

International Bulletin

June 2012

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Editorial

David Croxson

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



Exporting - you don't have to do it all by yourself!

Following on from Auto Expo in January it has continued to be a hectic round of international events for me and the team this year (hence no Editorial last month!) – first attending Electric Vehicle Symposium with a UK exhibitor group and holding a UK Technology showcase seminar event in Los Angeles, then on almost immediately to Automechanika Middle East with 19 UK aftermarket component exhibitors – the highest number to date and then at the end of next week we will be in Stuttgart for the fast growing OEM components show GACSE2012 – the first time we have exhibited with a group of UK companies at this three day trade only OEM event – making this year the greatest number of participating UK companies exhibiting since the show began.

UK exhibitors' feedback consistently reports an excellent result from attending overseas events – be it USA, Middle East or indeed Western Europe. The UK pavilion attracts interest from people who are seeking quality / branded products, sold legitimately by established reputable organisations. The SMMT UK Pavilion concept – supported most helpfully by UKTI funding and often UKTI local staff in country, provides an excellent focal point for visitors seeking to find UK companies and provides a cost effective way of exhibiting – particularly SMEs who are seeking to develop overseas export business.

Overseas exhibitions can work on so many different levels: finding new customers; a new agent or distributor; seeing what competitor products are available in market; meeting existing overseas customers and building the relationship; introducing new products and staff to market; identifying products and technology to add to your portfolio, or even just finding out more about the market, country, culture and even taking a couple of days well earned R&R before or after the show! You can do it all in 3 or 4 days if you plan it right!

UKTI TAP grants are available for attending up to 6 overseas events – ranging from £1000 to £1800 depending on location. SMMT International team can facilitate the grant award process and the grant can represent sometimes 50% of the cost of exhibiting through a shared UK Group pavilion.

The UK SMMT pavilion, does not set out to be the biggest nor the glitziest at the show but typically provides exhibitors with a good value for money enhanced shell-scheme package with excellent position, profile and price - often with extended networking add-on events, shared meeting room and internet, refreshments and hospitality for both UK exhibitors and visitors. An experienced event leader from SMMT International team will also help you make all the arrangements and will provide guidance and support as needed.

The networking between UK exhibitors is often a further valuable aspect of attending as part of a group – not only are fellow exhibitors an excellent source of knowledge and experience on exporting generally – their customers, agents and suppliers – can often become yours as well if you approach matters in the right way. The camaraderie, guidance and help that fellow UK exhibitors give each other is always very generous and is something the SMMT Pavilion Group seeks to develop (sometimes even whilst around the bar at the end of each show day!).

SMMT International is very well connected with UKTI both in market and UK nationally as you might expect and in particular in the key international automotive markets overseas. We are able both to both recommend and secure UKTI funding and support for many automotive events that provide the best opportunities for UK companies overseas and to link exhibitors to sources of local advice and information from the 96 overseas embassy, consulate and high commission organisations that UKTI maintains for your benefit.

The world is a big place and we need to ensure that the necessarily limited resources of UKTI, SMMT International itself and your own export team is maximised to best effect. Let us know therefore where and how SMMT International and UKTI automotive sector can work with you to UK export opportunity advantage – which markets are you focussing on and which events would you like us to help you exhibit at? We are here to help. Exporting is a difficult and lonely business – we are here to make it less difficult and less lonely. Give me a call!

David Croxson +447793 773391

Key Dates

SMMT Group Meetings



2012 Dates

Customs & Tariffs Working Group:

Wednesday 27 June
Wednesday 26 September
Tuesday 4 December

International Business Group:

Tuesday 19 June @ Williams F1 - **FULL**
Tuesday 11 December

Design Engineering Group:

19 June
25 September
11 December

Personal Export Sales Group:

(Both 10.30 am):
Friday 22 June
Friday 7 December

Book Now!

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



SMMT supported event

South Africa Automotive Week

10-13 October 2012

www.saaw.co.za

There are a limited number of subsidies available for this event through DTI. This includes free transport, accommodation and business assistance. For full terms and an application form **contact** rmorbin@smmt.co.uk. **Deadline 30 June.**

USA Novi, Michigan: Engine Expo Novi 2012

23 - 25 October 2012

www.engine-expo.com/usa

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.

THE SOCIETY OF MOTOR MANUFACTURERS AND TRADERS LIMITED

SMMT, 71 Great Peter Street, London SW1P 2BN

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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. For more information:

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



SMMT supported event

Argentina: Automechanika Buenos Aires
14 – 17 November 2012

www.automechanika.com.ar/english

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.

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



SMMT supported event

China: Automechanika Shanghai
11 - 14 December 2012

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

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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:

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

China: FISITA 2012 World Automotive Congress & Exhibition

27 – 29 November 2012, Beijing

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

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

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

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



SMMT supported event

Germany : Automechanika Frankfurt, Germany – last chance to participate

11-16 September 2012

SMMT in association with UKTI present the UK pavilion group at Automechanika Frankfurt 2012 Germany. One booth has become available, if you are interested please contact us as it will be allocated on a first come – first served basis.

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



SMMT supported event

India : 13th Symposium on International Automotive Technology and SIAT Expo

16 - 19 January 2013, Pune

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 us.

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

UK Events



International Events held in the UK

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.

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

France: Meet the UBIFRANCE French delegation on low carbon 22 June 2012, London

The French Trade Commission UBIFRANCE in London is organising a trade event to introduce the expertise of a delegation of 8 French companies to the British low-carbon vehicle market (DBT, PVI, Saintronic, etc.). This event, taking place in London on the 22nd of June, will be a great opportunity for British- based companies to develop partnerships with the French participants.

