

INTERNATIONAL BULLETIN

June 2014

Key Contents

Page

- SMMT International meeting dates 5
- SMMT International Questionnaire 5
- SMMT supported International events 6
- Partner International events held abroad 9
- Other International events in UK 10
- New Funding 11
- Training courses 11
- Asia news round-up 13
- International market reviews 15
- International business opportunities 19
- WTO notifications 22
- JCCC customs information papers 22
- Trade shows around the world by month 23



Editorial

David Croxson

Head of International, SMMT



An appetite for feedback

My editorial last month resulted in some interesting feedback. My words on Great Britain tied in with the Cabinet Office and UKTI's marketing theme (always a good idea to align with those who have power, influence and funding!); it also appears to have resonated with a good number of the readers of IB, similarly proud of what Britain has achieved in the past and what it is well placed to achieve in the future.

Inserting the Great list of innovation and discoveries that I compiled as a bit of fun at the end of last month's IB, apparently encouraged readers to scan over the full publication. In so doing some have commented on the other contents: overseas trade events, UKTI business opportunities, market updates, and updates from HMRC and BIS on key changes to global and home legislation. These are all regular International Bulletin topics, but if any of our readers has others that they would like us to include, either as a single item or regular feature, we welcome the feedback.

The monthly IB is one of our main communication channels with those in our sector (distribution is not just limited to members) who are interested or involved in international trade. Our quarterly International Business Group meeting – also open to non-members – is another opportunity for us all to meet and network, which we hope is of as much value to those who attend as it is to the SMMT International team. We encourage you to come to the next one!

We want to identify and hear from as many in our sector about their international market experiences and how they can best be supported. I am, however, beginning to be accused by my colleagues of only writing my editorials on topics that eventually every reader finds cause to react and respond to, by being sufficiently contentious, challenging or amusing – sometimes all three I like to hope! In so doing, over time, perhaps we will receive feedback from our entire readership.

However, since the growth in IB readership, (I am pleased to say!) is inversely proportional to the time I have remaining at SMMT to write further editorials (I am sad to say!) we have decided to introduce a more formal international trade survey to capture your views and feedback – you will find details of this survey on page 16. I urge you please to complete and return the questionnaire so that we can better understand your activity in overseas markets, and ideally align the resources of SMMT and UKTI to support exporters, by providing an evidence base to assist our activity planning.

At our May International Business Group, I also announced plans to initiate an advisory International Committee, participation of this will be restricted to SMMT members. The Committee will be invited as a working group to guide both the SMMT International team and UKTI in setting future international trade support strategy for the sector.

We are still discussing and have yet to announce the detail, but if any reader would like to express a general interest in being closer involved in this aspect then please do contact me.

Feedback is the best way to help one achieve both self- and business-improvement and, whether delivered hot or cold, it is typically a meal that is easier to serve than digest. I hope, however, that receiving additional feedback from both the regular survey and the International Committee will give my successor plenty of food for thought!

Also on the subject of feedback, during May we spent some time on our internal team review sessions using a new Personal Development Review (PDR) process. With my leaving it presents a particular opportunity to reflect on future change, and at my PDR with Mike Hawes I found myself, for the first time, discussing plans knowing that I will not be around to implement them. I must here confess that there have, unfortunately, been past occasions in a review with my employer where I was not later around – but that was not always known by me at the time of the review!

Without wanting to appear either self congratulatory or complacent about my time at SMMT, I believe the international support and focus within the organisation is in a good position. Although the succession plan for my current role is still to be announced, I know that SMMT's commitment to supporting both inward investment and overseas trade development is stronger than ever under Mike Hawes' leadership.

In May, we met a good number of internationally active companies at our quarterly International Business Group meeting, which was held at the premises of UYT in Coventry. It drew a large audience and, unfortunately, some late applicants were not able to attend due to limited places.

We took the opportunity at the event to meet with members of the SMMT Automotive Component Section, who had arranged to hold their regular meeting at the venue in the morning ahead of our afternoon event. With a joint networking lunch, a full panel of speakers presenting on markets in Korea and India, tips on presenting at tradeshow exhibitions together, and an extensive tour of UYT's very impressive facility, we perhaps crowded too much in. Any one of those topics, or the plant visit alone, could have fully utilised the available time on their own. Nevertheless, I trust those who attended also found food for thought and enjoyed a varied intellectual diet (as well as excellent lunch). *(Editor's note – write next editorial after lunch when not so hungry so fewer food references – alimentary my dear Croxson!)*

The success of the UK auto industry received a tribute from Lord Livingston in his keynote address at the UKTI Trade Challenge Partnership event, which I also attended in May, shortly after the IBG. The Trade Challenge event was held by UKTI to determine ways for trade associations of all sectors and UKTI to share resources and best practice to UK companies, so that they can compete evenly with global competitors. Citing the auto sector as a leading British success, Lord Livingston further added that the UK has strong GDP growth, the highest-ever level of employment, falling unemployment (under 7%) and inflation less than 2%. The fact he was speaking so close to the European election may have influenced his theme, but it did describe a strong base, he said, from which companies should be able to think about exporting more.

While our economy post-2008 has improved in many areas, particularly compared to others in Europe, it is in exports where the UK is looking to see the highest growth.

Whilst we are not doing badly, being the sixth largest exporter in the world and the second largest exporter of services, it is in manufacturing where further export growth is sought and extending exports not just to Europe but to all the key global growth markets. It is also a fact, he said, that only 16% of medium sized businesses export outside the EU. There are some 9,000 mid-size UK companies (with turnover between £20m to £250m) and UKTI is now being actively tasked by government to support these medium size businesses to help them reach further export markets. We will update further in due course on the UKTI strategy and the role of SMMT International as a UKTI Trade Challenge Partner supporting this initiative.

Inward investment is also a key UKTI target and we in the auto sector are fortunate in having the Automotive Investment Organisation as the sector-focussed UKTI inward investment agency led by Joe Greenwell and Lawrence Davies. A recent Economist Intelligence Unit report on the UK notes that we have \$1.1trn of inward investment here, amounting to a quarter of the entire EU's total. Two million people are employed by inward investors, it notes, adding that Nissan and Toyota plants are among the most productive in the country.

