later.

For more information about this tender contact our team in Hong Kong by registering below.

Response deadline: 28/06

Hong Kong – Management Services Required for a Vehicle

<http://www.ukti.gov.uk/uktihome/businessopportunity/315400.html>

Examination Centre

Tender: A vehicle examination centre has issued details of a tender for the provision of management, operation and maintenance services.

The government is seeking a contractor to manage and operate its new vehicle examination centre in Kowloon Bay centre for roadworthiness examinations of light goods vehicles and special purpose vehicles. These services include:

- regularly inspecting and maintaining centre equipment and facilities;
- regularly inspecting maintaining and cleansing the centre premises;
- performing vehicle examinations and issuing vehicle examination reports and repair orders;
- collecting examination fees and other charges for and on behalf of the Government; and
- Any other duties as specified in the tender documents

The duration of the agreement should be four years commencing on 1 December 2012 or on a date the Government specifies.

For more information about this tender contact our team in Hong Kong by registering below.

Response deadline: 29/06/2012. Deadline: 05/07/2012

Hong Kong – Electric Motorcycles / Scooters Required

<http://www.ukti.gov.uk/uktihome/businessopportunity/327700.html>

Tender: The Government is tendering for the supply of electric motorcycles / scooters to be used by various departments for operational staff to officiate their duties.

Delivery of the vehicles is required to be made within 5 months from date of the order.

Response deadline: 06/08/2012

Deadline: 13/08/2012

Hong Kong – Airside Passenger Buses Required

<http://www.ukti.gov.uk/uktihome/businessopportunity/327660.html>

Tender: an airport is tendering for the supply and delivery of airside passenger buses.

The tender is open to suppliers with proven experience and capability for the supply and delivery of airside passenger buses at the Hong Kong International Airport. The Terms of the Contract is intended to be for 29 months. A separate framework agreement under a term of 2 years shall also be set up for on-going supply and delivery of spare parts for the selected Airside Passenger Buses.

Response deadline: 23/07/2012

Deadline: 30/07/2012

India – Used Tyres

<http://www.ukti.gov.uk/uktihome/businessopportunity/292000.html>

A trader in Central India is looking to import large quantities of 'End of Life' or 'Waste Tyres'.
A trader in Central India is looking to import large quantities of 'End of Life' or 'Waste Tyres' from UK for recycling.

They have the necessary import permissions from Govt. of India.

Response deadline: 31/07/2012 Tender deadline: 31/07/2012

India: Technology for Design and Manufacture of Plastic Fuel Tanks

<http://www.ukti.gov.uk/uktihome/businessopportunity/302880.html>

An Indian auto component manufacturer is interested in venturing into the design and manufacture of plastic fuel tanks for automotive and commercial vehicle applications.

The manufacturer currently supplies ring gears and sheet metal parts, including fuel tanks.

For further information contact the UKTI Team in India.

India – Used Tyres

<http://www.ukti.gov.uk/uktihome/businessopportunity/306460.html>

A trader specialising in tyres requires regular supplies of 'Used' Tyres

The specific requirement is tyre casings of (11 r 22.5).radials.

This is not one-off requirement but rather a regular one.

The same trader can also help access Indian/Asian market for other type of Tyres as he has been in the same field for last 25+ years.

UKTI India can provide an introduction to the prospective buyer (trader). For more information register your interest below. Response deadline: 15/06/2012

India – Wet Clutch Assembly/CVT for Two Wheeler

<http://www.ukti.gov.uk/uktihome/businessopportunity/326460.html>

An Indian manufacturer of products in friction material, clutch plate, brake shoe, disc brake pad for two and three wheelers is interested in a long term business associate for technical collaboration or a joint venture.

The company is in the process of establishing a new manufacturing set up for entire clutch assembly in or around Delhi. They plan a world class set up equipped with the latest technology in manufacturing process, standard room, laboratory and QMS.

They also have a highly qualified technicians, engineers and professional to run this operation trouble free.

The company's R&D team had developed a complete clutch assembly and brake system as per OEM standards.

The Indian company's prime interest is in two wheeler clutch and brake only.

'Register your interest' to receive further information about this opportunity from the UKTI Team in India.

Japan – Pedals for Industrial Vehicles

<http://www.ukti.gov.uk/uktihome/businessopportunity/301260.html>

A specialised trading company in Japan dealing with industrial equipment, information equipment, industrial rubber and plastic products is looking to purchase pedals for industrial vehicles.