Contact: Magali Pialat, Trade Adviser, for the list of participants and more information about the event. E-mail: magali.pialat@ubifrance.fr | Tel.: 0207 024 3620

South Africa: Automotive Production Environment & Value Chain 15 June 2012, South Africa House London WC2N

Hosted by DTI and NAACAM the event will focus on opportunities for British automotive companies in South Africa highlighting mutual benefits, economic indicators, South African investment policy and an insight into the broader framework of South Africa's manufacturing sector. This will be an opportunity to learn, network and build contacts to develop future relationships with South African business.

Contact: Jacob Mothopeng | Dti | South African High Commission |

Tel: +44 (0) 207 451 7248 | E-mail: jacob@SADTI.co.uk

Aim for Africa 2012 – Business Opportunities in Sub-Saharan Africa

12 June 2012, 8:30 - 17:00

Cost: £65.00

Hosted by UKTI

Nursery Pavilion, Lord's Cricket Ground, St John's Wood, NW8 8QN, London

http://www.ukti.gov.uk/pt_pt/export/event/306400.html?null

sub-Saharan Africa : UK Trade & Investment (UKTI) is hosting a one day conference which will explore business opportunities available to UK companies in sub-Saharan Africa.

Some 250 UK companies and key trade bodies with experience of, or an interest in, doing business in Sub-Saharan Africa are expected to participate in the conference. It will give the opportunity to:

- Engage with businesses already active in Sub-Saharan Africa including expert panel members and Q&A discussions
- Learn about business opportunities in Sub-Saharan Africa from in-country Heads of UKTI
- Hear what UKTI can do to help your business export to Sub-Saharan Africa and learn more about the range of services available

The conference plenary will include three panel discussions covering West, East and Southern Africa where successful UK companies active in each country will give insights into their experience plus answer your questions. After a networking lunch, in-country Heads of UKTI will host roundtable discussions where UK companies are invited to share experiences, learn about current business opportunities and gain export advice.

Main Contact: Stewart Gibbon | Tel: +44 (0)20 7215 4987 |

Email: stewart.gibbon@ukti.gsi.gov.uk | Organisation: ST - Africa - Libya

Full details: http://www.ukti.gov.uk/pt_pt/export/event/306400.html?null

**UKTI EVENT - Protecting your Intellectual Property when going International
18 June 2012 09:30 - 15:30**

This UKTI London workshop will provide a clear understanding of the core [Intellectual Property Rights \(IPR\)](#), which ones apply to your business and their potential value including registering and protecting these rights globally. Topics include:

- Patents, Copyright, geographic indicators, design rights and Trade Marks
- International Registration Systems
- Choosing a Licensee
- Legal and tax considerations
- Infringement - prevention and action

Cost: £125 + VAT (£150)

[Book Now>>](#)

**UKTI EVENT - 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>>](#)

UKTI EVENT - 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>>](#)

Trade Events



International events held abroad

UKTI Promoted Events

United States – Performance Racing Industry Show (Automotive) **29 November – 1 December 2012 Orlando Georgia USA**

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

This full online edition with links is available at:

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

Advanced Engineering sector in Japan **Market Review**

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.

This full online edition with links is available at:

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

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Other Events

(Listed by country)



SMMT supported event

Argentina: Automechanika Buenos Aires

14 - 17 November 2012

www.automechanika.com.ar/english/index.htm

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.

For more information:

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

China: CIAAF, the China International Auto Aftermarket Fair —the 9th China Auto Accessories (Zhengzhou) Trade Fair.

26 - 30 June 2012

CIAAF is organised by Zhengzhou Municipal Government, China Auto Fitting Industry Federation (CAFIF), Auto & Motorbike Parts & Accessories Chamber of Commerce (AMP), one of the largest professional auto accessories trade show in Asia.

In CIAAF 2012, the exhibits segmented into 6 sections such as Auto Audio / Visual & electronics, Auto Safety & security, Auto Modification, Auto Decoration, Car Care, Auto Maintenance & Equipment.

Contact: Fanny Zeng **E-mail:** fanny.ciaaf@gmail.com **Tel:** +86-20-61313038

China: China International Auto Parts Expo (CIAPE)

26 - 28 October 2012

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

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



SMMT supported event

China: Automechanika Shanghai

11 - 14 December 2012

Leading International Trade Fair for Automotive Parts, Equipment and Service Suppliers. 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.

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

Egypt Transpotech

22 – 25 November 2012

[Transpotech](#)

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



SMMT supported event

Germany: 11 - 16 September 2012

Automechanika Frankfurt, Germany

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

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



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@smmt.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>

Libya, Tripoli: The 5th International Motor Show of Libya (IMSOL)

19 - 23 November 2012

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: <http://www.motorshow.ly>

Russia: Automechanika Moscow

27 August - 30 August 2012

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

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

South Africa: SAAW

10- 13 October 2012

[South African Automotive Week](#)

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

There are a limited number of subsidies for SAAW from DTI including free transport, accommodation and business assistance. Contact rmorbin@smmmt.co.uk for an application form. Deadline 30 June.

Sudan: Khartoum Auto Show

29 September- 2 October 2012

[Khartoum Auto Show](#)

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

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.

More information at www.cnrotomotiv.com

Turkey, Automechanika Istanbul 2013

7 -11 April 2013

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.

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

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 Novi, Michigan: Engine Expo Novi 2012

23 - 25 October 2012

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

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.