With Astra Zeneca and Pfizer very much in the news I do not propose to enter the debate about the value and benefit of inward investment or foreign acquisitions of UK owned business. I recall back to the 1980s with it being the privatisation of National Freight Corporation, British Gas, British Telecom, British Airways, British Rail and British Steel which opened the doors to wider foreign investment and ownership of leading British companies soon followed by ICI, Rolls-Royce and P&O, BAA and many others. Today more than 40% of the UK's listed firms are foreign owned including virtually the entire UK OEM auto manufacturing sector – and looking at the success of our sector today who can say it has been other than an excellent opportunity for all concerned and that UK must remain an open economy if it is to prosper.

In May we met with Lawrence Davies of AIO to review our future plans both joint and separate to ensure that the resources and activities provide maximum advantage. Within UKTI there are twelve identified key sectors, one of which is automotive. We believe our close engagement with UKTI as a Trade Challenge Partner and with AIO will afford the opportunity for more joined up planning helping us deliver more trade, more investment and more export-oriented FDI.

May proved to be a very busy month for the International team and I see no likelihood of our activity slackening with me in Dubai early June for Automechanika supporting over 50 individuals representing over 30 companies who are attending this ever growing and completely sold out event which now attracts the third largest group of Automechanika event visitors after Frankfurt and Shanghai. We are of course also presently planning our attendance with exhibitors at both these Automechanika events which are to be led by colleagues Ruta Aisthorpe and Sarah Thevenet later in the year – and UKTI grants and space is still available.

Whilst speaking of Ruta and Sarah it is worthy of mention that worryingly both appear to be moving away from automotive and towards the marine sector. Ruta has taken up rowing and has quickly proved herself to be a very able and strongly competitive skuller, as well as competing in an eight, while Sarah is taking six weeks absence from the beginning of June in order to sail across the Atlantic as a crew member on the Clipper Round The World Challenge – you can follow her exploits via <http://www.clipperroundtheworld.com/crew-diaries> .

I have already told Sarah that however contemplative, inspirational and mesmerising she finds the experience of being in a small boat in the middle of the Atlantic – I do not want to receive a satellite phone call, given her delightful French accent, telling me that she is all alone and thinking! We wish her fair passage and safe return and commend her courage in taking on this challenge.

Also of note in May, we received a high level inward trade delegation from the State of Kentucky, led by the Governor Mr Steve Beshear and Larry Hayes Secretary of the Cabinet for Economic Development. Kentucky has a significant automotive industry and they were keen to see how the UK is growing the sector. They have recently created an automotive association similar in aims to our own Automotive Council and are keen to build wider relations. The visit was timely as Mike Hawes was able to refer to his visit to USA with our Director of Policy Konstanze Scharring earlier in the year and point to our work making the case for UK automotive in Westminster, Brussels and Washington and in promoting for TTIP the Trans-Atlantic Trade and Investment Partnership. As Mike said, “the UK’s relationship with the United States is crucial on many levels, particularly for the motor industry”. My third team member, Pat Shaw, will be following up with Kentucky to plan a trade mission next year and Pat is also currently very busy recruiting exhibitors to attend Engine Expo held at Novi Michigan in October and for Automechanika Mexico City in July – again places are available still.

And finally in May, we also received a visit from Mr Jongwon Park, Commercial Attaché at the South Korean Embassy in London during which we discussed the UK and South Korean automotive sectors, the recently published SMMT report ‘The UK Automotive Industry and the EU’, and its implications and prospects for exports of UK-made vehicles to South Korea, China and Japan.

We have now as a consequence initiated closer ties with Korea Automobile Manufacturers’ Association (KAMA) and the region will feature more in our plans next year no doubt with Pat and Sarah now discussing with KAMA and UKTI team in South Korea early planning for a UK trade delegation and exhibitor group to attend EVS 28 (Electric Vehicle Symposium) taking place in Seoul in May 2015.

Mr Park has specifically asked if we can collate on behalf of Members details of the non-tariff barriers that UK car makers perceive for their product in the Republic of Korea – so on this and all other international matters dear to you and your business – give us feedback please. If you do offer it – I’ll bite your arm off!

Clearly time I went for lunch!

Key Dates

SMMT International Group Meetings 2014

Customs & Tariffs Working Group Meetings

Wednesday 18 June 2014 lunch from 12:30 meeting at 14:00

This meeting will include a presentation from UK Border Force National Post-Seizure Unit

Wednesday 17 September 2014

Wednesday 17 December 2014

CTWG provides a discussion forum for members and non-members to gather to consider issues arising from the tax and duty on import and export of automotive vehicles, components and products and to listen to presentations on associated topics derived from international trade and for Members to share market experience, data and information.

International Business Group

Thursday 27 November

International Business Group meetings are open to members and non-members and provide an excellent, convivial networking opportunity with the opportunity to listen to expert presenters on topical matters related to international trade and international markets.

The meeting is open to all members and invited guests. To reserve your place, please contact Pat Shaw E-mail: pshaw@smtt.co.uk, Tel: 020 7344 9260

International Questionnaire: Help us shape 2015/2016 activities!

As mentioned in this month editorial, we have decided to introduce a more formal international trade survey to better understand your activities in overseas markets.

Your feedbacks will help us align the resources of SMMT and UKTI to support you by providing an evidence base to assist our activity planning.

You can download a copy of the International Questionnaire [here](#)

<http://www.smtt.co.uk/international-questionnaire/> .

Please complete and return the questionnaire to pshaw@smtt.co.uk

SMMT supported International events

Book Now!



SMMT supported event *UKTI grants of £2,500*

Automechanika PAACE Mexico

Mexico City, 16 – 18 July 2014

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

Automechanika PAACE Mexico is the top trade show for the automotive aftermarket industry in Latin America, featuring more than 500 exhibitors from several countries. It is a meeting point for industry professionals seeking new suppliers, sharing information about the latest technology and analyzing product options.

SMMT has negotiated a preferential shell scheme package for a UK exhibitor group. As additional benefits for the UK group, SMMT will be providing an exclusive meeting area, with complimentary refreshment facilities, and organising a British networking event during the show. UKTI exhibitor grants of up to **£2,500** will be available for qualifying companies.



