

International Bulletin

March 2012

Key Contents

- SMMT dates
- Book Now!
- UK events
- Trade events around the world
- Industry support initiatives
- Global news round-up
- International market snapshots
- International Business Opportunities
- WTO notifications
- JCC customs information papers
- ECO Notification



Editorial

David Croxson
Head of International, SMMT



I ran - straight into prison!

Exporting we know can be a risky business.

I always warn the exhibitors we take to the Middle East to remain aware of the local customs and laws – and not to import anything into the country that could arouse the authorities concern, brochures will be subject to censorship (no photographs of ladies with bare arms/legs or anything else), do not consider sending foodstuffs/alcohol etc. in your shipment even to so called “more relaxed” states such as UAE and ensure that no drugs – not even prescription drugs are taken into the country without a separate letter from your doctor in addition to the prescription. And then of course homosexuality is illegal and do not even have a member of the opposite sex in your hotel room unless you are married to them, do not be involved in any show of affection on the street or in a public place, nor drink alcohol in a public place other than a licensed hotel, bar or restaurant. All pretty obvious you might think and over the years we have got used to these sort of restrictions and the more experienced exporters and visitors to the region can generally quickly guide and advise new to market visitors. But all these risks are before you even think about the items you are exporting and where they are going and for what purpose.

It has come as a surprise therefore for many to realise that there is one aspect of trading in the Middle East, or for that matter anywhere it seems, that can catch out even the most experienced of exporters amongst us. I am talking about exporting goods to Iran - and the imperative for you to understand the current stringent embargoes, dual use restrictions and export control licence requirements.

At just about every Automechanika Middle East I have been to we are regularly visited on the stand by Iranians or agents / distributors from the Middle East talking about sending parts to Iran. I have always advised exhibitors to exercise

caution – but I have to say this is mainly regarding payment - but the real caution must now also include the implementation of the USA and European trade embargo and the 2003 US-UK extradition treaty.

This month Chris Tappin, 65, former owner of a respected freight forwarding company reported to Heathrow police station to be extradited to USA, to spend possibly a couple of years in a US prison in New Mexico for a crime he insists he did not commit and for which he will not have been tried either in UK or America.

According to a recent report by Martin Fletcher in *The Times*, Mr Tappin, it is alleged, before retiring in 2008, arranged the shipment on behalf of a British client of five industrial batteries, described as automobile batteries on the manifest, at a cost of \$25,000 from Texas to an automotive company in Amsterdam.

Martin Fletcher further reports: “unknown to Tappin the US vendor was a front company set up by the US Immigration and Customs Enforcement Agency who alleged that the batteries were intended to be procured and sent to Iran for use in Hawk air defence missiles. Mr Tappin as freight forwarder is alleged to be a co-conspirator. Mr Tappin insists he had no idea that the batteries were going anywhere but the Netherlands or that they could be used in missiles. Mr Tappin has been indicted on three counts by a grand jury in El Paso, although he has never stood trial and had no idea the grand jury had even met until the police arrived at his home in May 2010 and arrested him because US authorities were seeking his extradition.”

The 2003 US-UK Extradition Treaty was originally set up to facilitate the extradition of terrorists but it has since been used against a wide number of people. Mr Tappin who cannot under UK or European law stand trial in the UK – even though that is where the alleged offence was committed – is, as I write, in the USA, in prison.

So what is the moral of this story? Exporting is a risky business – certainly – but if you are in any way remotely involved with any trade with Iran – it’s perhaps best you think very carefully about all the risks involved. And if you get a request from the US to supply auto parts to The Netherlands, you might also need to check that one out too!

dcroxson@smtt.co.uk

Key Dates



SMMT Group Meetings

2012 Dates

Customs & Tariffs Working Group:

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

International Business Group:

Tuesday 13 March
 Tuesday 19 June @ Williams F1
 Tuesday 11 December

Design Engineering Group:

13 March
 26 June
 25 September
 11 December

Personal Export Sales Group:

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

International Business Group – 13 March

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

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

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

To register and confirm your attendance at this free event open to all, please contact Pat Shaw: pshaw@smtt.co.uk Tel: 0207 344 9260.

New SMMT supported events

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



SMMT supported event

Argentina: Automechanika Buenos Aires November 14 - 17, 2012

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

Pat Shaw / E-mail: pshaw@smt.co.uk / Tel: 020 7344 9260



SMMT supported event

China: Automechanika Shanghai 11 - 14 December, 2012

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

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

UK Events



International Events held in the UK

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

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

BIS Update on recent developments in FTA and other bilateral negotiations - business consultation event.

BIS Conference Centre, 1 Victoria Street, on 16 March between 11:00 and 12:30.

The provisional agenda for the event is as follows:

- i. EU-US High Level Working Group - process, possible options and UK priorities;
- ii. EU-Japan – prospects for launching negotiations and UK priorities; ;
- iii. EU- India, Singapore, Canada – process, prospects and priorities;
- iv. Update on other FTA negotiations and trade dialogues.

FTA Updates

Americas

EU-Canada FTA: This is a priority FTA which we hope can be concluded this year. We are entering the stage of negotiations when issues begin to get narrowed down. For this reason, **it would be helpful to get confirmation of your priorities ahead of the March consultation event, particularly of Non Tariff Barriers you're facing.**

EU-US: At the EU-US Summit in November 2011, both sides agreed to launch a High Level Working Group to assess feasible options for enhancing transatlantic trade between the two trading blocks. This group, made up of officials on both sides, will issue an interim report by the summer, with final recommendations by the end of the year. The first report of the technical groups will take place next month.

This has the potential to be enormous and it's very important that UK business interests are taken fully into account during the preparation phase which is taking place at the moment. Options range from a full FTA to a goods only tariff deal.

It would be very helpful to hear about your priorities over the coming weeks so that we can make sure that they're fed into the process.

EU-Central America Association Agreement: We expect this to be signed and concluded by mid-2012 and it could into force by the end of the year.

EU-Andean Multiparty Trade Agreement: We also expect this to be signed by mid-2012 and it could come into force by the end of the year.

EU-Mercosur FTA: These negotiations have the potential to be big, but progress on market access has been delayed due to Mercosur and EU election cycles. We hope that an ambitious exchange of offers can be made in mid 2012, after which negotiations could move quickly with political will on both sides.

We are not seeking inputs now (though as ever we're happy to receive them), but we expect to consult you on this FTA in spring ahead of any exchange of offers.

Asia

EU-India FTA: This remains a top priority for the UK. Good progress has been made ahead of the EU-India Summit (taking place today), particularly on tariffs, but it will not be possible to agree a satisfactory tariff package at the Summit (which had been the aim). We still hope that an ambitious FTA can be concluded by the end of the year, although this will be challenging.

We are not seeking inputs at the moment as we have a comprehensive picture of priorities and the scope for movement, but we may come back to you on specific issues as things progress.

EU-Japan FTA: Launching an ambitious FTA that comprehensively tackles Non Tariff Barriers is a UK priority. The scoping study is progressing well. If good progress continues, negotiations could be launched by the EU-Japan Summit in June. The potential benefits could be very large. The UK could benefit particularly in pharmaceuticals, medical equipment and devices, and parts of processed foods. Service sectors – particularly business and financial services - could also benefit significantly.

Now is the time to let us know about the Non Tariffs Barriers you face, so that we can try to make sure that these are reflected in the scoping study process. We are particularly interested in NTBs in the pharmaceutical and chemicals sectors where we and the Commission lack detail.

EU-Singapore FTA: This FTA is important in itself and also for the precedent it will set for other FTA negotiations in the ASEAN region.

The ninth round of negotiations took place between 17 and 20 January and negotiations are down to a few remaining issues – of which legal and financial services, NTBs and procurement are particular priorities. We hope that the Agreement can be concluded by mid 2012.

We would welcome industry inputs of the nature of industrial NTBs faced with in Singapore – specifically motor vehicles, pharmaceuticals and electronics.