For more information:

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

Trade Support Initiatives

Helping you do business



Automotive Supplier Finder

SMMT provides a free to user service to find UK suppliers. www.autosupplierfinder.com It is also free of charge to have your own business listed. Register online at the website.

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. Latest link from Crispin Simon Managing Director of UKTI Trade Development, appointed at the start of this year, on the subject of UKTI areas of focus – new emerging markets or established mature markets – Crispin writes on the Linked In UKTI Group page as follows:

[Crispin Simon](#) • I am the UKTI Managing-Director responsible for Trade Development and will be monitoring these Linked-In discussions for the next three months (at least) - so I can get feed-back directly from our actual and potential customers on their needs; and so I can use customer complaints about service delivery to drive our process improvement. So - thanks in advance for the input !

As to this discussion, UKTI has people on the ground in 96 countries and they are, by definition, dedicated to helping customers in these countries; and as a matter of strategy, UKTI provides resources for all of them. There is no UKTI strategy to favour BRICs over Continental Europe, though we will often emphasise BRICs (and other high growth countries) in speeches and presentations because they are often the markets where our help is most valued.

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>

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+44 (0)207 333 5442, from inside the UK **+44 (0)845 539 0419**. Or contact your nearest

[investment team](#).

Emerging markets round-up



China: Nissan signs Infiniti assembly agreement

By Chris Wright, Wednesday, May 30, 2012, just auto.com

Nissan is to assemble Infiniti luxury models in the central Hebei province of China from 2014, according to an agreement signed this week.

Dongfeng Motor, Nissan's joint venture in China, signed the agreement with Xiangyang municipal government to establish a local production site in the city.

China: SAIC agrees to sell 1% JV stake to GM

By Dave Leggett, Monday, May 28, 2012, just auto.com

Shanghai Automotive Industry Corporation (SAIC) has approved the sale of 1% in the Shanghai-GM joint venture back to venture partner General Motors in a move that will give GM a greater say in the JV's future operations.

Shanghai Automotive purchased the stake from GM in 2009. The agreement to sell it back still requires Chinese government approval.

The deal restores GM's ability to have equal say on operational decisions in China.

China: Volvo Group to work with China on road safety

By Dave Leggett, Monday, May 28, 2012, just auto.com

At a ceremony held in Beijing today, the governments of Sweden and China signed a letter of intent to expand their cooperation in the area of road safety.

The cooperation will take the form of a Swedish-Chinese research centre located in Beijing that will carry out activities in both China and Sweden, and in which the Volvo Group will be a partner.

China: Mini on the boil in China

Friday, May 25, 2012, just auto.com

Mini is finding its feet in China after a slow start following its introduction in 2005, [...] hitting a record 15,500 last year. The British brand is still growing, up 33% to 7,000 units year on year in the first four months of this year.

China: BMW expands in China

By Dave Leggett, Thursday, May 24, 2012, just auto.com

BMW and its Chinese joint venture partner Brilliance have opened a new plant at Shenyang. The second plant at Shenyang increases BMW's China capacity to 200,000 vehicles a year with further investment earmarked to raise capacity further in the medium-term

China: BYD 6B debuts with in-dash speaking robot

By Glenn Brooks, Thursday, May 24, 2012, just auto.com

BYD has launched the 6B, the replacement for the F3. The Civic-sized sedan features several innovations, one of which is a speaking robot that rises out of the dashboard.

INDIA: Toyota launches financial services

By Graeme Roberts, Thursday 31, May, 2012, just auto.com

Toyota has launched financial services in India to provide loans to vehicle buyers at dealerships.

Toyota Financial Services India, established with an investment of INR2.6bn (US\$46.3m), has set up headquarters in Bangalore and an operations office in New Delhi, Kyodo News reported.

India: Hankook plans to reach US\$10m in revenue in 2012

By Graeme Roberts, Thursday 31, May, 2012, just auto.com

Hankook Tire plans to sell 100,000 tyres in India and book revenue of US\$10m during the current fiscal year.

Asean-India sales and marketing chief JB Park told The Hindu's *Business Line*: "The recessionary trend being experienced worldwide has not affected the sale of premium cars in India. The production of SUV vehicles is growing at a faster pace and there is a potential for high end tyres in the market."

India: JLR looks to expand local production – paper

By Chris Wright, Wednesday 30, May, 2012, just auto.com

Jaguar Land Rover has begun a feasibility study into manufacturing more vehicles in India.

JLR, owned by Tata Motors, already assembles the Freelander at a plant in Pune. The Economic Times of India has learned that the company is considering further manufacturing in Pune or Sanand to produce the next generation Defender. The factory is also likely to house an engine plant.

India/UK: JLR delivers higher profits for Tata Motors

By Dave Leggett, Tuesday 29, May, 2012, just auto.com

A surge in Jaguar Land Rover (JLR) sales helped to boost profits at parent Tata Motors in the financial year ended March 31.

JLR sales were boosted by the launch of the Range Rover Evoque and rising sales in China.

India: Tata, AGI ink distribution agreement in Myanmar

By Dave Leggett, Tuesday 29, May, 2012, just auto.com

Tata Motors has entered into an agreement with Apex Greatest Industrial (AGI), Myanmar, for the distribution of Tata Motors' commercial vehicles and passenger cars in Myanmar. The

India: Algeria biggest for Maruti exports

By Graeme Roberts, Thursday 24, May, 2012, just auto.com

Maruti Suzuki exported 17,247 cars to Algeria in 2011-12, its largest export market for the year.