The specialised trading company in Japan would like to purchase pedals for industrial vehicles to sell to their customers doing business in Japan, UK and Europe.

Specification of the pedals:

- Material: ADC-12
- Forming method: Die-casting
- Surface: Electro-deposition coating

Response deadline: 30/06/2012 Tender deadline: 30/06/2012

Japan – Batteries for Industrial Vehicles

<http://www.ukti.gov.uk/uktihome/businessopportunity/301240.html>

A specialised trading company in Japan dealing with industrial equipment, information equipment, industrial rubber and plastic products is looking to purchase batteries for industrial vehicles.

The specialised trading company in Japan would like to purchase batteries for industrial vehicles to sell to their customers doing business in Japan, UK and Europe.

The battery required is equivalent to the GS Yuasa Battery that a leading car battery maker offer in Japan. For details of the required battery, you may wish to refer to their website:

<http://gyb.gs-yuasa.com/product/carbattery/proda-neo/index.html>. GS Yuasa's PRODA NEO is a hybrid battery of enveloped separator and glass mat, and has a warrantee of 24 months or 60,000 km.

Response deadline: 30/06/2012 Tender deadline: 30/06/2012

Mexico - Automotive Opportunity for British Manufacturers of Hybrid Vans

<http://www.ukti.gov.uk/uktihome/businessopportunity/289160.html>

A Mexican conglomerate is looking to buy electric and/or hybrid distribution vans from British manufacturers in order to distribute its products in the market.

The Mexican company is one of the largest bread baking companies in the world on the basis of brand positioning, production volume and sales; also the leader in its field in Mexico, Latin

America and the United States. Present in 19 countries in America, Asia and Europe with close to 8,000 products and 103 brands of acknowledge prestige.

They are seeking automotive manufacturers/suppliers who can provide light to medium duty electric trucks from the UK for use in Mexico to diminish fuel consumption and operation costs.

This is a unique opportunity for British automotive companies to sell their products in a large scale taking into account the numerous vans needed to distribute the company's products.

Tender deadline: 13/07/2012

Mexico - Aluminum Injection Moulding

https://www.ukti.gov.uk/pt_pt/uktihome/register.html?service=http%3A%2F%2Fwww.ukti.gov.uk%2Fj_acegi_cas_security_check

Automotive Tier1's calls international manufacturers of Aluminum Injection moulding tools for supply given the lack of locally made equipment and the necessity of quick delivery and short response timeframes for servicing or repair.

The head of Mexico's north-eastern automotive cluster has stated that the country's Tier1's (such as GKN, NEMAK, MAGNA, and many others) are forced to import all aluminum injection molding tools from abroad as there are no national manufacturers of these types of equipment.

Because of this, automotive suppliers are forced to accept long delivery timeframes which affect their regular production processes. When spare parts are required, or when a complete breakdown happens to their existing equipments, companies would greatly benefit from having a local manufacturer of such tools.

Because most tool manufacturers do not operate in Mexico (other than with a sales office), any company looking to fabricate these types of tools in the country would be accessing an untapped market niche that holds significant business value.

If your products fit in the above description, or have experience in supplying automotive companies in this area, the Advanced Engineering UKTI team in Monterrey, Mexico can support your company in approaching this and other Tier 1 companies in the country to discuss potential supply contracts.

Interested UK companies should register their interest via the link above to contact UKTI Monterrey for more information on this potential opportunity.

Response deadline: 02/10/2012 Deadline: 02/07/2013

Mexico – Automotive Engineering/Design Seminars and Courses
<http://www.ukti.gov.uk/uktihome/businessopportunity/307980.html>

Monterrey is home city of three of the most important universities in Mexico. Two of these are looking for people with expertise in automotive engineering and/or design who can give seminars or courses in these institutions.

Monterrey is one of Mexico's most developed cities, with the highest per capita income in the nation which leads to be the country's second most important city in the economic sector. It is also where two of the largest universities in the country area have its headquarters. Both universities are seeking for people with expertise in giving courses or seminars in automotive engineering and/or design for several of their related majors and degree programmes.

This is a unique opportunity for British experts in the area to export their knowledge to Mexico and especially to these important universities.