EU-Malaysia FTA: The latest negotiation round took place last week, but we don't have a readout yet. Overall negotiations have been advancing reasonably well, but EU and Malaysian expectations may differ on the level of ambition in priority areas.

We would welcome detailed input on NTBs and services priorities in particular.

EU-South Korea FTA: This came into force on 1 July 2011 and has now been ratified by the UK. Overall implementation is going well, although we are aware of some outstanding issues. Please contact the Market Access Team (Andrea Whitworth – andrea.whitworth@bis.gsi.gov.uk) on any issues or concerns with implementation.

European Neighbourhood

EU-Georgia and Moldova DCFTAs: Negotiations were launched in December 2011, and the first full negotiating round will take place in March.

We expect our economic interest to be relatively limited, but if you have any issues that could be addressed by the FTA, then please let us know.

EU-Ukraine Deep and Comprehensive FTA: Negotiations ended on 19 December 2011. Legal scrubbing should be completed by mid 2012. It could be signed by the end of 2012 and come into force in early 2013, subject to political conditions. In many respects, the Agreement is the most ambitious FTA to date, and it's a key instrument in supporting Ukrainian economic integration into the EU.

We look forward to welcoming you and hearing your views at the consultation event. If you have any questions, or views on the trade negotiations please do not hesitate to contact me via email or telephone.

Benedict Hayes | Regional and Bilateral Trade Negotiations | Joint DFID-BIS Trade Policy Unit | Europe, Trade and International Affairs | Department for Business, Innovation and Skills | 1 Victoria St, London SW1H 0ET

benedict.hayes@bis.gsi.gov.uk | +44 (0)20 7215 6492 | <http://www.bis.gov.uk>

SERT@GVC 2012

21 March – 22 March 2012, Henry Ford College, Loughborough

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

SERT has been combined with Cenex's Green Vehicle Congress (GVC) to deliver a single unified event, for UK and international technology developers communities, dedicated to exploring the innovation opportunities associated with energy efficient transport. The event has a strong automotive focus but in partnership with the Transport KTN, SERT@GVC seeks to explore cross cutting opportunities in rail and marine. SERT@GVC, is also supported by the Midlands Transport iNet and the Materials Knowledge Transfer Network. More than 40 organisations have been invited to provide speakers, including the Technology Strategy Board, Ricardo, MIRA, the British Marine Federation, Transport Newcastle and the Universities of Leicester (De Montfort) and Nottingham.

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

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

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

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

This event will take place in 3 locations:

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

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

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

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

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

Event Organizer: UKTI / Kinetic

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

Russia is internationalising and investing in western technology and offers a large and attractive automotive and aerospace market. The Russian Government has declared that by 2020 two thirds of the components for these industries must be made in Russia,

not imported, which offers outstanding potential for UK companies. Over the next 10 years the Russian automotive market is:

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

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

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

Expert speakers will include:

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

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

Russia - Ulyanovsk Region: Ready for Take Off **Tuesday 14th March, Grosvenor House Hotel, London**

The event is a presentation from a delegation from the government of the Ulyanovsk Region (in Russia, around 500miles east of Moscow). This delegation will be led by the governor of the region and we also expect the Russian ambassador to speak at the event.

The purpose of the event is to attract potential partners who may be interested in starting operations in Russia or exporting to the region. This region of Russia is famous for automotive and aerospace manufacturing amongst others and so we thought that some of your members may be interested to attend and hear about the possibilities for business in the region. Given the caliber of the delegation, I think it would be a fantastic opportunity to make the right contacts.

Contact: Anthony Love | Russo-British Chamber of Commerce

anthony.love@rbcc.com | Tel: +44 (0) 207 931 6455 | Mob: +44 (0) 780 784 2609

London Chamber Events:

Market Visit to Indonesia

To Jakarta

On 16 - 20 April 2012

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

Partner Events

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

Trade Events



International events held abroad

UKTI Promoted Events

Mexico: 6 March 2012

[Expo Manufacturing 2012](#)

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

Mexico: 9 March 2012

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

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

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

12-16 March 2012

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

THE SOCIETY OF MOTOR MANUFACTURERS AND TRADERS LIMITED

SMMT, 71 Great Peter Street, London SW1P 2BN

T +44 (0)20 7235 7000 F +44 (0)20 7345 7112 Web www.smmt.co.uk

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

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

Other Events (Listed by country)

Argentina: 29 May 2012

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

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



SMMT supported event

Argentina: Automechanika Buenos Aires

November 14 - 17, 2012

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

Pat Shaw / E-mail: pshaw@smt.co.uk / Tel: 020 7344 9260

Azerbaijan: 14-17 March 2012

Azerbaijan International Automotive Exhibition

Baku Expo Centre, Baku, Azerbaijan

contact: Rex Bowden, ITE Group Plc

tel: 0207 596 5138 **e-mail:** Rex.Bowden@ite-exhibitions.com

China: 26-30 June 2012

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

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: 26-28 October 2012**China International Auto Parts Expo (CIAPE)**

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

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

**SMMT supported event****China: 11 - 14 December 2012****Automechanika Shanghai**

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

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

**SMMT supported event****Germany: Global Automotive Components and Suppliers Expo****12–14 June 2012, Stuttgart**

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

contact: David Croxson

e-mail: dcroxson@smt.co.uk



SMMT supported event

Germany: 11-16 September 2012

Automechanika Frankfurt, Germany

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

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

India: 6-8 March 2012

Chennai Automotive Testing Expo 2012

Chennai Trade Centre, Nandambakkam, Chennai India

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

Japan: 7 February - 2 March 2012

Distribution & Business Practices in Japan

What is the key to being successful in Japan?

What is the best way to enter the Japanese market?

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

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

For more information:

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

Japan: European commission funded programme

25-29 June 2012, Tokyo

Training Mission: World Class Manufacturing Application deadline: 22 March 2012
EU-Japan Centre for Industrial Cooperation

For more information:

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

Kenya: Nairobi, 10 – 12 May

Auto Expo Africa 2012

East Africa's Prime International Automotive, Spare Parts, Accessories & Machinery Trade Exhibition. The event provides a common platform at one place and time for the entire Automotive industry to showcase their products and meet potential buyers. Exhibitors from over **25 countries** are participating at this event while visitors attend from the entire East & Central African countries.

Links provided below for more details :

[Website](#) | [Participation Application](#) | [Photo Gallery](#) | [Sponsorship Application](#) | [Floor Plan](#) | [Visitor Invitation](#)

Contact: Sonia Aidasani Expogroup Worldwide
 Tel : + 971-50-4730490
 Email: sonia@expogr.com Web: www.expogr.com

Nigeria: Lagos: 21st–24th April 2012

7th International Lagos Motor Fair and Autoparts Expo

The Nigerian automotive Industry has installed capacity to produce 108,000 cars, 56,000 commercial vehicles annually. Capacity utilization in vehicle manufacture is below 10% and about 40% in motorcycle and components parts manufacturing. The current vehicle inflow into the economy is about 50,000 new and 150,000 used ones. This translates into about 100,000 units of new vehicles annually and is set to rise as the economy improves. The Lagos Motor Fair is organized to bring together under a strategic business platform, Automobile, Spare-parts and Accessories Manufacturers, Marketers, Franchise Holders etc and Multinational Organizations, Corporate Bodies, Government Agencies and Institutions as well as other allied sectors and the public in one venue to showcase the latest products and services in the industry. www.lagosmotorfairng.com
 Contact: Ahmet Bakış | abakis@senexpo.com.tr

Mexico: 26 – 28 March 2012

X International Congress of the Automotive Industry in Mexico City

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

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

For more information: www.ciiam.com

Russia: 20-22 March 2012

Russian Automotive Forum, Moscow

The speakers at the upcoming Russian Automotive Forum enjoyed an extremely productive start to the year! AVTOVAZ President Igor Komarov participated in the Davos Forum, the President of General Motors Russia & CIS James Bovenzi announced a \$1 billion investment in Russia at the Detroit Motor Show, and Graeme Maxton published an article on free markets on BBC News online.