"This has opened the doors for us to target other African countries more aggressively," said marketing head, Mayank Pareek. The automaker exported 127,000 cars in 2011-12, with exports to Africa of 23,000 units.

India: Mahindra, SNKGB, ink Madhya Pradesh finance tie

By Graeme Roberts, Thursday 24, May, 2012, just auto.com

Mahindra & Mahindra has signed a preferred financier agreement with Satpura Narmada Kshetriya Gramin Bank (SNKGB), the largest Gramin bank in Madhya Pradesh.

Under the agreement, Mahindra customers will be able to obtain vehicle finance from any SNKGB branche.

International Market Snap-Shots



Macedonia

After a number of positive investment stories emerging from 2011, the Balkan state is anticipating further growth in the Macedonian automotive sector

"Macedonia today is as competitive as China for manufacturing and as competitive as India for outsourcing companies" claims Vele Samak, Macedonian Minister for Foreign Investments. The ambitious claim is made on the back of a number of positive announcements for FYROM made in 2011, some key highlights of which are listed below.

Vele Samak puts these achievements down to "the combination of a young, well-educated and highly competitive labor force, an excellent infrastructure and among the highest incentive packages or projects in our Technological Industrial Development Zones [and] duty-free access to a market of 650 million customers across the European continent".

Key highlights for Macedonia in 2011 :

- Signed up **new investments with 7000+ jobs**,
- **Kemet Electronics** (USA, €20M plant for capacitors, 500 jobs),

- **Kromberg & Schubert** (Germany, €20M in wire harness plant, 2500 jobs),
- **Johnson Controls** (USA, €20M in automotive seating plant, 1400 jobs, 2nd plant in Macedonia),
- **Dräxlmaier** (Germany, €15M in wire harness plant, 4000 jobs),
- **Motherson Group** (India, €10M plant for auto mirrors, plastics and glass, 140 jobs),
- **Protek Group** (Russia, €10M in health products, 300 jobs)
- **Van Hool** (Belgium, €20M in bus production, 400 jobs)
- Opened **brand-new €100M Skopje airport**, one of the largest in SEE (<http://kurir.mk/makedonija/vesti/41419-Fotografii-od-najmoderniot-aerodrom-na-Balkanot-Aleksandar-Veliki>)
- Ranked **22nd in the World Bank Doing Business report**, ahead of many EU countries, top-10 reformer 4 years in a row (<http://www.doingbusiness.org/rankings>)
- Strong macro fundamentals with **5.2% 1H 2011**; 4% 3Q 2011 YTD growth, **26% debt-to-GDP**, 2.5% deficit and reform leadership (EC recommended membership negotiation, 3-rd year in a row).

For more information contact: Vele.Samak@msi.gov.mk | Minister for Foreign Investments | Government of the Republic of Macedonia

Global News round-up



Uncertain economy continues to unsettle Europe's new car market

Source: www.just-auto.com

Data released by JATO Dynamics points to continued weakness in the European car market in April as the region continues to experience economic instability and slowdown.

The JATO figures show that the European new car market declined by 6.1% in April and 7.1% in the first four months versus last year.

The national market data confirms that [released earlier in the month by LMC Automotive](#). Of the big five markets, Germany and the UK achieved increased sales; France recorded a small sales decrease, while Italy and Spain recorded significant declines. (* denotes estimated or provisional data used for April 2012).

Sales by Market

Country	Apr_12	Apr_11	% Change Apr	Apr YtD_12	Apr YtD_11	% Change YtD
Austria*	33783	33317	1.40%	122547	121182	1.10%
Belgium	48326	53300	-9.30%	196689	223204	-11.90%
Croatia	2622	4169	-37.10%	13468	14670	-8.20%
Cyprus	977	1051	-7%	3865	4747	-18.60%
Czech Republic	16589	14620	13.50%	60118	56646	6.10%
Denmark*	14208	13423	5.80%	54852	54165	1.30%
Estonia	1765	1538	14.80%	6423	5283	21.60%
Finland	4061	11378	-64.30%	51823	47027	10.20%
France	166552	169757	-1.90%	674393	817211	-17.50%
Germany	274066	266251	2.90%	1047702	1029654	1.80%
Great Britain	142322	137746	3.30%	705878	696082	1.40%
Greece	4407	10109	-56.40%	21526	35353	-39.10%

THE SOCIETY OF MOTOR MANUFACTURERS AND TRADERS LIMITED

SMMT, 71 Great Peter Street, London SW1P 2BN

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Hungary	4318	3729	15.80%	18403	15228	20.80%
Iceland	726	293	147.80%	1802	828	117.60%
Ireland	6770	8683	-22%	52668	56642	-7%
Italy	130245	158741	-18%	538967	676139	-20.30%
Latvia	884	845	4.60%	3372	3215	4.90%
Lithuania	1061	1164	-8.80%	3933	4031	-2.40%
Luxembourg	5373	5221	2.90%	18884	18644	1.30%
Norway	11028	11530	-4.40%	46085	45529	1.20%
Poland	23841	22222	7.30%	101396	89727	13.00%
Portugal*	10068	14426	-30.20%	33600	60023	-44%
Romania	4307	4999	-13.80%	18272	14676	24.50%
Serbia	2224	4178	-46.80%	7460	10800	-30.90%
Slovakia	5794	5676	2.10%	22399	21399	4.70%
Slovenia	4362	5007	-12.90%	18687	21660	-13.70%
Spain	56183	71732	-21.70%	256690	280213	-8.40%
Sweden	23336	28940	-19.40%	91312	98704	-7.50%
Switzerland	27871	27611	0.90%	106438	100895	5.50%
Netherlands	41174	47624	-13.50%	207863	228018	-8.80%
Grand Total	1069243	1139280	-6.10%	4507515	4851595	-7.10%

International Business Opportunities

To register for more business opportunities, visit the UKTI website

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

Argentina – Ambulances

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/303060.html>

Argentinian Ministry is offering an opportunity to tender for the procurement of ambulances. The Ministry has received funds from the International Bank for Reconstruction and Development (IBRD) to finance a project for control and response of Influenza H1N1.