Response deadline: 01/09/2012 Tender deadline: 01/09/2012

Mexico - International Tender for Ambulances and Pick up Trucks
<http://www.ukti.gov.uk/uktihome/businessopportunity/325420.html>

The Mexican Institute of Social Security IMSS, launched an international tender ambulances and pick up trucks in the State of Tamaulipas.

The Mexican Institute of Social Security has as a mission to be the principal instrument of social security, and serve as a public service provider for all workers and their families. IMSS has launched an international tender for acquisition of ambulances and pick up trucks. The estimated date for signing of the contract is 27 July and the final date to make the proposals is 12 July.

If your products fit in the above description, or if you have experience in supplying distribution companies similar to this, the Healthcare UKTI team in Mexico can support your company in approaching this and other related companies in the country to generate potential supply contracts.

Other services: programme visits, market research, specific market advice, translations, events organization, and key points of contact within the Mexican businesses to assess their interest in UK products. These are just some of the services that our local team can offer you in order to develop a successful business relationship with local industrial companies, in a successful emerging market such as Mexico.

Response deadline: 12/07/2012

Deadline: 12/07/2012

Morocco – Automotive Training Equipment, Tools and Supplies
<http://www.ukti.gov.uk/uktihome/businessopportunity/322820.html>

A public sector opportunity for UK companies to supply automotive equipment and tools for Morocco's principle vocational training institute

As a result of a major inward investment project leading to the establishment of a car manufacturing plant, the local vocational training organisation is looking to considerably expand its capacity to provide automotive training. It is seeking to purchase a wide variety of tools, equipment and other supplies for these expanded facilities. There are over 50 items required. They vary from small individual items to high technology pieces of laboratory and workshop equipment. Examples include engines, automotive painting and laboratory equipment, welding apparatus and tools, simulator engines, mechatronics station including complete training package etc.

The full list of equipment including technical specifications is available in English.

Poland- Specialist Airport Vehicle

<http://www.ukti.gov.uk/uktihome/businessopportunity/322020.html>

One of the Polish regional airports has announced a tender for the purchase of a specialist vehicle for guiding planes on the airfields.

The purchase of this vehicle comes within the Framework of "Increasing security systems at the airport throughout purchasing additional necessary equipment and monitoring system".

The total value of this tender is under 400 000 EURO.

Information about a public contract, a framework agreement or a dynamic purchasing system (DPS): The notice involves a public contract.

Common procurement vocabulary (CPV) : 34960000

Information about lots. This contract is divided into lots: no

Information about variants: Variants will be accepted: no

Information about renewals: This contract is subject to renewal: no

Information about electronic auction: An electronic auction will be used: no

Conditions for obtaining specifications and additional documents: Time limit for receipt of requests for documents or for accessing documents: 23.7.2012 - 14:00

Payable documents: no

Time limit for receipt of tenders or requests to participate 24.7.2012 - 10:00

Response deadline: 20/07/2012. Deadline: 24/07/2012

Portugal - Electric Vehicles

<http://www.ukti.gov.uk/uktihome/businessopportunity/281900.html>

Opportunity from a Portuguese distributor willing build its offer for 3 and 4 wheeled electric vehicles.

Portuguese company is looking for manufacturers of 3 and 4 wheels electric vehicles.

Besides three wheeled vehicles this company is also specifically looking for 3 4 wheeled vehicles for golf courses and city cargo.

They are also looking for 2 and 4 person city and neighbourhood EV's.

Portugal - Particulate Filters

<http://www.ukti.gov.uk/uktihome/businessopportunity/284900.html>

Opportunity for manufacturers of particulated filters for light vehicles.

This opportunity is based on an information from a major Municipality in Portugal, which has upgraded its LEZ – low emission zone.

This creates a large opportunity for manufacturers of particulated filters for light vehicles, mainly for taxis, that will have to retrofit to adapt to the LEZ demands.

Portugal - Oily Waste or Recovered Oils

<http://www.ukti.gov.uk/uktihome/businessopportunity/299380.html>

Portuguese company is looking for oily waste to be transformed in Portugal.

A Portuguese company is active in seeking and finding oily waste or recovered oils, that can be used in their facility to increase the volumes of recycled fuel that they currently are supplying the Portuguese market.

The Portuguese market is now demanding for alternative products to produce energy and their fuel has been successfully accepted by the industrial customers.

The company's goal is to evaluate the technical and economical possibility of UK companies to collect and send raw materials, so they can continue supplying their end costumers.