SMMT supported event *UKTI grants of £3,000 available*

Automechanika MIMS, Moscow

Moscow, Russia, 25-28 August 2014

Contact: Ruta Aisthorpe E-mail: raisthorpe@smtt.co.uk Tel: 020 7344 9231

SMMT is once again organising a UK exhibitor group to Russia's leading Automotive Trade Fair, covering all sections of the industry. UKTI TAP grants are available and are enhanced for first time exhibitors to £3000.



SMMT supported event

Automechanika Frankfurt - E-Mobility Exhibition *UKTI grants £1,500 available*

Frankfurt, 16 – 20 September 2014

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

Automechanika Frankfurt 2014 Exhibition is one of the world's leading trade fairs for the Automotive Industry.

Automechanika is creating a new section in hall 10, which is completely dedicated to "Tomorrow`s Mobility – new energy vehicles and technologies".

SMMT has negotiated an enhanced shell scheme of nine square metres for companies that are interested in promoting their low carbon business internationally at the Automechanika Frankfurt 2014.

Exhibitors will benefit from the substantial visitor flows associated with Automechanika, the high profile UK networking event that is the future of the show, and support from the Messe Frankfurt media centre in presenting their products and expertise to the global automotive press. UKTI TAP exhibitor grants of £1,500 are available for eligible companies. For further information, please contact Pat Shaw as above.



SMMT supported event

South African Automotive Week *UKTI grants of £2,500 - £3,000*
Johannesburg, 13 – 17 October 2014

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

South African Automotive Week (SAAW) is the continent's biggest automotive event, and a recognised meeting place for local business leaders and policy makers. The exhibition attracts a wide spectrum of automotive companies,

SMMT has put together an attractive package that will enable UK companies to exhibit at SAAW and also participate in a range of related promotional activities.

Benefits include a fully-fitted and furnished nine square metre stand in a prominent location within the exhibition hall, participation in a bespoke one-to-one meeting programme arranged by the show organisers and the opportunity to join relevant site visits. You will also be given support in profiling your company through local industry newsletters and websites, complimentary gala dinner tickets and the chance to invite guests and potential customers to the UK networking reception.

UKTI TAP exhibitor **grants of £2,500 and £3,000** are available for eligible companies



SMMT supported event

Engine Expo, Novi, USA *UKTI grants of up to £2,000*
Michigan, 28 – 30 October 2014

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

Engine Expo, Novi, along with the co-located Testing Expo, is North America's dedicated international trade fair for automotive engine and power train components, systems, materials, design, services, EV/HEV technology, tooling, manufacturing systems, advanced propulsion concepts and complete engines. It is a effective forum to meet key engineers and decision makers from power train teams at OEM car, bus, and truck companies, and an excellent way to connect with Detroit-based vehicle manufacturers on their own doorstep.

For the 2014 edition of Engine Expo, SMMT is considering the creation of a high-profile UK pavilion, incorporating individual exhibitor stands and a communal refreshment and hospitality area. A **£2,000 UKTI grant** is available to eligible companies.

Whether you are already a regular participant in Engine Expo, or are considering exhibiting in Novi for the first time, we would like to hear from you.



SMMT supported event

Mission to Brazil

End of November 2014

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

Business visit to coincide with the Brazilian F1 GP, in Sao Paulo. This will be a group OMIS, to include visits to OEMs, universities, technology parks. The focus will be on low carbon technologies, vehicle efficiency and composites, to meet INOVAR AUTO requirements.



SMMT supported event

Mission to Mexico

1-5 December 2014

A week-long business group visit to Mexico featuring "Mexico's Auto Industry Conference & Exhibition", seminars and one-to-one business meetings in key automotive centres in Mexico. To register your interest in this programme, please contact Pat Shaw – pshaw@smmt.co.uk
Tel 0207 344 9260



SMMT supported event

Automechanika Shanghai

9-12 December 2014

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

Following the increased interest from UK participants over the last two years, and the growing interest in the show from both exhibitors and visitors, SMMT will again organise a UK Pavilion at Automechanika Shanghai 2014.

Last chance to book – only 1 space left!

UKTI grants of up to £2,500



SMMT supported event

SIAT, India

Symposium on International Automotive Technology

21-24 January 2015

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

SIAT is a benchmark event and is an important forum for presenting the achievements and innovative strengths of the automotive industry. SMMT is working with UKTI to take a group of UK Companies to exhibit at SIAT 2015.

UKTI GRANTS of up to £2,500



SMMT supported event

ACMA Automechanika New Delhi

26 Feb – 1 March 2015

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

UKTI GRANTS of up to £2,500

Following our successful participation at ACMA Automechanika New Delhi, and positive feedback from UK participants, SMMT will again organise a UK Pavilion to the show, which is set to grow in 2015.

Partner International events held abroad

UKTI

UKTI runs a range of events for exporters, including seminars in the UK, trade missions to overseas markets and support for attendance at overseas trade shows. Following a government wide move to have a single customer facing website, information on the UKTI website has been transferred to www.gov.uk. This link will take you to the Tradeshow Access Programme (TAP) page on gov.uk <https://www.gov.uk/tradeshow-access-programme> .

Hungarian F1 Grand Prix weekend

Budapest, Hungary

24-27 July 2014

The opportunity exists for UK companies in the automotive and advanced engineering industries to develop new Central Eastern European markets.

Between 24 and 27 July, around the Hungarian F1 Grand Prix weekend, British Embassy in Budapest will organize a small targeted event to introduce British firms in those sectors to the Central European market – and arrange meetings with potential clients and partners from the fastest growing part of the EU. Specifically focusing on prototyping, composite material manufacturing and engineering services, targeting the tier 1 to tier 4 suppliers of OEMs in the region.

The event will involve a workshop in the centre of Budapest at which UK companies will be introduced to the market – giving an over-view of the opportunity. The bespoke introductions will be arranged to local companies and potential buyers or partners. There will be hand-picked businesses in Budapest from across Central Europe including Poland, Czech Republic, Hungary, Slovakia, Romania, Slovenia and Austria to meet the UK delegation. And, this being a GP weekend, there will be a good portion of F1 personalities and some kit.