Under this programme, the Ministry is inviting companies to tender for the procurement of the following types of ambulances:

- Ambulances for transport - 134 units
- Intensive care ambulances - 120 units
- 4x4 Ambulances - 20 units

Austria – Tyres

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/262881.html>

Public tender – tyres for lorries, light lorries and passenger vehicles

An Austrian public organisation is tendering for the supply of 3000 tyres, worth EUR 570000. Tyres should be for lorries, light lorries and passenger vehicles. The tender includes in total 120 lots, 11 different types of tyres from 13 different producers.

Belgium – New Diesel And Gas Buses

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/267780.html>

The Brussels public transport organisation decided recently to buy 335 new buses. This represents an investment of 80 million euro. It will be a mix of gas and diesel buses.

In the meantime the company is looking to buy 20 second hand buses. The regional Brussels government will approve the investment soon.

A first order for diesel buses will be placed in 2013 and must delivered in 2014. The gas buses must be delivered in 2015. The Brussels region public transport organisation expects 400 million passengers in 2016. The last bus order dates from 2009.

China - Automotive Parts Technology Required in SW China

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/264080.html>

Auto parts especially clutch manufacturing technology is wanted in SW China by private company. A private company in SW China is looking for a UK partner with certain type of automotive parts (eg. clutch) technology and interest in exploring China markets. They are already in motor bike parts business, especially clutch. With strength in marketing and funding, they are looking for a good project to invest in, but they lack technology/products with good market reputation.

As this local company is with investment company background, In terms of the funding they are willing to input up to 100 mil RMB. In addition, they are open to discuss whatever auto part to be invested, automotive clutch is not the only option. Response deadline: 31/12/2012 Tender deadline: 31/03/2013

China – Opportunity in Technology Cooperation on Aluminium Bus Manufacturing.

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

Czech Republic - Supply of Commercial Vehicles, Trucks and Minibus

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/311240.html>

A Czech company is looking for a supplier of commercial vehicles (N1), tipper trucks (N3G) and minibus (M1).

The company is a state enterprise who implements the inhibition of the uranium, ore and partially of the coal mining in the Czech Republic and ensures production of uranium concentrate for the nuclear energy sector.

The company is looking for a supplier of 22 vehicles of which 20 vehicles by 30 September 2012 and 2 vehicles by the end of 2012. They are interested in the following types of vehicles: commercial vehicles N1, minibus M1 and tipper trucks N3G S1 and S3.

Germany – Experienced German Commission Agent Offers Services (Multi Sector)

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/276860.html>

An experienced German commission agent, who operates Germany-wide is looking to represent small and medium companies in the areas

India – Used Tyres

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

India - Engine Technology for Off Highway, Stationary & Automotive Applications

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/291980.html>

A large Indian engine manufacturer is interested in contacting UK based engine technology providers who could assist in development on new heavy application range of engines.

An Indian company which currently manufactures medium to small engines is interested in New Technology infusion and get into new range of engines. These engines will be more efficient, higher power output and better emission complaint. The company at the moment supplies engines to automotive (3 Wheelers and light trucks), off highway, construction equipment and stationary (Power Generation) applications.

The company is listed on Indian Stock Market and employs over 5000.

The company has engaged a consultant for initial due diligence and vetting of technology from potential partners. They will prefer to work directly with engine consultancies, Universities and fuel system technology providers rather than third party intermediaries.

India: Technology for Design and Manufacture of Plastic Fuel Tanks

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

India – Hydraulic Equipment

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/280180.html>

An Indian SME is looking for joint venture or Technical Collaboration in the Hydraulic Equipment field/ The India SME is engaged in the manufacture of hydraulic equipment such as brake & jack assemblies for power generation segments & manufacture hydraulic presses for Indian Railways for Static Bogie Load Testing Machine & manufacture of elastomeric clips.

They are looking for a JV/technical collaboration for the automation of manufactured machines & equipment for:

- i. Servo Technology in presses
- ii. Automation in Rolling presses & its toolings
- iii. Axle & Wheel fitting presses for Railways

Open to buyback agreement even for Hydraulic Remote Controlled Jacks, Bolt Tensioners & Torque Wrenches.

The company is open to other products other than the above, should any company in the field of hydraulics want to establish their manufacturing activities in India for better promotion in Asian Market.

Japan – Pedals for Industrial Vehicles

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

Japan – Batteries for Industrial Vehicles

<http://www.ukti.gov.uk/export/sectors/advancedengineering/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 warranty of 24 months or 60,000 km.

Macedonia (FYRO)

Company interested in partnering with UK automotive and aerospace Opportunity in the software development sector

A Macedonian company is seeking technology partners/opportunities in the UK. The company has a professional team with excellent qualifications and experience; it specialises in automotive and aerospace software development in the field of diagnostics, simulations, and periodical inspections, automotive embedded and automotive design. With main stream tier II customers in Europe supplying the major OEM's and looking to expand their customer base in the UK.