Register for the Russian Automotive Forum 2012 to engage them all in open discussion, and meet our other prominent speakers.

But it is not only strategic minds that you will hear from at the event. If your company could benefit from one-to-one meetings with purchasing specialists, then attend Day Three of the Forum to negotiate with the Purchasing Directors of GAZ, Magna, Ford-Sollers, Yo-Auto, PSA Peugeot Citroen and many others!

In addition, presentations from the regional governments of Kaluga, Nizhny Novgorod and Samara will showcase how local authorities support their region's automotive industry, and investment projects carried out within their automotive clusters.

To learn how suppliers in Russia do business with Russian and international companies, attend our back-to-back interactive discussions featuring top managers from GAZ Group's components division, Intercos-IV, AvtoKom, Visteon, Collini RUS and Eberspaecher.

The programme covers all issues foreign investors and local producers face when operating in Russia. Hear from them what works and what has still to be worked out in Europe's most dynamic automotive market!

Contact: Lyudmila Sidorova | E-mail: ludmila@russianautomotive.com

Russia: 12 April- 14 April 2012

Automechanika St Petersburg

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

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

Russia: 31 May- 3 June 2012

Novosibirsk, Russia Autosib

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

contact: Rex Bowden, ITE Group Plc

tel: 0207 596 5138 e-mail: Rex.Bowden@ite-exhibitions.com

Russia: 27 August- 30 August 2012

Automechanika Moscow, Russia

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

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



SMMT supported event

Spain: 13 - 16 March 2013

Motortec Automechanika Ibérica, International Trade Fair for Automotive Parts, Equipment and Service Suppliers

The excellent prospects for participation have generated an in-crease in exhibition space to five halls. The biannual meeting, organised by IFEMA under license from Messe Frankfurt, achieved excellent results at the 2011 event bringing together, 453 exhibiting companies

and nearly 40,000 professional participants. The 2013 trade fair dates have been put forward by two weeks compared this year to situate the event in a strategic position on the world trade fair calendar and to distance it from other international events in the aftermarket sector. With this initiative, it intends to boost the participation figures of international trade visitors to the meeting in Madrid.

Contact: Gosia Skorupinska | e-mail Gosia.Skorupinska@uk.messefrankfurt.com

Thailand: 24 – 31 March 2012

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

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

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



SMMT supported event

UAE: Automechanika Middle East 2012

Dubai, 22–24 May 2012

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

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

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

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

David Croxson | E-mail: dcroxson@smt.co.uk | Tel: 020 7344 9230



SMMT supported event

USA: 6-9 May 2012

EVS 26, Los Angeles, California

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

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

Contacts:

Pat Shaw / E-mail: pshaw@smt.co.uk / Tel: 020 7344 9260

Rob Morbin / E-mail: rmorbin@smt.co.uk / Tel: 020 7344 9265

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

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

Contact: events@automotiveworld.com

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

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.

Export Control Guidance

The Export Control Organisation (ECO) is the UK's regulatory 'strategic' export licensing authority and forms part of the UK's Department for Business. Further details about the ECO's advisory services and practical guidance for exporters is available on the export control pages of the Businesslink website at <http://www.businesslink.gov.uk/exportcontrol>.

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

Details are also provided about the option of on-site bespoke company training. View the Export Control Training Bulletin 6 (Revision 1) : December 2011: <http://www.bis.gov.uk/assets/biscore/eco/docs/11-p97c1-eco-training-bulletin.doc>

ECO's training provision includes scheduled courses providing an overview of the controls and classification courses for either dual-use or military goods.

For more details about the training and skill provision provided by the ECO, see the UK Export Control Training & Skills Academy at <http://www.bis.gov.uk/exportcontrol>. This includes access to online films and e-learning resources and courses.

Previously Issued Notices To Exporters:

You can access previously issued Notices via our Notices to Exporters page: <http://www.bis.gov.uk/policies/export-control-organisation/eco-notices-exporters>

Export Control Enquiries

For general export control queries please contact the ECO Helpline on 020 7215 4594 or eco.help@bis.gsi.gov.uk

ECO Business Awareness Team

Export Control Organisation

1 February 2012

Chamber Translation Services - An “interpreter” is what you need:

- For high level international conferences (simultaneous)
- For business meetings (consecutive)
- For telephone interpreting (ad-hoc)

Chamber Translation Services are equipped to meet the needs of organisations requiring individual, interpreting services in any language. They cater for small business meetings or a large-scale conferences for a global audience. They can provide any requirements to make meetings and sessions dynamic, interactive, including the provision of any technical equipment required for international conferences.

For further information: Tel: 0121 607 1917

website at: www.chamber-translations.com

e-mail: translations@birminghamchamber.org.uk with the following details:

- Where the interpreting will take place
- Date and time when the interpreter is required
- Language(s)
- Brief description of the assignment

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 Iranian Chamber of Commerce (BICC) – Chamber of Commerce

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

This full online edition with links is available at:

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

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

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

This full online edition with links is available at:

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

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>

UKTI Contacts

Investment Services Team

Tel: +44 (0)845 539 0419 or +44 (0)20 7333 5442

Email: enquiries@ukti-invest.com

You can contact the Invest in the UK team by Email: enquiries@ukti-invest.com.

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

[investment team](#).

West Midlands Contacts

West Midlands International Trade Team
NTI Building, Bartholomew Row,
Birmingham, B5 5JU

T: +44 (0)845 074 3515

E: info@wmchambers.co.uk

Alternatively contact our Central Support Team

T: 0121 607 1751

UKTI South East International Trade Team

Unit 10, Fulcrum 2 Solent Way
Whiteley, Fareham, PO15 7FN

Tel: 08452 789 600

Email: info@uktisoutheast.com

UKTI East of England Trade Contacts

UKTI East

Tel: 0845 641 9955

Email: info@uktieast.org.uk

North East International Trade Team

T: 0845 05 05 054

E: enquiries@ukti.rito.co.uk

Regional International Trade Office,
Spectrum 6, Spectrum Business Park,
Seaham SR7 7TT

East Midlands International Trade Team

UK Trade & Investment

Innovation House, Raynesway
Derby DE21 7BF

Tel: 0845 052 4001

Email: info@uktiem.co.uk

London International Trade Team

London International Trade Team
Shand House, 14-20 Shand Street
London, SE1 2ES

Tel: +44 (0) 20 7234 3050

Email: Info@uktiondon.org.uk

Follow on [Twitter](#) / Join [LinkedIn Group](#)

North West International Trade Team

Warren Bruce Court
 Warren Bruce Road, Trafford Park.
 Manchester
 M17 1LB.
 Tel: 0845 603 7053
 E-mail: info@uktinorthwest.co.uk

UKTI Yorkshire

Alexandra House
 Lawnswood Business Park
 Leeds LS16 6QY
 Tel: 0300 365 1000
 Email: info@uktityorkshire.co.uk

UKTI South West Contacts

UKTI South West
 Leigh Court, Abbots Leigh,
 Bristol, BS8 3RA
 Tel: +44 (0) 845 60 60 969
 Email: enquiries@uktisouthwest.org

Invest NI

Bedford Square, Bedford Street,
 Belfast BT2 7EH
 Tel: +44(0) 28 9023 9090
 Fax: +44(0) 28 9043 6536

E-mail:

customerservicemgr@investni.com
 Website: www.investni.com

UKTI Enquiry Unit

Tel: +44 (0)20 7215 8000
 Email: enquiries@ukti.gov.uk

Scottish Development International

0800 917 9534 within Scotland
0141 228 2828 from the UK
 Website: www.sdi.co.uk

Welsh Government - Business Wales

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

Emerging markets round-up

**Bangladesh: Tata Nano to enter market in March**

Tuesday, February 21, 2012, AutomotiveWorld.com

Tata Motors' distributor in Bangladesh, Nitol Motors, part of the country's Nitol-Niloy Group, has said that the Indian OEM's low-cost small car, the Nano, will be launched in Bangladesh early in March.