Contact: British Embassy, UK Trade & Investment , 36 30 979 4688

E-mail: david.nagy@fco.gov.uk

BABC of Michigan Annual European Chambers Summer Networking and Wine Tasting Event at The Lark, West Bloomfield, Michigan

26 June

For further information about this event and other upcoming events, please go to www.babcmichigan.org

Other International events in UK

Meet the Mexico Market Expert 5 August at SMMT

Carlos Botello, the UKTI officer responsible for the automotive sector in Mexico, will be visiting SMMT on Tuesday 5 August, and will be available for one-to-one meetings with members on that day.

Carlos, alongside his work with UKTI, has considerable industry and consultancy experience, coupled with a wide range of contacts in the Mexican automotive sector. He would be delighted to meet and assist any UK-based auto companies who are seeking to do business in Mexico.

Additionally, he will be able to supply details of a major UKTI Automotive Supply Chain Visit to Mexico, scheduled for 1- 5 December 2014. Companies joining that group will be able to take advantage of:

- One-to-one meetings with relevant local OEM's and Tier 1 suppliers
- Site visits
- Networking events with key contacts from the local automotive industry
- Presentations by market experts
- Access to Mexico's most important automotive event – *Mexico Now Automotive Conference* – where there will be a UK stand to display company products and information

If you wish to book an appointment to meet Carlos on 5 August, please contact Pat Shaw at SMMT (tel: 020 7344 9260, email pshaw@smmt.co.uk)

The International Trade Expo

The International Trade Expo - 10-11 June - is part of the [International Festival for Business 2014](#), an ambitious programme of business events running throughout June and July in Liverpool. It will offer insight and solutions that will enable Expo attendees to understand how they can start or grow their businesses internationally. For further information contact Alex Shea: alex@freshlymadecontent.com

automotiveIT international congress 1-2 July 2014 in London

The theme is: **Connected Mobility 3.0 – IT Moves the Auto Industry**

It will cover the most important new trend in the auto industry: the growing interconnection between personal mobility and the IT industry.

As the car joins the internet, mobility concepts evolve and auto retailing moves beyond the showroom, the automotive industry is facing major challenges and enormous opportunities. And most, if not all, are driven by ICT.

New information technologies are offering the industry new brand shaping options, while connectivity is opening up a market that is set to grow exponentially to more than 200 billion euros by the end of the decade.

The congress is the only international event in Europe to look at the convergence of IT and the auto industry from a strategic perspective. It is a platform for discussion, debate and knowledge exchange for up to 250 senior automotive executives from automakers, suppliers, IT providers and other stakeholders. The congress provides a unique opportunity to discuss and drive the IT revolution in the 130-year-old car industry.

For more information at <http://congress.automotiveit.com/>

New Funding

New Funding Opportunities

Recent government announcements of new funding for the automotive industry include:

- **£20 million for projects to boost the numbers of skilled staff in the automotive supply chain**
The funding will cover 50% of training costs, up to a total of £1.6 million. Applications are invited (before 25 July 2014) from companies of all sizes, but projects for funding of less than £100,000 will not be considered.
- **An extra £75 million for the Advanced Propulsion Centre**
This new investment is targeted at collaborative R&D projects in low-carbon propulsion technologies that will stimulate the growth of the UK's propulsion systems supply chain. Projects are expected to cost between £5 million and £40 million. Applications must be received before 2 July 2014

For further information about these – and other – funding streams, please contact Luke Hampton, e-mail: lhampton@smtt.co.uk at SMMT.

Training Courses

The Institute of Export

The Institute of Export is the only professional body in the UK offering accredited training courses in export, import and International Trade.

With the growing need for companies to invest in expanding into international markets, we offer courses to suit whatever level of knowledge you require, whether you are completely new to international trade or just wish to update your knowledge and skills with the latest information. Their import and export courses cover every area of international trade from an essential introduction through to international marketing, online trading and financial and legal issues.

Read [top 10 reasons](#) you should be investing in export training.

[Starter Courses](#)

[Intermediate Courses](#)

[Management Courses](#)

UKTI: Ensuring your payment and fulfillment solutions are fit for growth

Thurs 12th June 14:30-15:30pm

UKTI has teamed up with Open to Export, Tamebay and Webretailer to deliver a free webinar series and mentoring to help online retailers grow their international sales.

Andy Goldman, founder of global seller community WebRetailer talks with online exporters and industry experts who share their hard won tips for ensuring you have the right payment, fulfilment and other services to support your international growth.

Speakers include:

Trevor Ginn, Hello Baby Direct

Gary Rees, SEKO Synergy

For full information, and to sign up to the webinars visit

<http://opentoexport.com/info/international-ecommerce/>

EU SME Centre

How to Successfully Transfer Your Technology | Impact on SMEs with a Focus on China

SMEs are often the generator of new ideas, know-how and new technologies. This technological know-how is also often a company's most important asset. Protection of IP is paramount since its loss could have negative consequences on an SME's business and existence.

Companies can often financially capitalize on their technology either through licensing their technology or transferring ownership. However, in order for a successful transfer to take place, it has to be carefully structured often with the advice and insight of an expert. In China and for many reasons, technology transfer can be a major challenge for EU SMEs.

The webinar covers some of the latest insights on technology transfer including:

- What technologies can be transferred to China and what are the ways and options for technology transfer?
- What should be included in a contract dealing with technology transfer? What other legal and administrative steps are involved in the process?
- What are the best methods for evaluating your technology? Where does one seek qualified advice?
- How to protect your interest when you use technology as an asset contributed to Sino – foreign joint venture?

To listen to the webinar recording, please click on the link below:

<http://www.youtube.com/watch?v=GbTTOuR0D18>

UKTI Master Class - Agents & Distributors
Thursday 26 June 2014
Central London tbc

Selecting the right overseas partner is important for overseas growth and gaining competitive advantage in your chosen market.

This master class will help you identify, select and appoint the best agent or distributor for your business.

This full day master class will include discussion on critical issues such as:

- Deciding distribution requirements
- Roles and types of agents and distributors
- Selecting the right partner through searching and selection
- Sources of information and use of selection
- Setting up distribution agreements
- EU rules on agency and distribution agreements

[Register here>>](#)

Asia news round up

CHINA: Boost for energy-saving buses

27 May 2014, by Ma Yue, *ShanghaiDaily.com*

SHANGHAI is to pay city bus companies from 150,000 yuan (US\$14,270) to 550,000 yuan for each energy-saving or new-energy vehicle they purchase, depending on the model.

