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INTERNATIONAL BULLETIN

January 2013

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Editorial

David Crosson - Pune India, 9 January
Head of International, SMMT



I know we Brits do irony but its not just me who has dug a big hole for myself this month!

Since I wrote the Editorial last month I have been travelling extensively - in December first with an exhibitor group to Automechanika Shanghai, then back to UK for Christmas and now I write early January whilst in India with a group attending SIAT Pune – the things UK exporters do for our country, industry and airmiles!

You may recall I urged you all in my editorial last month to plan to avoid mishaps occurring whilst travelling – so those of you with a fine sense of irony will be interested to learn that I had immediately dug a big hole for myself that I then stepped right into because not only did I lose my passport whilst in China the night before I was scheduled to fly back but I also mislaid my laptop when I then eventually returned at Heathrow. Do what I say not what I do!

Fortunately, in part due to the action I had advised taking in my editorial, I was able both to return in time for Christmas get my laptop back but I have taken my warning to heart and now much to the amusement of colleagues I attach wallet and passport to myself bodily with a secure line and I have put business cards in with my mobile phone, in all my luggage, my laptop, passport and wallet – so if an item does go missing and does get picked up again by an honest

Samaritan as fortunately happened in both China and Heathrow there is at least some chance of them getting quickly in touch with me whilst I am still in country to hopefully let me know where they are and how to pick them up. Another tip – next time you are at the photocopier empty your credit cards etc from your wallet and take a quick copy of them all and then leave a copy away from your wallet, at home and in the office – it's then much easier to report contents of a lost wallet in detail rather than look vaguely at the police officer when completing the missing property report. And do report the loss to the police if you do not you may not be able to claim against insurance when you return.

As I have been flying therefore for hour upon hour gazing out of the window and looking down from 40,000 feet at our beautiful world it is remarkable how the traffic on the roads below seems never ending – day and night all over the world there are vehicles constantly on the move.

The number of cars on the world's roads surpassed one billion last year, according to a study that has spurred debate on what the rapidly-growing car population will mean for the world's economy and environment. But as I was lying wide awake at 3.00am this morning still trying to get my body clock in tune with local time but failing miserably, a sudden thought struck me. Forget the environment, forget the economy – if all these vehicles have a fuel tank and they fill up every week say –

how much gasoline / diesel in volume terms is being extracted each year from the ground and how big a hole is it leaving behind underground? Come now – don't tell me you have never woken up at 3.00 am with exactly the same thought?

Unfortunately having triggered the thought I could not then get back to sleep wondering if I had stumbled on an unrecognised global threat – are we all going to drop into a great big hole one day? Well we have the answer thanks to my insomnia and the instant and almost limitless information available wherever in the world you are via internet and search engines.

According to [a report from Ward's Auto released recently](#), the global number of cars exceeded 1.015 billion in 2010, jumping from 980 million the year before. Not surprisingly, China led the way in vehicle growth, with the number of cars on Chinese roads increasing by 27.5 per cent, amounting to half the entire global growth. It seemed that most of them were in Shanghai when I was trying to cross the road last month – and strangely they all seem to have now driven over to Delhi this week!

China now has the world's second largest car population, with 78 million vehicles and is now JLRs biggest sales market. The United States still constitutes by far the largest vehicle population in the world, with 239.8 million cars, the Ward's study reports but while China's car population has been exploding, the U.S. has seen a less than one per cent increase in its vehicle population, roughly in line with most developed economies. The OECD's International Transport Forum forecast that the number of cars

worldwide would reach 2.5 billion by 2050. The future growth is in China and India – hence why JLR is building assembly plants in both countries and why SMMT International is actively helping SMEs get a share of the business through exhibiting at trade shows in both countries.

But, back to the key issue - how big exactly is that hole I hear you ask? Searching the web I discover the average fuel tank to be 50 litres – 0.05 cubic metres. With the current 1 billion cars filling up say once a week that is 2,600,000,000 cubic metres of fuel extracted from the ground each year. That my friends leaves a very big hole somewhere under the ground. And if the vehicle parc does reach 2050 forecast levels it would double naturally to being a hole equivalent nearly to 5.2 cubic kilometers - each year!

So don't just worry about the economy and the environment you must now endeavour to tread carefully so we don't all fall into the big hole that we are making and is getting bigger each year left by the fuel we are putting in our tanks each year as the global vehicle parc continues to grow.

Fortunately the UK group is in India this week presenting a seminar on the new technologies the UK is developing to reduce fuel consumption so I look forward to these eminent engineers reassuring me so I can sleep more peacefully in future. So now I must stop Googling and shutdown the laptop, so I can try to get back to sleep and dream up something worthwhile to put in my Bulletin editorial this month.