Brazil: GM to build new transmission plant

Friday, February 24, 2012, AutomotiveWorld.com

General Motors has announced plans to set up a new transmission plant in Brazil. An event was held on 23 February to mark the signing of a Memorandum of Understanding for the project.

Brazil: Govt seeks ceiling on vehicle imports

Tuesday, February 28, 2012, AutomotiveWorld.com

In order to prevent its US\$1.7bn trade deficit from increasing further, Brazil wants Mexico to agree to a "ceiling" on imports.

Brazil: Govt to ease tax on imported vehicles

Friday, February 17, 2012, AutomotiveWorld.com

The Brazilian Industrial Development Agency, the government's chief policy maker, has said that the government will ease the tax increase imposed on imported cars for OEMs investing in local assembly

Brazil: Ballard to supply fuel cells to WEG Industries

Thursday, February 09, 2012, AutomotiveWorld.com

The Canadian fuel cell developer and manufacturer Ballard Power Systems has signed a non-binding MOU with WEG Industries (Brazil) to collaborate on the product and market development of fuel cell

Bulgaria: Great Wall opens Bahovitsa plant

Friday, February 24, 2012, AutomotiveWorld.com

Chinese manufacturer Great Wall officially opened its new knocked-down (KD) assembly plant in Bulgaria on 21 February 2012

Bulgaria: Great Wall to open JV plant on 21 Feb

Friday, February 17, 2012, AutomotiveWorld.com

Chinese vehicle manufacturer Great Wall Motor will officially open its joint venture plant in Bulgaria on 21 February 2012. The OEM will operate the plant in a joint venture with local company Litex

China: BYD sees net profit fall 44% in 2011

By: Colin Whitbread, Wednesday, February 29, 2012, AutomotiveWorld.com

BYD Company has announced preliminary financial data for 2011 showing a dramatic fall in profitability versus 2010. The company's revenue in 2011 was Yuan 49.036bn (US\$7.78bn),

China: FAW Group to invest Yuan 5bn in new plant

Wednesday, February 29, 2012, AutomotiveWorld.com

China FAW Group plans to build a new assembly plant in the northern port city of Tianjin. The company said that construction on this planned facility is expected to commence in the second half of this year.

China: Three regions to start methanol vehicle trials

Wednesday, February 29, 2012, AutomotiveWorld.com

The official Chinese news agency Xinhua reported on 28 February a statement from the Ministry of Industry and Information Technology (MIIT) that China will begin trials of methanol-fuelled cars .

China: Engine output, sales decline in January

Tuesday, February 28, 2012, AutomotiveWorld.com

Demand for engines in China declined year-on-year in January 2012. In all, 56 member companies of the China Association of Automobile Manufacturers (CAAM) sold a total of 1.18 million engines

China: CAP-XX supercaps approach micro-hybrid market

Monday, February 27, 2012, AutomotiveWorld.com

CAP-XX, the Australian designer and manufacturer of thin-form supercapacitors, has been approached by a so far unnamed Chinese automotive component supplier to commercialise its CAP-XX supercapacitor

China: Foreign brands cut from govt fleet list

Monday, February 27, 2012, AutomotiveWorld.com

The Chinese government has excluded foreign car brands from its preliminary list for official vehicle purchases.

China excludes foreign brands in new official-vehicle procurement list

27 February 2012, Automotive News Europe

China issued a preliminary list for official-vehicle purchases this year that excludes all foreign brands. The list contains 412 domestic models and brands from companies including BYD Co. and Geely Automobile Holdings Ltd., the Ministry of Industry and Information Technology said in a statement posted on its Web site. Five alternative-energy vehicle brands are included.

China: Wealthy Chinese buyers and U.S. rebound may help Bentley double annual sales

26 February 2012, Automotive News Europe

Bentley aims to double its annual sales by 2017, helped by China's growing number of wealthy buyers, a rebounding U.S. economy and expansion into new markets, CEO Wolfgang Duerheimer told *Automotive News Europe*.

China: Ford JV opens new Chongqing plant

Friday, February 24, 2012, AutomotiveWorld.com

The Changan Ford Mazda Automobile (CFMA) joint venture has officially opened a new assembly plant in Chongqing,

China: Continental opens winter test centre

Thursday, February 23, 2012, AutomotiveWorld.com

Continental has officially opened its Chassis & Safety Division winter test centre in Heihe, Heilongjiang Province, China.

China: Continental opens winter test centre

23 February 2012, by Graeme Roberts justauto.com

International auto supplier Continental has officially opened its chassis and safety division's new winter test centre in Heihe, Heilongjiang province in China.

Continental said the move was further expanding its local R&D capabilities and speeding up localisation "so as to more effectively meet the ever-increasing demand for vehicle safety products as well as improve road safety in China".

China: Volvo Cars to form local JV with Geely

Wednesday, February 22, 2012, AutomotiveWorld.com

Volvo Cars will form a car manufacturing venture with its parent company Zhejiang Geely Holding Group, which holds a 51% stake in the Swedish manufacturer.

China: the city of Ningbo plans to run urban vehicles on methane

22 February 2012, ngvjournal.com

According to the program released a few days ago by the city government, 2,500 natural gas buses will be deployed -half of the entire fleet- by the end of the 12th Five-Year Plan, with about 10 filling stations. In addition, there will be 3,500 dual-fueled taxis (petrol and CNG), accounting for 70% of the total, with 15 to 20 facilities providing the two fuels. Finally, about 500 container trucks will run on natural gas, 40% of Ningbo Port fleet, with 3 to 4 outlets providing LNG.

China: Geely Auto signs car assembly deal with Egypt's GB Auto

21 February 2012, Automotive News Europe

CAIRO – China's Geely Automobile has signed a deal for GB Auto to assemble Geely cars in Egypt and distribute them in North Africa. Cairo-based GB Auto is the biggest independent car assembler in the Middle East. The company will sell Geely passenger cars in "select high-growth markets across North Africa," it said in a statement on Tuesday.

China's Great Wall opens first EU car plant

21 February 2012, Automotive News Europe

Chinese automaker Great Wall Motor Co. has opened its first European factory as part of its strategy to lift sales in the region.

The plant in Bulgaria will assemble 50,000 units of Great Wall's Hover SUV, Steed pick-up and Voleex city car models and employ 2,000 people when at full capacity in 2013.

China curbing overcapacity helps GM set goal for doubling deliveries

21 February 2012, Automotive News Europe

China is clamping down on overcapacity in the world's biggest automobile market, benefiting companies with entrenched production and sales, such as General Motors, while hurting newcomers to the market. Foreign automakers received preferential treatment for seven years with their Chinese plants as the country sought foreign investment.

Now, the carmakers will only be eligible for incentives on factories approved by the government before Jan. 30, the nation's top economic planner said on its Web site Dec. 29.

China: Vehicle prices continue to fall

Tuesday, February 21, 2012, AutomotiveWorld.com

New vehicle prices in China fell yet again in January. According to Automotive News China

China: China BAK to supply EV batteries to Chery

Monday, February 20, 2012, AutomotiveWorld.com

China BAK Battery, a Shenzhen-based, Nasdaq-listed manufacturer of lithium-based battery cells, has won a contract for its Tianjin facility to supply batteries for Chery Automobile's Ruilin M1

China: FAW Car to invest Yuan 1.51bn to upgrade tech

Monday, February 20, 2012, AutomotiveWorld.com

Chinese vehicle manufacturer FAW Car, a subsidiary of China FAW Group Corporation, plans to invest Yuan 1.51bn (US\$239.8m) to upgrade technology for the production of Mazda vehicles.

China: VW plans EV production start in 2014

Tuesday, February 14, 2012, AutomotiveWorld.com

According to comments made by Karl-Thomas Neumann, President and Chief Executive Officer of Volkswagen's operations in China, the OEM's two joint ventures in China plan to start making electric vehicles.

China: Govt drawing up legislation for EV charging

Monday, February 13, 2012, AutomotiveWorld.com

China's Standardization Administration is working on approving new legislation covering the charging of electric vehicles. The legislation is aimed at stepping up the use of EVs.