Their main target is industry (like motor oils, washing of tanks, etc.) oils, but they're also interested in oils from food.

Portugal – Machines and Apparatus for Testing and Measuring

<http://www.ukti.gov.uk/uktihome/businessopportunity/305120.html>

Tender for acquisition of machines and apparatus for testing and measuring of materials and components in the automotive sector.

Portuguese automotive organisation has launched a public tender for procurement of machines and apparatus for testing and measuring of materials and components.

The selected company will be expected to install the equipment.

This opportunity is based on a tender with the total value of 700,000.00 Euro.

UKTI Lisbon can help to identify potential partners and assist with tender process.

UK Companies should register their interest via the link below for more information on this tender.

Tender deadline: 17:00 hrs, on 17 June 2012.

Response deadline: 14/06/2012

Tender deadline: 17/06/2012

Qatar – Large Oil & Gas Company Requires Skip Loader Trucks

<http://www.ukti.gov.uk/uktihome/businessopportunity/325180.html>

A Tender has been issued for a supply of Skip Loader Trucks to an oil company

Scope of work required

Supply of 2 (2 Nos) Skip Loader Trucks, 6 X 4 , Minimum Loader Capacity 17 Ton and 4 (4 Nos) Double Cabin Flatbed Truck, 3 Ton
 Contact details will be provided to UK companies who can provide the requirements. Register your interest below with our team in Doha.
 Deadline: 08/07/2012

Russia - F1 Motor Racing Expertise

<http://www.ukti.gov.uk/uktihome/businessopportunity/317000.html>

A regional administration is seeking expertise in organising multi-type racing using F1 tracks from 2014.

The F1 track is expected to generate profit when not used for F1 racing. Experience of organising other types of racing like: nascar, retro rally, closed circuit race and others is desirable.

'Register your interest' to receive further information about this opportunity from the UKTI Team in Russia.

Response deadline: 17/07/2012 Deadline: 30/07/2012

Russia - F1 Staff Training

<http://www.ukti.gov.uk/uktihome/businessopportunity/317020.html>

Expertise in staff training for F1 in Russia in 2014.

It includes staff training at all levels, i.e. staff working in services, administration staff, and managers (except for the stewards and marshals of the highest category of responsibility of FIA AFN).

'Register your interest' below to receive more information from the UKTI Team in Russia.

Response deadline: 17/07/2012 Deadline: 30/06/2012

Russia - F1 Promotion and Organisation

<http://www.ukti.gov.uk/uktihome/businessopportunity/317040.html>

Expertise in the organisation and promotion of F1 racing sought.

F1 project management consultancy is sought in the following areas:

- promotion
- racing organisation
- logistics
- control
- security

'Register your interest' to receive further information about this opportunity from the UKTI Team in Russia.

Response deadline: 17/07/2012 Deadline: 30/07/2012

Russia - Auto Components Partner Sought

<http://www.ukti.gov.uk/uktihome/businessopportunity/317200.html>

An autocomponent producer, who has existed in the market since 1995, seeks a partner for a joint venture for autocomponent and units production, including the possibility of supplying foreign OEMs.

The partner need to meet the following requirements:

- lean production principals consultancy and sharing experiences;
- technical re-equipment consultancy;
- expertise in product and process engineering.

The company has 576 employees and its turnover in 2011 was EUR 26 mln.

They currently produce: ball joints suspension; tie rod end; stabiliser links; control arms; strut mounts; engine protective casings; nano-production of inserts of tie rod ends, suspension joints and stabilisation links; thermoplastic polyurethane protective covers; composite stabiliser links.

Response deadline: 24/12/2012 Deadline: 28/12/2012

World Trade Organisation Notifications



EUROPEAN UNION

G/TBT/N/EU/50

4 July 2012

The draft Directive adapts to scientific and technical progress the list of materials and components which are exempt from the prohibition of the use of lead, mercury, cadmium or hexavalent chromium in materials and components of vehicles put on the market after 1 July 2003 according to Article 4(2)(a) of Directive 2000/53/EC on end-of-life vehicles.

USA

G/TBT/N/USA/711

19 June 2012

This final rule announces NHTSA's determination that there are no new model year (MY) 2013 light duty truck lines subject to the parts-marking requirements of the Federal motor vehicle theft prevention standard, because they have been determined by the agency to be high-theft or because they have a majority of interchangeable parts with those of a passenger motor vehicle line. This final rule also identifies those vehicle lines that have been granted an exemption from the parts-marking requirements, because the vehicles are equipped with antitheft devices determined to meet certain statutory criteria.