Good night, Good morning, Good day wherever you are!

Key Dates



SMMT International Group Meetings

SMMT International Meetings for 2013

Customs and Tariffs Working Group:

Wednesday 13 March 2013

Wednesday 26 June 2013

Thursday 28 November 2013

International Business Group:

Tuesday 26 March 2013

Thursday 4 July 2013

Thursday 28 November 2013

Personal Export Sales Group:

Friday 21 June 2013

Friday 6 December 2013

International Business Group

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. There is no attendance fee. The next IBG (26 March) will have speakers on **Central and Eastern Europe**.

If you would like to attend IBG meetings next year, please contact Pat Shaw at pshaw@smtt.co.uk.

Customs & Tariffs Working Group Meeting

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. To register to attend please contact David Croxson at dcroxson@smtt.co.uk

Personal Export Sales Group Meeting

PESG provides a discussion forum for vehicle manufacturer Members and non-Members engaged in the sale export / import of vehicles from and to the UK subject to special registration and tax /duty rules for diplomatic and military personnel in global markets and to interface with relevant government departments and agencies to facilitate the administrative arrangements To register to attend please contact David Croxson at dcroxson@smtt.co.uk

SMMT International events

Book Now!

SMMT supported event

Germany, Stuttgart

Global Automotive Component Supplier Expo (GACSE)

4-6 June 2013

SMMT plans to return for a second year at GACSE with a prominent UK pavilion. The 2012 expo provided visitors with a unique opportunity to forge relationships with leading companies as well as discover new opportunities from all around the world with exhibits from approximately 60 countries. The automotive components show is held alongside Engine Expo, Automotive Interiors Expo and Vehicle Dynamics Expo, making **Global Automotive Components and Suppliers Expo** one of the largest, most comprehensive exhibitions dedicated to OEM opportunities in Europe.

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

Contact: David Croxson | **E-mail** dcroxson@smtt.co.uk | **Tel:** 0207 344 9230

SMMT supported event

Italy, Bologna

Autopromotec

22-26 May 2013

Autopromotec, held every two years in Bologna, Italy, is the most specialised international trade show for automotive equipment and aftermarket products held in Italy.

Sectors include quality spare parts, tyres and accessories, garage equipment and tooling, body & repair products, car wash equipment and diagnostics. SMMT took a successful delegation to the last event and are hoping for similar success in 2013..

As part of an exclusive offer to participating exhibitors, SMMT is offering free tours of the manufacturing plants to Ferrari, Lamborghini and Ducati

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SMMT supported event

Mexico

Supply Chain Business Visit to Mexico

July 2013

Automotive production in Mexico is poised for strong growth, on the back of a recovering North American market, and substantial local investments by global VM's and their tier 1 component suppliers. However, there are still significant capability gaps within the 2nd and 3rd tiers of the Mexican supply chain, which present good opportunities for UK component manufacturers.

SMMT will be working closely with UKTI on a project to help UK companies to understand and exploit these different business models. The programme will culminate in a targeted group visit to key automotive centres in Mexico, scheduled for July 2013.

The first step will be a free half-day (morning) **seminar, to be held at SMMT's London premises on Wednesday 13 February 2013**. Speakers will include the director of the Nuevo Leon automotive cluster and UKTI's own in-market expert.

To register for the seminar and to learn more about the Mexico programme

Contact: Pat Shaw, | **E-mail** pshaw@smmt.co.uk | **Tel:** 0207 344 9260



SMMT supported event

Russia, Moscow

Automechanika MIMS Moscow,

27 – 30 August 2013

SMMT in association with UKTI, is pleased to present the UK pavilion at Automechanika Moscow 2013, the largest automobile aftermarket show in Russia. MIMS and Automechanika Moscow now at one platform. This exhibition is the number one event in Russia for the international industry of automotive equipment, components and services.

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

**SMMT supported event****Spain, Barcelona****British Group at EVS27,****November 2013****Contact:** Pat Shaw| **E-mail** pshaw@smmt.co.uk | **Tel:** 0207 344 9260

The World Electric Vehicle Symposium & Exhibition (EVS27) is the premier world forum for all forms of low carbon vehicle technologies – and will next be staged in Barcelona following the highly successful EVS26 in Los Angeles. SMMT is again planning a co-ordinated programme of activities to promote British low carbon expertise and products to a global audience and our plans include a prominent UK pavilion within the exhibition hall, with individual exhibitor pods and shared refreshment and meeting areas, a technology showcase seminar, and a major networking event. We expect that there will be strong demand for spaces within the UK exhibitor group, and recommend early booking to secure your place.