CHINA: China to scrap millions of cars in anti-pollution push

26 May 2014, by David Stanway and Kathy Chen, *Reuters.com*

(Reuters) - China plans to take more than five million ageing vehicles off the roads this year in a bid to improve air quality, with 330,000 cars set to be decommissioned in Beijing alone, the government said in a policy document published on Monday.

CHINA: JCI's Chinese interiors joint venture

23 May 2014, by Graeme Roberts, *Just-auto.com*

Johnson Controls' announcement of a global joint venture with a Chinese interiors supplier attracted much interest from *just-auto* readers this week as you'd expect. Yanfeng Automotive Trim Systems is a wholly-owned subsidiary of Huayu Automotive Systems, the component group of Shanghai Automotive Industry Corporation, Chinese JV partners of General Motors and Volkswagen, so this is a partnership of two real auto industry biggies.

CHINA: Military procurement of cars lifts domestic car brands

22 May 2014, by Dave Leggett, *Just-auto.com*

The removal of foreign automobile brands from the People's Liberation Army's (PLA) procurement list may substantially help out Chinese vehicle producers' domestic car brands.

CHINA: Beijing mandates charging posts for electric cars

22 May 2014, *wantchinatimes.com*

New residential communities in Beijing will have to install power-charging posts for 18% of their parking units, as well as a power supply source, according to a new Beijing government plan aiming to popularize use of electric cars and combat smog.

INDIA: Hindustan halts 'Morris Oxford' Ambassador production

27 May 2014, *by Chris Wright, Just-auto.com*

The state of West Bengal's Labour Department has called a meeting for tomorrow (28 May) in an attempt to avert the demise of the 1950s Morris Oxford-based Hindustan Ambassador which has been in production since 1957 after the Indian automaker bought production rights and tooling from the British Motor Corporation.

INDIA: Election results webinar by James Crabtree, FT Mumbai

UKIBC organised a webinar on the India Election Results. It featured James Crabtree, FT correspondent in Mumbai focussing on the results, the new government, and the India's new political climate. To listen to the webinar recording, please follow the link below:

<https://attendee.gotowebinar.com/recording/1955850124968441346>

INDIA: Continental turns to Bangalore's software talent pool

22 May 2014, *by Dave Leggett, Just-auto.com*

For developing its driverless car technology, Continental will be using the software talent pool of Bangalore, reports *Gaadi.com*.

MALAYSIA: Renault to assemble Fluence in Malaysia

22 May 2014, *by Dave Leggett, Just-auto.com*

Renault and local partner Tan Chong Motors are to assemble the Fluence - a model aimed at emerging market consumers - in Malaysia. Renault also says it is expanding its distribution network in the country.

MALAYSIA: Subaru to assemble Forester in Malaysia

21 May 2014, *by Dave Leggett, Just-auto.com*

Subaru plans to begin assembling its Forester model in Malaysia by fiscal 2016. Engines and other core components will be shipped from Japan for local assembly at a facility operated by Tan Chong Group.

SOUTH KOREA: Renault and LG Chem to collaborate on batteries

22 May 2014, *by Dave Leggett, Just-auto.com*

Renault Samsung Motors has announced that the Renault Group and LG Chem have signed an MOU to develop next-gen long-range electric vehicle (EV) batteries and thus forged a strategic partnership.

International Market Reviews

Chile's Auto Market Hots Up

Although well down the list of South American countries in both geographical size (756,000 sq kilometres) and population (17.36 million), Chile has been steadily developing a reputation for economic vitality and prosperity. Underpinned by extensive mineral reserves, stable government and an expanding network of trade alliances – taking in over 60 countries – Chile is increasingly regarded as a good place to do business.

This growing prosperity is reflected in the automotive sector, where vehicle sales rose 11.6% in 2013 – the fourth straight year of growth - to a new record of 378,150. And, although the market dropped 3% in the first quarter of 2014, local experts are predicted a strong surge in demand during the second half of this year.

This growth is almost wholly driven by private car buyers, who are clearly willing to spend their money on the vehicles that they want, and to shop beyond the range of models produced in neighbouring Argentina and Brazil. Accordingly, the Chilean market is notably diverse, with no manufacturer achieving more than a 15% share.

Whilst there is strong competition for economy cars (with Chevrolet, Hyundai and Kia leading the way), there is also considerable demand for premium models. The Jaguar Land Rover and Mini brands enjoy consistent sales, and imported Qashqais account for a significant slice of Nissan's overall 8% market share. In 2013, UK vehicle exports to Chile grew by 15%.

A recent spate of regulatory changes – covering areas including vehicle immobilisation, child safety features and improved fuel quality – is likely to raise further the demand for well-equipped premium models.

In the commercial vehicle sector, the picture is more mixed. Bus sales have continued to do well but the truck market, which is heavily dependent upon demand from the (cyclical) mining sector, is currently showing a clear decline from the peak achieved in 2012.

Chile does not have a significant domestic automotive industry – although for component makers who also supply into the mining, quarrying and construction equipment sectors, there is considerable potential. However, for automakers and aftermarket suppliers, the diverse and growing Chilean vehicle parc makes it a market to watch.

For further information please contact Pat Shaw at pshaw@smtt.co.uk.
Tel: 0207344 9260.

Mexico's auto industry rides the crest of a wave

In just one week's time, the footballers of Mexico and Brazil will be facing one another in the group stages of the World Cup. Whilst few are expecting Mexico to triumph in that encounter, the contest for the title of leading automotive producer in Latin America is much closer.

Currently Brazil has a narrow lead, achieving 7th spot in the global league table for 2013, with a total production of 3.75 million vehicles. Mexico was one place, and approximately 700,000 units, behind. However, with Mexican manufacturing (led by the motor industry) consistently out-performing its Brazilian rival over the last two years, and with \$10 billion of new automotive investment expected to flow into Mexico by the end of 2015, the positions may well be reversed.

Mexico is also out-stripping her NAFTA partners – particularly Canada – and is predicted to account for 25% of all automotive production within the free trade area by 2020.

Two key factors that have underpinned Mexico's success in attracting investment from both VM's and Tier 1 suppliers are a competitively-priced, and increasingly well-skilled labour force, and a wide range of free trade agreements. With hourly rates for a production engineer of between \$6.50 - \$8.00 (and general workers earning as little as \$3.00 per hour), Mexico has a significant – and long-standing – attraction as a manufacturing location within NAFTA. Her network of free trade agreements is the widest in the world – 44 international partners (including the EU) and still counting.

