



## Meet the Buyer 2015

12 May 2015  
Central London

**SMMT's 9<sup>th</sup> Meet the Buyer event will take place in partnership with UKTI's Automotive Investment Organisation (AIO) for a second year.**

SMMT and AIO will jointly host the 2015 event to support sourcing activities within the UK, and encourage inward investment in processes not currently supported within the UK.

Buyers at past events have included: Aisin Europe, Allard Motor Cars, Aston Martin, Brose, Faurecia, Ford, Lear Corp, Nissan and TATA Motors.

Please note that attendance to the event is **by invitation only** and to be considered for the event, you must register your interest via the online form:

<http://meetthebuyer.autosupplierfinder.com/>

The closing date for expression of interest is 13 March 2015.

### Exhibitions

Guarantee your opportunity to showcase your business to Meet the Buyer's targeted automotive audience by purchasing an exhibition space.

Spaces are 2x2m. Prices:  
**SMMT Member = £560 inc VAT**  
**Non-member = £960 inc VAT**

Spaces are likely to fill quickly so we would advise that you complete and return the attached booking form as soon as possible. If you have any questions please email [memberservices@smmt.co.uk](mailto:memberservices@smmt.co.uk)

## SMMT Open Forum

18 March 2015  
Leicester Tigers Rugby Club  
08:00 - 14:30

Leicester Tigers Rugby Club, Alystone Road, Leicester, LE2 7TR

SMMT is pleased to announce the next Open Forum event on **18 March at Leicester Tigers Rugby Club.**

Open Forum brings together around 350 attendees for a day of presentations focusing on industry progress and success stories. The event also offers excellent networking opportunities with leading senior figures from the automotive industry. We will be releasing the agenda shortly.

### Secure early bird tickets now:

SMMT member - **Free** (enter your membership number)  
SMMT non-member (early bird) - **£75**

The early bird discount of 25% is available until 6 February. [Click here to register.](#)

**Parking** is limited; therefore we would advise you to travel by train. SMMT has secured a limited amount of NCP on-site parking spaces which can be bought via the Eventbrite booking page.

When these places are full, alternative parking is available as follows:

- Leicester Tigers' onsite parking for up to 200 vehicles is available on a first come first served basis. SMMT cannot guarantee places will be available on the day.
- King Power Stadium (10 minute walk) estimated £3 per day, payable on arrival.

### Exhibition opportunity

Exhibiting at Open Forum gives you the opportunity to showcase your organisation to a targeted audience of senior automotive representatives. [Click here to download the booking form.](#) Please note that this will give you the opportunity to book exhibition space for multiple events including Meet the Buyer and Open Forum - October.

If you have any questions please email [memberservices@smmt.co.uk](mailto:memberservices@smmt.co.uk)

## SMMT Member Case Study - Parker Racor



Racor is a division of Parker Hannifin and are a global leader in fuel, air and oil filtration systems for internal combustion engines and fuel delivery.

Founded in 1969 Racor has a global presence and product lines include fuel filter water separators, high flow filter vessels, oil filter systems, automatic transmission filters, engine air filters, crankcase ventilation filter systems and many more customised OEM solutions. Racor has earned the confidence and respect of engine and equipment builders, owners and operators around the world. Leading edge technology and continuous innovation are designed into every system. In every configuration, at every flow rate, and in any operating environment, Racor is amongst the most trusted name in engine protection.

Racor has products to suit any market or application where an engine can be found such as truck, bus, on highway, off highway, marine, agriculture, construction and stationary power markets.

“Here at Racor we joined the SMMT primarily because we recognise the work they are doing to support and promote the UK automotive industry at home and abroad” stated Dave Pearce, Marketing Manager, Racor Filter Division Europe, “The opportunities that the SMMT creates for us through their seminar / briefings combined with services such as access to market information has proven invaluable”. [www.hcmeng.co.uk](http://www.hcmeng.co.uk)

#SMMTConnected



## #SMMTConnected

**QEII Conference Centre, London**

**26 March 2015**

With road trials about to begin in the UK imminently, connected vehicles represent one of the most exciting areas of innovation in automotive. SMMT will host a ground-breaking conference to look at the opportunities and challenges of connected vehicles.