Please contact:

Michael English | E-mail crozier@attglobal.net | Mb: + 44 (0) 785 230 5326

Mexico - Automotive Opportunity for British Manufacturers of Hybrid Vans

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

Mexico – Automotive Engineering/Design Seminars and Courses

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

The Advanced Engineering Team for the UKTI in Mexico can put UK experts in contact with the universities to explore the possibility of a project. Besides having privileged access and contacts inside the industry, the team can also support UK interested parts in arranging key meetings and agendas while visiting.

New Zealand - manufacture and marketing of engine preventative maintenance equipment.

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/304260.html>

Invitation to manufacture and marketing of machines incorporating proven technology for a company in the UK. This is a niche product for Military, heavy transport, heavy machinery industries.

This specific Business Opportunity closes on the 29 June 2012 (NZTime).

Responses must be submitted by this date to the issuing organisation.

A New Zealand transportation service provider is interested in having products manufactured under license in the UK. The company specialises in providing engine cooling system power flush technology for use in heavy machinery, heavy transport, Military, power generation, marine, public transport and automotive industries. The company is looking for its FL100 PulseFlush machines and accessories to be manufactured in the UK as well as having the product marketed and sold in the UK. The company's products eliminate conditions that cause malfunctions and failure in engines due to undetected and undetectable contamination in the cooling system. The system assists with the prevention of extreme localised overheating deep within the engine and hot spots. The technology operates in mechanical service workshops alongside with other engine preventative maintenance and diagnostic equipment. It services high value diesel engines from 100 to 2000hp and also services petrol engines to an extremely high standard.

The technology is proven and has been operating in heavy transport, heavy machinery, Military (NZ Army, US Army), power generation, public transport, marine, light commercial and automotive industries. The market is large and includes mining operations. It is currently operated by KBR (www.kbr.com) in Iraq servicing large Gen-sets along with Oshkosh Defense (www.oshkoshdefense.com) servicing US Military equipment in Kuwait. The technology is registered with NATO Stock Number (NSN) 4910-98-206-0361 and the company is registered with a Company NATO Code Number (NCAGE) E6817 as a NATO supplier.

Interested UK companies are invited to respond by registering interest via the link below. A representative from UK Trade & Investment in Auckland, New Zealand will contact you with more information.

New Zealand - Consultancy Opportunity : European Car Market

SMMT has recently been approached by the New Zealand Ministry of Science and Innovation in support of a local company which has developed an economical lead carbon battery for use in hybrid vehicles. They wish to explore the opportunities to commercialise the product in the European market, and are seeking to engage a consultant, who can support this project.

In the first phase, the appointed contractor would be expected to advise on :

- provide an overview of European VM's current thinking on the car of the future
- advise on margin structures within the European industry
- offer guidance on how cost reduction opportunities drive decisions within the market
- advise on the attractiveness of the technology
- propose the best route to commercialisation of the product

The inquirer is particularly keen to make contact with senior executives recently retired from the European automotive sector.

If you are interested in pursuing this opportunity, please contact David Croxson (dcroxson@smm.co.uk), who can arrange the necessary introductions.

Portugal - Electric Vehicles

<http://www.ukti.gov.uk/export/sectors/advancedengineering/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/export/sectors/advancedengineering/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/export/sectors/advancedengineering/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 - Glass Collection Vehicles

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/300120.html>

Tender for 2 glass collection vehicles.

This opportunity is based on a tender with a base value of EUR 345.000,00 for the acquisition of 2 Glass collection vehicles, launched by an inter-municipal company, responsible for waste management in the south of Portugal.

Portugal – Machines and Apparatus for Testing and Measuring

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

Portugal - Vehicles for Collection of Urban Solid Waste

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/275980.html>

A water and wastewater company based in Braga, a municipality in the north of Portugal, has launched a tender to acquire 6 vehicles for the collection of Urban Solid Waste.

This opportunity is based on a tender with a base value of EUR 970.000,00 for the acquisition of 6 vehicles for collection of urban solid waste, with a structure of 20m3 and 16m3.

Singapore - Study on the Impact of Electric Vehicle Chargin

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/268580.html>

Singapore Power will be studying the impact of electric vehicle (EV) charging on the electricity grid over the next two years. On 1 March 2012, the energy utility group launched EVs@SP, its EV technology development initiative to ensure the reliability of electricity supply before the mass arrival of EVs. Singapore Power's key partners are research agency A*STAR and Renault.

Under EVs@SP, SP PowerGrid will sign two MOUs to provide the framework that will flesh out the research details.

These are:

- Campus for Research and technological Enterprise (Technology University of Munich) to develop innovative technologies and future transportation concepts related to EVs:
- Power Automation and Siemens on smart grid integration for EV charging.

To facilitate the testing and evaluation of the threshold levels as well as the impact of EVs integration on the power grid, Singapore will deploy three electric Renault Kangoo vehicles to collect the necessary data. The cars will complement the test-bedding project led by the multi-agency EV Taskforce.

Switzerland – Exhaust Gas Roller Test Bench

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/271440.html>

A federal Institute is looking to purchase an exhaust gas roller test bench for testing diesel; gas; bio-diesel; ethanol; bio-gas; or hydrogen operated vehicles. The temperature ranges should be between 0 – 30 °C and 0 – 80°F. Response deadline: 09/04/2012

Trinidad & Tobago – Buses

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/276040.html>

Opportunity to bid for the supply of 100 buses for the Public Transport Services Corporation.