There are also strong indications that the new government is serious about achieving further economic reform and business liberalisation. For example, the cross-party "Pact for Mexico" seeks to break open the energy market to competition, with the opportunity for further cost reductions for manufacturing industry.

Mexico's automotive "Achilles Heel" has long been the size of the local vehicle market, with sales falling short of the levels that might be expected in the world's 11th most populous country. However, recent trends have been encouraging – car sales topped the one million mark in both 2012 and 2013, and further modest growth was recorded for the first quarter of this year.

Another challenge facing the auto sector in Mexico is to grow the production volumes and capabilities of second and third tier suppliers to keep pace with the expansion at the top of the automotive pyramid. This is an area where there are good opportunities for UK companies. There is an immediate demand for – amongst other components – forgings, castings, plastic injection mouldings, fasteners and electrical parts. And, of course, companies with a manufacturing base in Mexico can supply the whole NAFTA region, and beyond, without paying any customs duties.

Whilst Brazil is playing a defensive game in the automotive sector, with its domestic industry and market protected behind high tariff walls, Mexico is taking a more expansive, outward-looking approach. Whatever the outcome in the Estadio Castelao on 17 June, Mexico's auto industry seems certain to be a premier league player for many years to come.

Analysis: Thailand's auto sector hit by political turmoil

27 May 2014, by Tony Pugliese, *Just-auto.com*

Military seizes control

The latest wave of political unrest to envelope Thailand has taken a heavy toll on the country's domestic economy and once again the automotive industry has been left to count the cost. The imposition of marshal law by the Thai military last week, which was followed shortly after by the seizure of power on May 22nd, brought to a head six months of anti-government protests, which began with accusations of unconstitutional practices and corruption, followed by calls for constitutional reform and ultimately political stalemate.

The Thai economy contracted by 0.6% year-on-year in the first quarter and by 2.1% compared with the previous quarter. Private consumption deteriorated sharply as consumer and business confidence plummeted, while government activity has been severely hampered by the protests. The increasingly uncertain outlook for domestic demand has discouraged or delayed fixed investment, while the highly visible streets protests have had a negative effect on the country's all-important tourism sector.

Thai auto market plummets

New vehicle sales in Thailand declined by 43% year-on-year to 297,413 units in the first four months of 2014. A significant decline had been widely expected, however, given the high volumes of vehicles sold in the equivalent year-earlier period - when the market expanded by over 42% to 522,914 units.

Last year, the market also benefited from high levels of deliveries of vehicles sold under the government's highly-incentivised first-time buyer programme.

The economy also benefited from high levels of investment as the country continued to recover from the devastating floods of late 2011. But the steepness of this year's decline was perhaps unexpected, with all major segments of the market sharply lower in the first four month of the year. Automakers and the government this year have continually revised down their full-year forecasts for the Thai market and the political unrest if anything has intensified. Honda is the latest to come out with a revised 2014 forecast for the overall market, of around 1 million units, which would represent a decline of around 25% on 2013's 1.325 million units. The market peaked in 2012 at 1.436 million units.

Auto industry under pressure

Inevitably, the sharp drop in domestic sales has put significant pressure on the vehicle manufacturers. While vehicle production was little changed at 2,457,086 units last year, due to buoyant exports, output fell by 28% to 644,222 units in the first four months of 2014 - according to the Federation of Thai Industries. This is a massive 247,725-unit year-on-year loss over just a four-month period.

Capacity utilisation so far this year is estimated at around 66% and most vehicle manufacturers have laid off their contract workers, while overtime shifts have been cut and in some cases also regular shifts. Component manufacturers and suppliers of support services are also coping with sharply lower business volumes. Few in the industry expect this situation to improve significantly this year, given the depressed consumer and business confidence and the lack of a political compromise in sight.

Honda has just announced it has cut capacity utilisation to 60% and will delay the start up of operations at its new plant - original scheduled for April 2015, by up to a year. Manufacturers such as Toyota and Isuzu, which are also heavily dependent on the domestic market, face similar difficulties.

ASEAN dominance to be challenged?

Political turmoil seems to have become a part of day-to-day life in Thailand and the country has had more than its fair share of military coups over the years. Political tensions have bubbled close to the surface ever since the government of Thaksin Shinawatra was ousted from power under accusations of abuse of power in 2006. Despite the continual political unrest, Thailand remains the destination of choice in the ASEAN region for automotive sector investment. It is by far the region's largest export hub, with some 1,128,152 new vehicles shipped overseas last year, and still commands the lion's share of the region's automotive sector inward investment. Obviously, the automotive industry has to take a long-term view given the scale of the average investment in this sector. Other factors are also important in choosing an investment location, such as transport infrastructure, business-friendly environment, local costs and taxation, strength of local supply chain and product quality. Local demand is also a significant factor taken into account.

Last month the Thai Board of Investment announced that inward investment applications from the vehicle, auto parts and machinery industries totalled THB 157 billion (USD 4.85 billion) in the first quarter of 2014 - a 265% increase on the same period of last year. A total of THB 138.1 billion (USD 4.27 billion) of this comprised pledged investments by ten automakers for the second phase of the government's Eco-Car programme. The deadline for this was the end of March.

If all of these investment applications are accepted and realised, an additional 1.5 million units in annual vehicle production capacity will come on stream by early 2020s, bringing the country's total annual vehicle production capacity to close to 4.5 million units. But it would be wrong for Thailand to take its dominant position in the ASEAN automotive sector for granted. The country has lost significant goodwill with the industry, not only with the increasingly frequent waves of political unrest in recent years. The floods of 2011 caused massive disruption to the industry and are still clearly etched in the minds of many in the industry.

Indonesia has overtaken Thailand as the largest vehicle market in the ASEAN and is competing for the same small-car investments with some degree of success. It also has a market with significantly better long-term domestic growth potential and lower labour costs. If Indonesia got its act together in improving transportation infrastructure, it could challenge for a much bigger share of regional automotive investment and significantly increase its automotive export prospects.

Thailand should work towards a quick resolution to the political impasse, allowing the military to announce democratic elections sooner rather than later. Even so, it will take a long time for confidence to return. Some of those Eco-Car Phase II investments may still be up for grabs.