China: Auto exports up nearly 50% in 2011

Thursday, February 09, 2012, AutomotiveWorld.com

Automotive exports from China reached the highest level recorded by the industry since the onset of the global financial crisis in 2011.

China: BAIC Group to launch own-brand model in March

Monday, February 13, 2012, AutomotiveWorld.com

Chinese vehicle manufacturer Beijing Automotive Group (BAIC Group) has said that it will launch its first own-brand car in March 2012.

China: Combined auto sales down 26.4%

Friday, February 10, 2012, AutomotiveWorld.com

Combined automotive sales in China plummeted 26.4% year-on-year to 1.39 million vehicles in January 2012.

China: Geely Auto reports 16.5% sales fall in January

Friday, February 10, 2012, AutomotiveWorld.com

Geely Automobile Holdings Limited has announced that group sales in January 2012 totalled 38,100 units, a decrease of 7,534 units, or 16.5%, from the January 2011 total of 45,634.

Colombia: Daimler opens Bogota bus plant

Tuesday, February 21, 2012, AutomotiveWorld.com

Daimler recently held an official opening ceremony for a new bus assembly plant in Madelena in southern Bogota, Colombia, reports Autobusesdecolombia.com

Czech Republic: Skoda's sales up 10.2% in January

Monday, February 13, 2012, AutomotiveWorld.com

Skoda's global sales rose 10.2% year-on-year in January 2012 to 75,400 units - the highest January figure in the OEM's history.

Egypt: GB Auto to build Geely cars

Tuesday, February 21, 2012, AutomotiveWorld.com

Vehicle assembler GB Auto has announced that it will build and assemble Geely models in North Africa.

India: FAW Foundry keen to enter local castings sector

Wednesday, February 29, 2012, AutomotiveWorld.com

Chinese automotive castings manufacturer FAW Foundry, part of state-owned vehicle manufacturer FAW Group, has expressed its interest to enter the automotive casting market in India.

India: Ford, PSA, get Gujarat factory tax breaks

24 February 2012, by Graeme Roberts justauto.com

The Gujarat government has given tax relief to Ford and Peugeot which are building or planning new car and engine factories in the state.

India: Tata awaits JLR China JV partner approval

21 February 2012, justauto.com

Tata Motors has selected its joint venture partner for manufacturing Jaguar Land Rover cars in China and is awaiting Chinese government approvals to start operations, chief financial officer, CR Ramakrishnan has said.

India: Tata will double annual investments in Jaguar Land Rover

21 February 2012, Automotive News Europe

Tata Motors will double investments in its Jaguar Land Rover brands to 1.5 billion pounds (\$2.4 billion) a year, even as the Indian automaker warned that it will be a challenge to sustain high margins at its key profit generator.

India's Mahindra in talks to set up assembly line in Russia

21 February 2012, Automotive News Europe

Indian automaker Mahindra & Mahindra is in talks with South Korea's Ssangyong distributor in Russia to set up an assembly line.

The company may take two years to begin the assembly line in Russia, Pawan Goenka, president of Mahindra's automotive and farm equipment sectors, said on Tuesday. Mahindra & Mahindra is the biggest shareholder of SUV-specialist Ssangyong.

India/UK: Tata plans to boost JLR investments

Tuesday, February 21, 2012, AutomotiveWorld.com

Tata Motors' Chief Financial Officer, C.R. Ramakrishnan, has revealed plans to boost investments in its Jaguar and Land Rover brands to around £1.5bn (US\$2.38bn) a year to help launch new products

India: Auto board to be up by April '12, official says

Monday, February 20, 2012, AutomotiveWorld.com

An official from the government of India has stated that the National Automotive Board (NAB) is likely to be set up by April 2012.

India: Rs10bn fund sought for auto components sector

Tuesday, February 21, 2012, AutomotiveWorld.com

India's Department of Heavy Industry (DHI) has asked for a Rs10bn (US\$202.73m) corpus in the next budget (Budget 2012), in order to fund technology upgrades for the country's automotive components industry.

India: Govt recommends base road tax of 6%

Tuesday, February 14, 2012, AutomotiveWorld.com

The government of India has suggested that the states each levy a one-time road tax of 6% on the price of cars and two-wheelers.

India: Volvo eyes 15% of luxury car market by 2020

Wednesday, February 15, 2012, AutomotiveWorld.com

Volvo Cars expects to raise its market share in the Indian car market to 15% by 2020. In this regard, the car manufacturer expects to sell more than 20,000 cars per year by this time.

Indonesia: New car market grows 3.2% in January

Wednesday, February 15, 2012, AutomotiveWorld.com

Figures released by the Indonesian Automotive Industry Association (Gaikindo) show a 3.2% increase in new car sales in Indonesia in January 2012.

Israel: Govt to increase competition in auto sector

Thursday, February 23, 2012, AutomotiveWorld.com

A report carried by Israel-based newspaper Haaretz says that following a public inquiry, the government is expected to adopt proposals to increase competition in the automotive sector.

Kenya: Foton investing US\$19.25m to assemble CVs

Monday, February 20, 2012, AutomotiveWorld.com

Chinese vehicle manufacturer Foton is investing Kenyan Shilling 1.6bn (US\$19.25m) to set up an assembly plant in Nairobi, and for several showrooms to be set up in major towns across the country.

Lebanon: New car market expands 7% in January

Tuesday, February 14, 2012, AutomotiveWorld.com

Statistics compiled by the Association of Car Importers in Lebanon show a 7% year-on-year increase in new car registrations in the country in January 2012.

Malaysia: Honda setting up PDI centre & test course

Wednesday, February 29, 2012, AutomotiveWorld.com

Honda Malaysia is investing Ringgits 40.12m (US\$13.39m) to set up a new Pre-Delivery Inspection (PDI) Centre and Vehicle Quality Test Course at its plant in Alor Gajah, in Malacca.

Malaysia: Proton ownership transfer by March

Thursday, February 23, 2012, AutomotiveWorld.com

The transfer of ownership of Malaysian vehicle manufacturer Proton Holdings is expected to be completed by March 2012, according to the company's advisor and former Prime Minister of Malaysia

Malaysia: Auto sales down 25% in January

Tuesday, February 21, 2012, AutomotiveWorld.com

New vehicle sales in Malaysia fell sharply in January 2012 to 40,948 passenger cars and commercial vehicles. Compared with 54,781 vehicles sold in January 2011, last month's figures were down 25%

Morocco: Renault opens new facility in Tangiers

Friday, February 10, 2012, AutomotiveWorld.com

The Renault-Nissan Alliance has inaugurated its new manufacturing facility in Tangiers, Morocco. The facility represents an investment of €1bn (US\$1.3bn), and is controlled by Renault.

Pakistan: Light vehicle sales up 2% in January

Monday, February 13, 2012, AutomotiveWorld.com

Sales of new passenger cars, light commercial vehicles and pick-ups in Pakistan grew by 2% year-on-year in January 2012 to 14,967 units.

Philippines: Car sales to rise 7% in 2012 - CAMPI

Friday, February 10, 2012, AutomotiveWorld.com

Rommel Gutierrez, President of the Chamber of Automotive Manufacturers of the Philippines Inc (CAMPI), believes the country's automotive industry will recover in 2012.

Romania

Friday, February 10, 2012, AutomotiveWorld.com

American industrial group Honeywell is considering building a break pad factory near Ploiesti in Romania . This would be the first Honeywell factory fully equipped with the Hot Press latest technology, and it would allow the group to operate closer to its clients' production facilities in Eastern Europe . Honeywell has 1,500 employees and runs two factories in Romania .