USA**G/TBT/N/USA/705**

1 June 2012

This document proposes to establish a new Federal Motor Vehicle Safety Standard No. 136 to require electronic stability control (ESC) systems on truck tractors and certain buses with a gross vehicle weight rating of greater than 11,793 kilograms (26,000 pounds) ESC systems in truck tractors and large buses are designed to reduce untripped rollovers and mitigate severe under steer or over steer conditions that lead to loss of control by using automatic computer -controlled braking and reducing engine torque output.

In 2012, we expect that about 26 percent of new truck tractors and 80 percent of new buses affected by this proposed rule will be equipped with ESC systems. We believe that ESC systems could prevent 40 to 56 percent of untripped rollover crashes and 14 percent of loss-of-control crashes. By requiring that ESC systems be installed on truck tractors and large buses, this proposal would prevent 1,807 to 2,329 crashed, 649 to 858 injuries and 49 to 60 fatalities at less than \$3 million per equivalent life saved, while generating positive net benefits.

JCC Customs Information Papers & Newsletter updates



CUSTOMS INFORMATION PAPER (12) 35

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

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

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

JCC CUSTOMS NEWSLETTER 35 June 2012 Edition

Issues in the Customs and International Trade area

Applying for an Economic Operator Registration and Identification (EORI) number

Why would you need one?

This number is needed for customs declarations when the goods come from outside the EU. Without this number the declaration cannot be validated and your goods will be delayed in clearing customs controls.

As storage at airports and ports can be expensive it is in a business' best interest to ensure their goods can proceed with the minimum of delays.

Four tips on applying for an EORI number.

1. Apply for the EORI number at the right time.

An EORI number takes up to three working days to issue. Once you have the number it will then take another 24 hours before it becomes operational. If you are not vat registered your application will need to have evidence of the goods that you intend to import/export. Amongst other things you will need details of the freight agent and the when /where the goods are expected to arrive. Further details are given on the form.

2. Use the right application form

New application forms were introduced in early 2012 however the EORI team still get forms dated 2009. Please make sure that you complete the most up-to date form and that you use the correct one.

[C220 - Application for VAT registered businesses / people](#)

[C220A - Application for non- VAT registered businesses/people](#)

3. Send the form to the correct Customs Office

Forms will only be accepted by e-mail or by post. The e-mail address is eor1@hmrc.gsi.gov.uk

Paper copies of the form can be obtained by either downloading it from the internet or by requesting one asking ringing the Excise and Customs Helpline on Tel 0845 010 9000f or a copy to be sent to Address for paper copiers

HM Revenue & Customs

EORI Team

13th Floor South

Government Buildings

Ty Glas , Llanishen

CARDIFF

CF14 5FP

4. Remember to tell Customs if there are changes to your details

If any of the following details change you should notify the EORI team:

- Name and/or address
- your entitlement to an EORI number alters
- you change your mind about inclusion on the EU Commission public website

If you change your VAT number you will need to re-apply for an EORI number.

LED Modules;

The classification of a product comprising strips containing a series of LED's. The issue is whether the goods are essentially light bulbs of heading 8543 (there is no provision in heading 8539 for LED light bulbs), or are lighting fittings of heading 9405. A majority of member states indicated support for a classification in heading 9405. The discussions are ongoing.

[See Newsletter 35 also for other discussion topics including:](#)

Three-wheel motor vehicle;

Commission Regulation 301/2012; Classification in 8703 21 10.

Video Monitors, LCD Monitors & Monitors with touch screen;

A proposed vote on a draft Regulation on Video Monitors was postponed following intervention from Industry (Digital Europe), who requested that further reflection is required on the appropriate criteria to establish whether a monitor is classified as being "Of a kind solely or principally used in an automatic data processing system of heading 8471" (8528 51 00) or as "Other monitors" (8528 59 40). There was no discussion on Monitors with a touch screen.

Motor Vehicles as Collectors' Pieces

There are issues relating to "high value", "rarity" and "historic interest", which have been made by many member states. The UK has had a number of Tribunal decisions, which has formulated national policy. The Commission was advised of the issues involved, and will reflect on how to take the matter forward. It is possible that one or more Project Groups will be arranged.

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