UKTI International Business Opportunities

To receive immediate UKTI Business Opportunity service notifications register at:
<http://www.businessopportunities.ukti.gov.uk/home.html?guid=none>

Finland - Military Logistics 4x4 Vehicles (MLVW)

<http://www.businessopportunities.ukti.gov.uk/defencesecurity/defence/businessopportunity/761680.html>

Finnish army is procuring several hundred Military Logistics Wheeled 4x4 Vehicles

The exact number of the MLVW 4x4s to be purchased is not yet known, the estimated real need is from a couple of hundreds up to approximately 600 vehicles. The final volume of the MLVW 4x4s to be purchased will be defined in the tender documents. Partial quotations will be taken into account as well and it is possible that several contracts will be signed. The MLVW 4x4s may also be second hand ones but they must be in a good guaranteed full operational condition.

The estimated total value of this procurement is EUR 8.5 - 21.0 million. The deadline for submitting the tenders is 02/06/2014.

New Zealand – Advanced notice for supply of police vehicles

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/765280.html>

New Zealand Police will soon be seeking proposals for supply and rollout management of vehicles. This is the first stage of a new All-of- Government solution for vehicles. Annual vehicles purchased between 400-500 and current fleet of 3,100.

New Zealand Police and the Ministry of Business, Innovation and Employment (MBIE) will soon be seeking proposals for the supply and rollout management of turnkey solution vehicles for Police. This is the first stage of returning to market for a new overall All-of- Government solution for vehicles.

In particular, New Zealand Police are looking for a single supplier that can provide fully fitted-out Police vehicles with a bumper to bumper warranty that ensures continued optimal operation of Police's vehicle fleet in a way that offers best value for money.

The total volume of vehicles purchased annually by Police is approximately 400 to 500. Police's vehicle fleet consists of approximately 3,100 motor vehicles. Although the majority of the current vehicle fleet consists of sedans and station wagons, the tender will not be limited to just these types of vehicles.

Police and MBIE wish to receive proposals from potential respondents who:

- have the capacity and capability to provide a vehicle(s) that meets a variety of Police's needs, with the most important vehicle being the Prime 1 Vehicle (front-line fully fitted-out vehicle that meets minimum specifications set by Police);
- can offer fit-out options from two different fit-out agents for the Prime 1 Vehicle, in order to provide Police with the opportunity to evaluate the quality and value for money of more than one fit-out option;
- can resource and manage an appropriate rollout programme, including subcontractors (if required), to ensure continuous rollout of vehicles around the country throughout the year;

- can service the vehicles in multiple locations across New Zealand;
- can warranty the vehicles for a minimum of three years;
- offers transparent pricing (showing the RRP and the applicable discount);
- can provide an account management function that proactively works with Police to deliver timely, appropriate services to support the supply of vehicles, including accurate and timely invoicing; and
- will provide a value for money solution.

The RFP will provide potential respondents the opportunity to secure a contract for the supply of Police vehicles for, ideally, a term of approximately ten years.

New Zealand Police and MBIE intend to release the tender RFP on or about 5 June 2014. This business opportunity is intended as a prior notice and market pointer to this opportunity.

Costa Rica - Security vehicle

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/764440.html>

The Costa Rican Ministry of Public Security requires a 4 WD vehicle apt for difficult terrain.

The Costa Rican Drug Control Police (PCD in Spanish), through the Ministry of Public Security, is looking to purchase a 4 wheel-drive vehicle for almost inaccessible grounds such as mountains, natural disaster and drug crop sites. The vehicle needs to be modified to fit specific security equipment.

The national tender is for approximately GBP 37, 327. Delivery should be during business days.

All tender applications must be submitted through the national online procurement website.

Companies applying for this tender must specify in their order if they need an exception from tax.

Afghanistan – Spare parts for Toyota vehicle

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/763400.html>

Supply and delivery of spare parts for armoured Toyota Land Cruiser LC200 model

The UN Development Programme (UNDP) Afghanistan Country Office invites companies to submit a quotation to this Request for Quotation for the supply and delivery of spare parts for a B6 Armoured Vehicle (AV) Toyota Land Cruiser LC200 model.

Quotations must be submitted by Friday, 31 May 2014.

Trinidad and Tobago – Supply of ambulances

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/762680.html>

Tenders are invited for the supply and maintenance of five (5) ambulances for all institutions under a regional health authority.

- Tender documents can be obtained for a fee of TT\$300 (approximately £30.00).
- Tenders must remain valid for a period of at least one hundred and eighty (180) days (6 months) from the closing date of the tender
- Interested firms should have representation and service facilities in market

UK companies interested in this opportunity will receive in-market assistance and further guidance if they wish to pursue, to include information on:

- Acquiring tender documents via wire transfer
- Submitting bids on company's behalf

Finland - Military Logistics 4x4 Vehicles (MLWV)

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/761680.html>

Finnish army is procuring several hundred Military Logistics Wheeled 4x4 Vehicles

The Finnish Army is looking to purchase Military Logistics Wheeled 4x4 Vehicles. The exact number of the MLWV 4x4s to be purchased is not yet known, the estimated real need is from a couple of hundreds up to approximately 600 vehicles. The final volume of the MLWV 4x4s to be purchased will be defined in the tender documents. Partial quotations will be taken into account as well and it is possible that several contracts will be signed. The MLWV 4x4s may also be second hand ones but they must be in a good guaranteed full operational condition. The estimated total value of this procurement is EUR 8.5 - 21.0 million. The deadline for submitting the tenders is 02/06/2014.

China –British expertise in electric motorcycle/vehicle technology and design sought

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/762320.html>

A motorcycle manufacturing company based in Chongqing, is looking for a British partner to provide electric vehicle technology and design.

This motorcycle manufacturer is located in a new industry park in Tongliang, Chongqing. Its business focus includes engine research, production and the export of its products. In recent years they have produced on average 200,000 units per year with motorcycles being primarily exported to South America, Africa and Asia.