Automobile Dacia manufactured at its Mioveni plant 1.5 million vehicles on the X90 platform, which includes the range of models Logan, Logan MCV, Logan Van, Logan Pick-Up and Sandero with its version Stepway. The first automobile built on the X90 platform is a red Logan sedan with a 1.2 liter engine of 75 HP, which will go to a customer in Romania. The German car-parts manufacturers, Continental and Draxlmaier, expressed their intentions to invest by 2013 up to EUR 169 million in expansion of their operations in Romania . Continental is planning a EUR 15.7 million expansion of the Contitech Fluid Automotive plant, with another EUR 71 million for the expansion of their facilities in Timisoara . New production units will be opened in Sibiu and Brasov , worth EUR 35 million and EUR 20 million, respectively. Draxlmaier is looking to invest some 27 million EUR in Romania.

Russia: Nissan to produce new Almera sedan in Togliatti

Wednesday, February 29, 2012, AutomotiveWorld.com

Nissan has announced plans to produce its new Almera sedan at alliance partner AvtoVAZ's Togliatti plant on an all-new production line. This model was developed by Nissan's engineering teams in Japan

Russia: Mahindra considering assembly in Russia

Wednesday, February 22, 2012, AutomotiveWorld.com

Indian utility vehicle manufacturer Mahindra & Mahindra is working towards launching its utility vehicles (UVs) in Russia. The company is also considering assembling its vehicles in the country

Russia: Skoda boosting local build

Monday, February 20, 2012, AutomotiveWorld.com

Skoda is boosting production of its vehicles in Russia through its collaboration with local OEM GAZ. In Russia, Skoda models (Octavia, Fabia) are currently made at the Kaluga plant

Slovakia: Car sales boost January market

By: David Isaiah, Friday, February 10, 2012, AutomotiveWorld.com

Light vehicle registrations in Slovakia rose to 5,106 units in January 2012, up from 4,772 units recorded in the corresponding month a year earlier.

Thailand: Toyota to lift engine capacity

Wednesday, February 29, 2012, AutomotiveWorld.com

Toyota has announced plans to invest ¥14bn (US\$174m) to increase ZR engine production in Thailand.

Thailand: Auto sales up 11.5%

Wednesday, February 22, 2012, AutomotiveWorld.com

Domestic new vehicle sales in Thailand increased 11.5% year-on-year in January 2012 to 76,246 units, according to data compiled by Toyota Motor Thailand.

Thailand: Output & exports decline on-year in January

Wednesday, February 15, 2012, AutomotiveWorld.com

Automotive production continued to decline year-on-year in January 2012, following the aftermath of the severe flooding experienced by the country in October and November last year.

Uruguay: Lifan to invest US\$150m in new plant

Thursday, February 23, 2012, AutomotiveWorld.com

Chinese OEM Lifan is planning to set up a new vehicle plant in Uruguay, reports Bloomberg, citing news website Infobase.

US/China: Smith, Wanxiang, sign L.o.I. on e-buses, CVs

Monday, February 20, 2012, AutomotiveWorld.com

Smith Electric Vehicles and the Chinese Tier 1 automotive supplier Wanxiang Group have signed a letter of intent in Los Angeles during a US-China Economic and Trade Cooperation Forum.

International Market Snap-Shots



Chinese exports finally start to gain traction

2 March 2012, by Mark Bursa, Justauto.com

China's car industry has been on the steepest of growth curves for a decade now, but the growth rate is starting to slow. So is now the time to turn to Plan B – exports to the West? Mark Bursa reports

Last year China's economy slowed significantly. Vehicle sales rose only 2.5% – well down on the 30% growth achieved in each of the previous two years. In January 2012 only 1.16m cars were sold in China compared to 1.5m in January 2010.

Of course, the market has to slow some time. While there is still room for expansion in China – in smaller cities, or to new first-time buyers looking for entry-level cars – the infrastructure is starting to creak at the seams, especially in the larger metropolitan areas.

This domestic situation is likely to accelerate the adoption of China's Plan B – exports, especially to major western markets. This was very much in the minds of China's auto companies soon after the boom times started in 2002 – by 2005, the brighter entrepreneurial car firms were starting to exhibit at major Western motor shows.

Yet few of these plans have come to fruition. In hindsight, the Chinese look somewhat naive. All it achieved was to give Westerners a close look at cars that were clearly unsuitable, with poor build quality and unspectacular designs. And when a few brave companies did start exports, it ended in tears, especially when it came to crash testing. Landwind and Brilliance came a cropper with their 'nul points' EuroNCAP results, and the shocking images of crumpling death traps has done much to set back the Chinese carmakers' cause.

This has not stopped China from exporting vehicles – indeed, more than 849,000 were shipped abroad to 190 countries in 2011, a rise of 49.6% over 2010. But the destinations were largely countries where standards are less stringent – such as Africa, South America, the Middle East and non-EU Eastern Europe. Russia was the biggest export destination for China-made vehicles last year, while Brazil was the fastest growing market.

So far, the strategy has been to pick the low-hanging fruit. Markets without an established auto industry are a prime target. Geely has just announced a plan to build a CKD plant in Egypt as a JV with local assembler GB Auto SAE, with a view to supplying up to 50,000 cars a year throughout North Africa.

Geely already has small-scale CKD or SKD plants in Russia, Ukraine, Indonesia, Sri Lanka and South Africa, and the company sold about 38,000 cars outside China in 2011, almost 9% of its total global sales of 432,000 cars. Exports rose 76% from 2010, and Geely hopes the North Africa expansion will add a further 50% increase in exports this year.

According to China's Chamber of Commerce for Import and Export of Machinery and Electronic Products, China's total vehicle exports (in which these knock-down exports are included) are likely to rise about 50% again this year, which would catapult them up to around 1.27m. And to sustain these growth levels, the Chinese are simply going to have to make a concerted attempt to enter the world's major car markets.

This is not going to be easy, though the seeds are already being planted. Last year, the first Chinese car plant in the EU started production – a CKD plant in Bulgaria for Great Wall. And several Chinese makes have announced plans to launch cars in Europe in the next couple of years. With economic hardship continuing to hit the developed world, the Chinese have probably picked a good time to start serious work on exports.

There's still a lot to do. As well as safety and emissions standards, there are other obstacles to success in Europe. Chinese cars tend to be petrol-engined, with the focus heavily on three-box saloons. Not a winning combination in the diesel/hatchback-centric EU, though less of a problem in the US. The issue of intellectual property hasn't gone away. Many Chinese companies still offer blatant 'clones' of foreign designs, and these are unsaleable in Europe.

Then there's the issue of branding. The European car market was a less sophisticated place when the likes of Datsun and Toyota entered the European market in the 1960s and '70s, or even when Hyundai and Kia followed them in the '80s and '90s. Simple virtues such as reliability and price allowed these Asian automakers to build their brands. Nowadays, it's not so easy to enter sophisticated markets as a low-cost value brand. Just look at how Malaysia's Proton and Perodua struggle for recognition after nearly 20 years on sale in Europe.

So which Chinese automakers are likely to drive exports? And how will they succeed – playing the niches, or going for the mainstream? The niches look the best bet, though it's clear that the Chinese don't want to set any limit on what they can do.

Shanghai Automotive Industries Corp

The rump of MG Rover has ended up in the hands of China's leading automaker, SAIC. But despite a high-profile attempt to relaunch the MG brand in the UK last year, the new MG6 has failed to sell. Only seven MG6s were sold in the UK in November 2011. The lack of diesel and automatic options have hampered sales, and although a diesel is due in 2012. A great deal more investment and is required – though reports of new, smaller cars such as the MG3 and electric vehicles continue to circulate.

Dongfeng Motor

DFSK, a division of Dongfeng Motor, China's third-largest automaker, is already selling Chinese-made vehicles in Europe, having launched a range of small vans and light trucks in the UK last year, through distributor Vestatec. Vestatec is hoping to plug a gap in the market for microvans, largely absent since the demise of vehicles such as the Suzuki Carry and Daihatsu HiJet. Vestatec is targeting sales in excess of 1,000 vehicles in 2012, rising to 5,000 throughout the next 5 years.