Tenders are invited for the supply and delivery of 100 buses for the Public Transport Services Corporation PHASE 1.

They must be:

- right hand drive,
- air conditioned,
- GPS compatible,
- and powered by Compressed Natural Gas (CNG).

UK agent for French lubricants and greases

A French manufacturer of lubricants and greases is looking for reliable business partner in the UK to distribute their products. They already export to a few countries in Europe but not in the UK and are ready to do whatever it takes to find a long term UK partner.

Accor Lubrifiants (www.accor-lubrifiants.com) was founded in 1983 and is one of Europe's largest independent oil blenders. Specialising in the manufacturing of high performance lubricants for the automotive and heavy truck sectors as well as agricultural and industrial sectors including:

- Petrol or diesel engine oils for automotive and trucks
- 2 or 4 stroke motor oils
- Gear and transmission oils
- Multi-purposes oils for agriculture machines
- Hydraulic oils
- As well as additional side products: greases, antifreezes, screen washes, brake fluids...

Licensed by the American Petroleum Institute (API) for meeting performance specifications and with the latest ISO 9001 certification. They also take part in international racing events such as 24 hours Le Mans, 12 hours of Sebring, and have manufacturer OEM approvals (Renault, Volvo, MAN...) They have an in-house laboratory where all our products (bases + additives + manufactured products) are tested to make sure they comply with the most stringent tolerance levels of quality and consistency.

Datasheets can be downloaded from: www.accor-lubrificants.com/documents/LEXICON_RANGE_ACCOR.pdf
Accor catalogue can be downloaded from: www.accor-lubrificants.com/documents/CATALOGUE_ACCOR_2010.pdf

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Business Opportunities from European Enterprise Network

If you are interested in any of these profiles, please contact Craig Biffen at c.biffen@birmingham-chamber.com, quoting the reference number.

Bulgaria

Bulgarian company specialised in manufacturing of parts and accessories for motor vehicles is looking for a distributors. The products could be provided under their own trade mark or under the trade mark of the distributor (if their aim is to develop their own domestic trade mark). The company is open to any suggestions which could place the start of a successful and stable long-term cooperation.

Ref: 20120427009

The Netherlands

A Dutch company active in the development and manufacturing of navigation (GPS) devices, infotainment systems and daytime running lights, requests distribution of customized infotainment and navigation solutions.

Ref: 20120326033

Poland

Polish medium company leading manufacturer of axles for trailers and semi-trailers is looking for international cooperation. The company is searching for trade intermediary service. The firm is interested in reciprocal production.

Ref: 20120208030

A Polish SME specializes in trailer build-overs made of aluminium. The company transforms ordinary trailers and cars into loadable containers. The company offers its services as a subcontractor.

Ref: 20120131024

Spain

A company located in Spain specialized in manufacture of parts in reinforced plastic for the car industry is looking for being subcontractor or main contractor and also seeks reciprocal production

Ref: 20120227020

Sweden

A Swedish company specialised within heavy wreckers is looking for business partners (agents) in several different countries within the EU. The partner should be a truck body manufacturer with sales network able to sell its product.

Ref: 20120307038

Turkey

Turkish manufacturer of roof and emergency exit hatches and roof ventilation equipment is looking for trade agents, representatives and distributors. The company also interested in subcontracting activities

Ref: 20120426042

Turkish manufacturer of plastic injection parts and moulds for automotive industry is looking for trade partners in France, Germany, UK, Spain and Romania. The company is also offering outsourcing services

Ref: 20120322052

A Turkish company which is specialised in wheel rim production is looking for distributors for its products. The company is also willing to cooperate with auto producers as subcontractor.

Ref: 20120116020

World Trade Organisation Notifications



SAUDI ARABIA

G/TBT/N/SAU/285

15 May 2012

This Saudi/Gulf Draft Technical Regulation is concerned with the method for the determination of the pollutants emitted to the atmosphere from the exhaust of diesel engines of heavy duty vehicles. Core content of the new standard is the introduction of a steady speed test cycle (ESC) to determine the pollutants. Furthermore, the definition, determination and calculation of smoke and opacity for Diesel engines is described by the standard 'GSO 146'.

THE SOCIETY OF MOTOR MANUFACTURERS AND TRADERS LIMITED

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SAUDI ARABIA**G/TBT/N/SAU/284**

15 May 2012

This Saudi,/Gulf Draft Technical Regulation is concerned with the allowable limits of gaseous, particulate and Smoke pollutants emitted to the atmosphere from diesel engines of heavy duty vehicles. This regulation applies to diesel vehicles of the classes N2, N3, M1, M2, and M3 with a technically permissible maximum laden mass of more than 3500 kg.

SAUDI ARABIA**G/TBT/N/SAU/283**

15 May 2012

This Saudi/Gulf draft technical regulation concerns with the basic control strategy, minimum functionality requirements, basic driver interface elements, minimum requirements for diagnostics and reaction to failure, and performance test procedures for Adaptive Cruise Control (ACC) systems.

USA**G/TBT/N/USA/699**

25 April 2012

In this NPRM, we (NHTSA) propose to revise the Federal Motor Vehicle Safety Standard for accelerator control systems (ACS) in two ways. First, we propose to amend the Standard to address more fully the failure modes of electronic throttle control (ETC) systems and also to include test procedures for hybrid vehicles and certain other vehicles. This part of today's proposal is related to an NPRM that NHTSA published in 2002.