The company is looking for a British partner in order to jointly develop an electric motorcycle design or electric car design. The British partner should also be able to provide technology to improve the manufacturing of products

USA - Advanced engineering company seeks UK joint venture partner

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/759600.html>

US advanced engineering firm seeks UK joint venture partner to market, distribute and service catalyst injection systems for industrial diesel engines

An advanced engineering firm in the southern United States seeks to collaborate with a UK firm to market, distribute, and service diesel engine catalyst injection systems that reduce air pollution and increase engine efficiency. The company is seeking a UK partner with particular expertise in industries that use large diesel engines, such as the freight, marine, mining and port handling markets.

China–British advance gearbox manufacturing technology sought by manufacturer
<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/752400.html>

A transmission manufacturer in Dalian would like to introduce UK advance gearbox manufacturing technology to China.

This Dalian based company is mainly engaged in manufacturing gearboxes in China, and has an annual turnover of RMB 11 million (approx. £ 1.1 million). They would like to introduce advance gearbox manufacturing technology from the UK into China. They also like to act as the distributor to UK gearbox manufacturers.

WTO Non Tariff Barrier notifications updates

No notifications received from BIS this month

JCCC updates

Customs Information Paper (14) 41

Requirement to register a General Valuation Statement when using an Earlier Sales Value.

Effective 21/5/14. Relevant to all involved in the completion of valuation declarations (Form C109A).

Customs Information Paper (14) 40

Inward Processing -- Use of the INF5

Publication of the EU Commission guidelines

Effective immediate. Relevant to any persons involved in Inward Processing prior export equivalence (IP PEE)

Customs Information Paper (14) 39

Export CPCs for End Use, Inward Processing, Outward Processing Relief, Customs Warehousing, Temporary Admission and Processing under Customs Control

Relates to increased validation checks. Effective 1/6/14 relevant to any trader exporting goods under any of the above regimes

Customs Information Paper (14) 38

Claims for the repayment of secured provisional anti dumping and countervailing duty

Procedures for reclaiming provisional anti dumping and countervailing duty once definitive measures are imposed. Effective immediate. Relevant to importers, shipping agents, freight forwarders who are declaring goods subject to provisional anti dumping and countervailing duty.

Customs Information Paper (14) 37 Temporary Admission (TA) - Changes to CHIEF

Changes to the information required in Box 44 of the Customs import declaration when entering goods to the Temporary Admission (TA) procedure. Effectivev 20/5.14. Relevant to anyone who makes Customs declarations to the Temporary Admission procedure. With effect from 1/7/14 relevant to any trader involved in using IP EX/IM.

Customs Information Paper (14) 36 Inward Processing EX/IM Customs Procedure Codes beginning with 11

Relates to renumbering of Customs Procedure Codes beginning with 11

Customs Information Paper (14) 33 Export Control System (ECS) and New Computerised Transit System (NCTS) Upgrade on 2 June 2014.

This information paper replaces CIP (14) 31 which details ECS and NCTS KEL 26 upgrade in June 2014.

Paragraph 4-‘NCTS changes’ is amended to provide further clarity on which data elements can be printed.

This CIP has been issued to inform all ECS and NCTS users of the changes within this software release and, where applicable, explain how the changes will affect trade users.

Applicable to all those involved in the movement of goods under Export, Community/common transit or TIR implemented from 2/6/14.

Trade shows around the world by month

We are compiling a listing of auto sector-related trade shows around the world as information is received from organisers or from internet searches. The list is not yet complete and will be updated. If you are aware of shows that we should add to the list, or are able to report on the show having previously attended please contact the SMMT International team.

Below is a selection of key automotive events in the next 12 months. For further listing of events visit: www.biztradeshows.com/automotive.

June 2014:

Curitiba, Brazil

Autopart

4-7 June 2014

Dubai, UAE

Automechanika

3-5 June 2014

www.automechanika.messefrankfurt.com

July 2014:**New Delhi, India****Commercial Transport Show (CTS)**

8-10 July 2014

Commercial Transport Show is the presentation platform for trucks, delivery vans, trailers, semi-trailers, platform trailers, truck-tractors, dump-trucks, estate cars & vans, special purpose vehicles and allied equipments.

www.CommercialTransportShow.com

Panama City, Panama**AAIA Latin Auto Part Expo**

9-11 July 2014

A new exhibition that will provide manufacturers and distributors direct access to Latin American and Caribbean OEMs, replacement parts, aftermarket parts, automotive remanufactured parts, and tuning markets.

The automotive aftermarket business segment in Latin America is forecasted to grow over 30% in the next few years.

www.latinpartsexpo.com

August 2014:**Moscow, Russian Federation****Interauto**

28-31 August 2014

www.eng.interauto-expo.ru

September 2014:**Frankfurt, Germany****Automechanika**

16-20 September 2014

www.automechanika.messefrankfurt.com

October 2014:**Oslo, Norway****Oslo Motor Show**

10-12 October 2014

www.messe.no/en/Oslo-Motor-Show

November 2014:**Buenos Aires, Argentina
Automechanika Argentina**

12-15 November 2014

www.automechanika.messefrankfurt.com**Frankfurt, Germany
EuroMold 2014**

25-28 November 2014

Moldmaking, tooling, design and application development exhibition.

January 2015:**Salzburg, Austria
AutoZum**

21-24 January 2015

www.autozum.at/**February 2015:****Lillestrom, Norway
Automessen**

4-7 February 2015

www.messe.no/en/Automessen**March 2015:****Kuala Lumpur, Malaysia
Automechanika Malaysia**

19-21 March 2015

www.automechanika.messefrankfurt.com**Saint Petersburg, Russian Federation
Autoprom Russia**

12-14 March 2015

www.autoprom.restec.ru/en**June 2015:****Nuremberg, Germany
Automotive Engineering Expo**

9-11 June 2015

www.automotive-engineering-expo.com/

October 2015:**Oslo, Norway****Oslo Motor Show**

23-25 October 2015

www.messe.no/en/Oslo-Motor-Show

SMMT International Team

David Croxson

Head of International
dcroxson@smtt.co.uk
020 7344 9230
07793 773 391

Pat Shaw

International Project Manager and
Administrator
pshaw@smtt.co.uk
020 7344 9260
07809 522 452

Ruta Aisthorpe

International Manager
raisthorpe@smtt.co.uk
020 7344 9231
07809 522 183

Sarah Thevenet

International Manager
sthevenet@smtt.co.uk
020 7344 9233
07809 522 181

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.