Great Wall

Great Wall impressed as long ago as 2006, when it showed an impressive pair of vehicles at the Paris Show – the Hover SUV and the amusingly-named Wingle pick-up. Its appearance that year attracted the attentions of the UK's IM Group, and the importer will distribute Great Wall in the UK, Ireland, Sweden, Finland, Norway, Denmark, Latvia, Lithuania, Estonia, Cyprus, Malta and Gibraltar.

The pick-up, now renamed Steed 5 and powered by a 2.0-litre diesel engine, will be among the first vehicles to be sold, followed by the latest version of the Hover. But IM Group is also looking to bring in smaller, more mainstream cars such as the C10, a Toyota Yaris-sized hatchback, and Great Wall has obtained EU Whole Vehicle Type Approval from two larger cars, called C20 and C30.

And vehicle supply could come from an EU source. In September 2011, Great Wall opened a CKD European assembly plant at Lovech in Bulgaria, which will initially build the C10, followed by Steed 5 and Hover 6. The initial capacity is a claimed 50,000 vehicles per year. Initially the plant will supply Bulgaria and neighbouring countries, including Macedonia, Albania, Montenegro, Serbia and other Balkan states. Western European supplies are likely to be sourced initially from China.

Geely

Geely is already present globally through its ownership of Volvo. But the ambitious Chinese independent wants to export its China-brand cars too, and has announced a distribution deal to enter the UK car market by the end of 2012. The UK will be the first Geely export market in Western Europe.

Geely will use Manganese Bronze Holdings (MBH) as the UK distributor of Geely cars. MBH makes the TX1 London Taxi, a venture in which Geely has a share. MBH has set up a new division called Geely Auto UK. The first car on sale will be the Geely Emgrand EC7, a C/D segment four-door saloon and five door hatchback, initially with 1.5 and 1.8 litre petrol engines. Other models will follow, with at least one new model range every year for the next four to five years.

Chery

Chery has been one of the most go-ahead exporters. It sells in more than 80 countries and regions, with 2011 exports expected to top 160,000 units, making it the leading Chinese car exporter.

It is currently focusing on South America - in July 2011, Chery broke ground on a \$400m Brazil plant, designed to build 150,000 units for supply throughout South America.

This means it's unlikely to consider European exports for a few more years, according to reports. Lu Jianhui, deputy general manager of Chery, told an industry forum in China last year: "Currently, we are still focusing on Russia and South America, among others, as our major export markets. Our goal is to start selling vehicles in Europe after 2015."

BYD

BYD's core expertise lies in battery-making, which gives it an ideal position to develop electric and hybrid cars. But BYD's fortunes have come unstuck in China, where overheated domestic sales of its conventional cars have plunged it into financial trouble. But the company still has ambitions to export to Europe. It has started by selling conventional cars, not its advanced hybrids, in non-EU markets such as Ukraine, and claims to have agreements to sale its cars in 10 EU countries: Poland, Austria, Czech Republic, Denmark, Netherlands, Spain, Portugal, Slovenia, Hungary and Slovakia.

International Business Opportunities



To register for more business opportunities, visit the UKTI website

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

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

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

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

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

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

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

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

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

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

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

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

contour dimension limit, so as to prevent overload and over-dimension-limit from damaging roads or causing accidents at the very beginning.

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

China - Automotive Parts Required in SW China

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

China - Electric Vehicle Manufacturing Technologies Sought

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

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

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

(FYRO) Macedonia

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 - Advanced Technologies for Hybrid Bus

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

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

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

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

Singapore – New Buses

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/263060.html>

The Singapore government aim to add several hundred new buses over the next five years to improve public transport.

To improve the transport services and reduce congestion, the Singapore government will add about 800 buses over the next five years (representing a 20 per cent increase). Additional buses will enable all feeder buses to run every 10 minutes or less - for two hours during morning and evening peak periods, instead of a one-hour peak currently.

There are about 4,000 public buses in Singapore, with SBS Transit operating three-quarters of them and SMRT Buses the rest.

To ensure that the government can fulfil this commitment for both the purchase of buses and the running costs for 10 years, a budget of five hundred million pounds (\$\$1.1 billion) has been set aside. The government funding is for 550 buses while the operators will fund the other 250. The average cost of a 12-metre single-deck bus is about £175,000, while a double-decker costs about £265,000.

The viability of bus operations will have to rest on improvements in efficiency and a sustainable system of fare revenues.

USA - Renewable and Alternative Fuel and Vehicle Technology

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/260301.html>

Applications sought to cost-share the development of manufacturing and/or assembly facilities in California that produce alternative fuel vehicles, advanced technology vehicles and/or eligible vehicle components.

The intent of this solicitation is to encourage investment in California-based manufacturing facilities that produce alternative fuel vehicles and/or eligible components that help the State meet greenhouse gas emissions and petroleum fuel demand reduction goals. The solicitation is open to businesses, vehicle and technology entities and public-private partnerships. Grants will be awarded only for the procurement and installation of manufacturing equipment.

Funded activities may include manufacturing line process methods, design, engineering, testing and plan specification; equipment acquisitions; and labor required to install and test equipment. For projects that manufacture complete vehicles, the agreement will be structured to end before the first commercially available vehicle will be sold; however, prototype or test vehicles that will not be sold are eligible for project funding. The maximum funding available under this solicitation, and the maximum amount that may be requested per application, is \$10 million in the 2011-2012 funding year. Tender deadline: 08/03/2012

World Trade Organisation Notifications



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

CANADA

G/TBT/N/CAN/359

22 February 2012

Section 208 of Schedule IV of the *Motor Vehicle Safety Regulations*, hereafter referred to as Canadian safety standard 208, *Occupant Restraint Systems in Frontal Impact*, has many areas of misalignment with the corresponding safety standard in the United States.

Differences include the 50th percentile adult male barrier test speed and injury criteria, the 5th percentile adult female static and dynamic tests, other out-of-position tests and the seat belt requirements in the rear inboard position. In addition, the current exceptions for disabled persons in Canadian safety standard 208 are too restrictive and thus only account for certain types of disabilities.

To enhance vehicle safety and align Canadian regulatory requirements more closely with those in the United States, it is proposed to revoke and replace the occupant protection requirements of the Canadian safety standard 208.

Industry stakeholders have raised concerns that Canadian safety standards 204, *Steering Column Rearward Displacement*; 212, *Windshield Mounting* and 219, *Windshield Zone Intrusion* have a slightly different test setup procedure than that of the United States with regards to the use of anthropomorphic test devices (crash test dummies). It is proposed to update these standards to more closely align with the United States standards.

Canadian safety standard 203, *Driver Impact Protection and Steering Control System* would require a reference update due to the proposed changes to Canadian safety standard 208.

Finally, many Canadian safety standards require certain information to be contained in the vehicle owner's manual. The provisions regarding the owner's manual itself are not very clear and thus require clarification. The proposal to add section 18 to the *Motor Vehicle Safety Regulations* is intended to clarify that both the provision of the information and the form and manner in which it is disseminated are regulatory requirements.

CANADA

G/TBT/N/CAN/358

22 February 2012

The proposed *Motor Vehicle Tire Safety Regulations* (the proposed Regulations) would repeal and replace the existing *Motor Vehicle Tire Safety Regulations, 1995 (MVTSR 1995)* to facilitate alignment with the more stringent U.S. tire safety regulations. The proposed Regulations are based on the text of the MVTSR 1995, but changes were made to improve clarity and internal consistency, to be consistent with current legal drafting practices, and to enable Technical Standards Document (TSD) alignment with the U.S. tire safety standards through the incorporation by reference of TSDs.

The proposed Regulations would introduce most of the requirements of U.S. tire safety standards *Federal Motor Vehicle Safety Standard (FMVSS) 109, 119 and 139* into Technical Standards Document No. 109, *New and Certain Specialty Tires*; Technical Standards Document No. 119, *New Tires for Motor Vehicles With a GVWR of More Than 4 536 kg and Motorcycles and Technical Standards Document No. 139, New Radial Ply Tires for Motor Vehicles With a GVWR of 4 536 kg or Less, respectively*. Consequential amendments to paragraph 120(2)(c) of the *Motor Vehicle Safety Regulations* (MVSRL) would be necessary, since this paragraph references the MVTSR 1995. Also, Schedule III of the MVSRL includes the *Canadian Motor Vehicle Safety Standards (CMVSS) 110 and 120*. These two safety standards specify tire and rim selection requirements and rim marking requirements. CMVSS 110 and 120 incorporate TSDs 110 and 120, respectively. Amendments would also be made to TSDs 110 and 120 since they make reference to various subsections of the MVTSR 1995.