Second, we propose to add a new provision for a brake-throttle override (BTO) system, which would require that input to the brake pedal in a vehicle must have the capability of overriding input to the accelerator pedal. This BTO proposal is an outgrowth of NHTSA's research and defect investigation efforts aimed at addressing floor mat entrapment and related situations. We propose to apply the requirement for BTO systems to new passenger cars, multipurpose passenger vehicles, trucks and buses that have a gross vehicle weight rating of 10,000 pounds (4,536 kilograms) or less and ETC.

CANADA**G/TBT/N/CAN/363**

23 April 2012

Greenhouse gases (GHGs) are primary contributors to climate change. The most significant sources of GHG emissions are anthropogenic, mostly as a result of combustion of fossil fuels. The emissions of GHGs have been increasing significantly since the industrial revolution and this trend is likely to continue if no action is taken.

Transportation is one of the largest sources of GHG emissions in Canada, accounting for about 28% of total emissions in 2009. Heavy-duty vehicles accounted for around 7% of total GHG emissions or 24% of transportation emissions. Accordingly, taking action to reduce emissions from new on-road heavy-duty vehicles is an essential element of the Government of Canada's strategy to reduce air pollutant and GHG emissions to protect the environment and the health of Canadians. The objective of the proposed *Heavy-Duty Vehicles Greenhouse Gas Emission Regulations* (the proposed Regulations), under CEPA 1999, is to reduce GHG emissions by establishing mandatory GHG emission standards for new on-road heavy-duty vehicles and engines of the 2014 and later model years that are aligned with U.S. standards. The development of common North America standards will provide a level playing field that will lead North American manufacturers to produce more advanced vehicles, which enhances their competitiveness. The proposed Regulations would introduce progressively more stringent GHG emission standards for new on-road heavy-duty vehicles and engines that would align with the national GHG emission standards and test procedures of the United States Environmental Protection Agency for the 2014 and later model years. The proposed Regulations would apply to companies manufacturing and importing new on-road heavy-duty vehicles and engines for the purpose of sale into Canada. It would reduce greenhouse gas emissions from the whole range of new on-road heavy-duty vehicles from full-size pick-up trucks and vans to road tractors (i.e., semi-trucks) and buses, as well as a wide variety of vocational vehicles such as: freight, delivery, service, cement, garbage and dump trucks. The standards in the proposed Regulations would address emissions of CO₂, N₂O and CH₄ from heavy-duty vehicles and engines and would also include measures to require reductions in leakage of the hydrofluorocarbon refrigerant used in cabin air-conditioning systems.

The proposed Regulations also include provisions that establish compliance flexibilities designed to provide appropriate lead-time for technological improvements and a smooth transition to a more stringent regulatory program. These flexibilities include a CO₂ credit system for generating, banking and trading emission credits that could be used to offset any emission deficits incurred. Credits would be obtained by companies whose fleet emission levels fall below the applicable standard, while deficits would be incurred by companies whose fleet emissions exceed the applicable standard. Flexibilities also include additional credits for vehicles with advanced and innovative technology vehicles. Companies would also be required to submit annual reports and to maintain records relating to the GHG emission performance of their fleets.

JCC Customs Information Papers



CUSTOMS INFORMATION PAPER (12) 32

Authorisation of C945 for new Ships Stores Change in procedure for obtaining authorisation to load new stores (C945 procedure).

CUSTOMS INFORMATION PAPER (12) 31

Extension of the Common Transit Procedure to Croatia and Turkey

Accession takes place on 1st July 2012. However holders of CT comprehensive guarantees or guarantee waivers or air level 1 or 2 authorisations may wish to make prior application to extend their authorisations to include Croatia and Turkey.

CUSTOMS INFORMATION PAPER (12) 28

UKBF National Frontiers Approval Unit - Update to CIP (12) 08

Update to CIP (12) 08 - new telephone / fax contact details for UK Border Force (UKBF) National Frontiers Approval unit (NFAU) following their recent move to a new address.

CUSTOMS INFORMATION PAPER (12) 27

Changes to form C1601 and introduction of forms C1602 and C1603.

The introduction of new forms to facilitate the Arrival and Departure of goods at UK locations where commercial CHIEF arrival/departure facilities are not available, and Retrospective Arrivals.

CUSTOMS INFORMATION PAPER (12) 26

Review of Low Value Bulking Imports (LVBI) concession

Research shows that operation of LVBI by economic operators is inconsistent with the existing scheme rules and policy objectives and (where appropriate) legal base. There is evidence of both misunderstanding and abuse of the scheme, which is causing harm to legitimate UK trade, revenue collection and a negative impact on the well-being of society. We wish to engage with operators, customers and delivery partners to review operation of the scheme and, where necessary, take remedial action.

CUSTOMS INFORMATION PAPER (12) 25

New EU Council Regulations on restrictive measures against Iran - Imports

CUSTOMS INFORMATION PAPER (12) 24

EU Council Regulation on restrictive measures against Iran –internal repression

CUSTOMS INFORMATION PAPER (12) 23

New Regulations on restrictive measures against Iran, prohibiting the export of key equipment to the Iranian oil and gas industry and petrochemical industry.

CUSTOMS INFORMATION PAPER (12) 22

New EU Council Regulations on restrictive measures against Iran – Exports general

CUSTOMS INFORMATION PAPER (12) 21

New EU Council Regulations on restrictive measures against Iran - Overview

CUSTOMS INFORMATION PAPER (12) 17

Public Notice 221A – Inward Processing using a simplified procedure - has been revised to incorporate changes notified since April 2010

Disclaimer

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