The event's plenary sessions will include OEM and ministerial keynote speakers covering: the UK's global opportunity, the changing role of the vehicle, the UK as a centre of excellence and forging a partnership with government.

Planned stream sessions will cover the consumer, value chains, technology and policy, regulation and standards.

Tickets are now available for SMMT members, with an earlybird discount for bookings before 30 January.

Please [click here to book](#).

## Yusen Extends Relationship with Ford with Major LTL Win for Central Europe



### SMMT Member

Yusen Logistics has extended its long term working relationship with Ford of Europe's Material Planning and Logistics (MP&L) function by securing a major contract for multiple-geography less-than-truck-load collections in Central Europe.

Yusen Logistics began working with Ford in 2006, when it was chosen to operate Ford's Origin Distribution Centre (ODC) or cross-dock in Prague serving its European production plants with consolidated full loads of automotive parts originating in Central Europe. In 2010, Ford opened its second ODC in Budapest and this is also operated by Yusen Logistics.

In a multi-year contract Yusen Logistics now collects production parts and delivers reusable packaging from its ODC locations to over 240 suppliers spanning southern Poland, the Czech Republic, Slovakia, Austria, Hungary, Slovenia and Croatia.

John Mitchell, Head of the Automotive Vertical for Yusen Logistics Europe commented: "We are delighted with the award and the opportunity it provides to add value to Ford's supply chain. The award strengthens our automotive network in the region which can only be positive for customers, their suppliers and our suppliers alike."



## European Production Outlook and Economic Forecast 2015 – Free webinar

28 January 2015, 13:00 – 14:00

[Click here to register](#)

Ian Henry, the author of SMMT's Production Outlook Report, will co-host the webinar alongside SMMT's Chief Economist, Robert Baker.

Ian will provide you with an overview of the production figures from 2014 and his forecast for 2015. Robert will provide a projection of the economic activity to come over the next 12 months.

Panel –

Ian Henry, Director, AutoAnalysis

Robert Baker, Chief Economist, SMMT

Yung Tran, Head of Member Services and Business Improvement, SMMT

## Up coming SMMT member committee meetings

Policy Co-ordination Committee – 3 February  
Light Trailer and Trailer Equipment Section – 4 February  
Automotive Components Section – 6 March  
Aftermarket – 10 March  
Electric Vehicle Group – 12 March  
Commercial Vehicle Group -1 April

For more information please email [memberservices@smmt.co.uk](mailto:memberservices@smmt.co.uk)



## EVS 28, Korea 3 - 6 May 2015

Following the success of previous British Pavilions at EVS shows, SMMT will again organise a UK exhibiting group to the show. EVS28 presents a great opportunity for UK companies to showcase their latest products and innovative technologies to leading senior members of the International automotive manufacturing and engineering fraternity. The cost for a furnished stand on the UK Pavilion is £2,000 + VAT. Places are limited so we encourage you to book early to avoid disappointment. Contact Sarah Thevenet for full details [sthevenet@smmt.co.uk](mailto:sthevenet@smmt.co.uk) | 020 7344 9233

## SMMT marketing opportunities

SMMT is central to the motor industry and provides organisations with the opportunity to market their products/services to a targeted audience of key automotive representatives.

- **Exhibition opportunities** are available at numerous events throughout the year. SMMT members receive a discount, with prices starting from £250 + VAT.
- **Member case study** - this enables SMMT members to showcase their organisations to the wider automotive industry.
- **Member 'good news' story** – promote your latest investment news, product launches or company rebranding to the wider automotive industry.
- **Automotive Supplier Finder (ASF)** – having a profile on ASF will provide you with the opportunity to market your organisation directly to buying organisations. SMMT members receive a priority search listing.

For more information on any of these opportunities please contact Mairi Lucas at [memberservices@smmt.co.uk](mailto:memberservices@smmt.co.uk)

E-mail: [memberservices@smmt.co.uk](mailto:memberservices@smmt.co.uk)

Website: [www.smmt.co.uk/members-lounge/member-services](http://www.smmt.co.uk/members-lounge/member-services)