The proposed Regulations would align the Canadian and U.S. tire testing and marking requirements. It is anticipated that this would reduce the cost and complexity of product testing for tire and vehicle manufacturers, while improving safety for Canadians.

JAPAN

G/TBT/N/JPN/380

16 February 2012

Additional standard of the fuel for gasoline-powered vehicles corresponding to E10 (mixed bioethanol up to the 10 volume % to gasoline).

JCC Customs Information Papers



CUSTOMS INFORMATION PAPER (12) 08

UKBA National Frontiers Approval Unit [NFAU] Office Move and Temporary Closure

Advance notice that the UKBA NFAU are moving offices and will therefore be temporarily closed for a short period. The NFAU will soon be moving from their current office location in Broadway, Fiveways, Birmingham to new offices located at Birmingham Airport. This move will take place week commencing **Monday 19 March 2012**. Whilst the move takes place the NFAU's files and data will be unavailable and consequently the unit will be unavailable for operational duties for the duration of this week. Operators are therefore requested to defer the submission of applications, information or requests for assistance to the NFAU during this week and to submit them when the unit re-opens on **Monday 26 March 2012**.

CUSTOMS INFORMATION PAPER (12) 07

EU Council Regulation (EU) No. 54/2012 of 23 January 2012 on restrictive measures against Iran, Tidewater Ports in Iran

A Regulation on restrictive measures against Iran, making funds or economic resources available either directly or indirectly to designated entities. On 24 January 2012, Council Implementing Regulation (EU) No 54/2012 of 23 January 2012 came into effect, making additional persons and entities subject to the asset freezing provisions of Council Regulation (EC) No 961/2010.

Full text of the [Implementing Regulation 54/2012](#) can be found on the Europa Website.

CUSTOMS INFORMATION PAPER (12) 06

Publication of the proposed Union Customs Code

Publication of the re-cast Modernised Customs Code (MCC), creating the Union Customs Code (UCC)

The re-cast of the MCC, now known as the UCC, has recently been published on the European Commission website, and is entitled [proposal laying down the UCC](#). The changes proposed are primarily based on the requirement to make the new Code Lisbon compliant and address issues identified during the negotiations on the MCCIPs. HMRC are now reviewing the content and are considering the impact of changes proposed. Discussions on the UCC with trade representatives will commence at the next JCCC Customs Change Group on 13 March 2012. If trade representatives have identified any specific areas for discussion could they please forward details to John Nightingale prior to the meeting.

CUSTOMS INFORMATION PAPER (12) 05

Memorandum of Arrangements (MOA): Withdrawal of the simplification

Reminder of the withdrawal of the MOA transit simplification and the correct requirements for moving goods under the Community transit procedure.

[CIP \(11\)45](#) gave advance notification of the withdrawal of all remaining MOA authorisations by 31 March 2012. The purpose of this CIP is to remind those operators who still hold an MOA authorisation of the correct requirements for moving your goods after this date.

JCCC Customs Newsletter 34

Issues in the Customs and International Trade area

February 2012 Edition

Contents

1. **The Customs Newsletter.**
2. **Reports from EU/ International Meetings**
 - a. Customs Code Committee, Tariff & Statistical Nomenclature Section – Statistics Sector:
 - b. Customs Code Committee - Tariff & Statistical Nomenclature Section – Tariff
 - i. Mechanical and Miscellaneous Sector – 73rd Meeting (30 November)
 - ii. Mechanical and Miscellaneous Sector – 75th Meeting (16th December)
3. **Reports on Projects/ Customs matters**
 - a. Importing Gifts
 - b. Charity Goods Relief
 - c. Modernised Custom Code Recast
 - d. Business Process Models (BPM)
 - e. **Changes in Customs**
 - f. Alterations to Customs Notices
 - g. Anti Dumping Duty Measures
 - h. List of Customs Information Papers (CIPS)

4. **What is it?**
 - a. Customs Information Papers Distribution List
5. **Hints on**
 - a. Approved Exporter Status
6. **Did you know?**

ECO Notification

The Export Control Organisation has amended the Open General Export Licence (International Non-Proliferation Regime DeControls: Dual Use Items). The OGEL provides licensing coverage for those items that have been decontrolled by international regimes and for which EU legislation has not yet been updated. The revised OGEL takes account of additional agreements by international regimes to decontrol certain items in 2011. The specific amendments to the licence include:

- Plasma enhanced Chemical Vapour Deposition (CVD) equipment often used in the manufacture of semiconductors
- Certain production equipment for fibrous and filamentary materials or products, for example carbon fibre
- Body armour designed to provide protection from knife, spike, needle or blunt trauma only

The amended licence is dated 9 February 2012 and will come into force on 16 February 2012. When it is published it can be downloaded from the BIS website or alternatively from the Businesslink website guide on Dual Use OGELs

<http://www.businesslink.gov.uk/bdotg/action/detail?itemId=1086960589&r.l1=1079717544&r.l2=1084228483&r.l3=1084228524&r.l4=1084287557&type=RESOURCES>

Find out more details in Notice to Exporters 2012/10:

<http://www.bis.gov.uk/assets/biscore/eco/docs/notices-to-exporters/2012/notice-to-exporters-2012-10.doc>.

Following publication of the OGEL, the Notice will be updated to include a direct link to the new version of the OGEL.

EXPORT CONTROL GUIDANCE

Further practical guidance for exporters is available on the Businesslink website at:

<http://www.businesslink.gov.uk/exportcontrol>

PREVIOUSLY ISSUED NOTICES TO EXPORTERS

You can access previously issued Notices via our <http://www.bis.gov.uk/exportcontrol> and <http://www.businesslink.gov.uk/exportcontrol> and selecting the link to view "Notices to Exporters".

You can choose to subscribe to our email alerts service by emailing us at <mailto:web.comments@bis.gsi.gov.uk> or alternatively by subscribing to either via our RSS feed (<http://feeds.feedburner.com/eco-notices-exporters>) or via Twitter (http://twitter.com/ECO_Notices).

Other Notification Services

The Department for Business, Innovation and Skills (BIS) also publishes a Bulletin which sets out the wider work of BIS to build a dynamic and competitive economy. To subscribe go to: <http://www.bis.gov.uk/site/connect/newsletters/bis-bulletin>

For general export control queries please contact the ECO Helpline on 020 7215 4594 or <mailto:eco.help@bis.gsi.gov.uk>

*ECO Business Awareness Team
Export Control Organisation
Notice to Exporters 2012/10
10 February 2012*

Disclaimer

This publication contains general information and, although SMMT endeavours to ensure that the content is accurate and up-to-date at the date of publication, no representation or warranty, express or implied, is made as to its accuracy or completeness and therefore the information in this publication should not be relied upon. Readers should always seek appropriate advice from a suitably qualified expert before taking, or refraining from taking, any action. The contents of this publication should not be construed as advice or guidance and SMMT disclaims liability for any loss, howsoever caused, arising directly or indirectly from reliance on the information in this publication.

SMMT International Team

David Croxson

Head of International

dcroxson@smtt.co.uk

020 7344 9230

07793 773 391

Pat ShawInternational Project Manager and
Administratorpshaw@smtt.co.uk

020 7344 9260

07809 522 452

Rob Morbin

International Project Co-ordinator

rmorbin@smtt.co.uk

020 7344 9265

07809 522 183

Sarah Thevenet

International Manager

sthevenet@smtt.co.uk

020 7344 9233

07809 522 181

Ruta Aisthorpe

International Manager (maternity leave)

raisthorpe@smtt.co.uk