**SMMT supported event****Turkey,****Automechanika Istanbul,****11 – 14 April 2013**

SMMT is organising a UK exhibitor group to Turkey's leading Automotive Trade Fair, covering all sections of the industry. If you are interested in exhibiting at the show, please contact Ruta Aisthorpe.

Contact: Ruta Aisthorpe | **E-mail:** raisthorpe@smmt.co.uk | **Tel:** 020 7344 9231**SMMT supported event****UAE, Dubai,****Automechanika Middle East****11-13 June 2013**<http://www.automechanikame.com>

SMMT will again be taking a group of companies to exhibit on a UK pavilion. Automechanika Middle East 2012 presented over 1,300 exhibitors from over 55 countries spread over 9 halls. With an increase of 21% in space over the last edition; the exhibition has the support of 32 international trade associations and the presence of 22 official country pavilions.

Contact: David Croxson| **E-mail** dcroxson@smmt.co.uk | **Tel:** 0207 344 9230

Trade Events




International events held UK

International Armoured Vehicles 2013

05 February 2013 - 08 February 2013

Location: FIVE, Farnborough, UK

 [Click here for more information about this event.](#)

 [Click here to register your interest in this event.](#)

Mexico - Supply Chain Opportunities in Mexico

SMMT Seminar with market experts

London,

13 February 2013 (morning)

There are many reasons for automotive component makers to be taking a fresh look at Mexico - a raft of recent VM investments in new assembly plants that place increasing pressure upon an already-stretched local supply chain, a geographical location and network of free-trade agreements that offers easy access to the North and Latin American markets, and a low-cost business environment that welcomes overseas partners.

In 2013, SMMT, in partnership with UKTI, is launching a new, structured programme to support UK companies in exploring these opportunities. The first step will be a free half-day (am) seminar, to be held at SMMT's London premises on Wednesday 13 February 2013. Speakers will include the director of the Nuevo Leon automotive cluster and UKTI's own in-market expert. There will also be the opportunity to hear about the second phase of the programme - a week-long business group visit to Mexico in July, featuring seminars and one-to-one business meetings in three key automotive centres in Mexico.

To register for the seminar and to learn more about the Mexico programme, please **Contact Pat Shaw at SMMT – tel. 020 7344 9260, email pshaw@smmt.co.uk**

South Korea - Opportunity Korea Week: Birmingham (Automotive, Fashion, Household Goods)

5 February 2013

The second event in Opportunity Korea Week, at Edgbaston Cricket Ground, Birmingham.

London Chamber International Overseas Trade Missions and Events 2013

Angola - Go Angola Business Networking Event

31 January 2013

At Central London venue tbc

Guest Speaker John Woodruffe, Head of UKTI, Luanda, Angola

This event will highlight the current opportunities in Angola and how your business can gain access to this exciting market. Angola is the third biggest market in sub-Saharan Africa and one of its fastest growing economies. Situated on the south-western coast of the continent, it is estimated that Angola will overtake Nigeria within the next ten years to be sub-Saharan Africa's leading oil producer. To register your interest in this multi-sector event please contact Ruma Deb, International Business Executive, T: +44 (0)20 7203 1949 or E: rdeb@londonchamber.co.uk

South Korea - Opportunity Korea

4 - 8 February 2013

<http://www.ukti.gov.uk/uktihome/item/404760.html>

Opportunity Korea will be a series of events and exhibitions run across the UK from 4 to 8 February 2013, highlighting the commercial opportunities for new exporters in South Korea. South Korea is the twelfth largest economy in the world. It is set to be the eighth largest contributor to global growth in the next five years.

To highlight the commercial opportunities that exist in Korea and how you can take advantage of them, UKTI will host a number of "Opportunity Korea" events in the UK:

- London - 4 February - Evening Reception and Ministerial Launch of "Opportunity Korea" at Lancaster House;
- Birmingham - 5 February - Edgbaston Cricket Ground;
- Manchester - 6 February - Etihad Stadium;
- Edinburgh - 7 February – Venue TBC

Each regional event will combine:

- Business briefings;
- Presentations;
- Seminars;
- Examples of Korean culture;
- Sector-specific breakout sessions;
- One-to-one sessions with companies experienced at doing business in Korea; and the opportunity to network with experienced exporters and the UKTI Seoul team.

For further information and to reserve your place, please visit www.opportunitykorea.ukti.gov.uk

Germany - Webinar on German light vehicle market forecast by Automotive World.com

Germany's Light Vehicle Market – Forecasts To 2017.

Wednesday 16 January 2013, 14.00 London

In this 30-minute webinar, Jonathan Storey, a management consultant and former OEM financial analyst with over 20 years' experience in the automotive industry, will provide unique insight into predicted light vehicle sales trends in Germany over the next five years. Information presented will include:

- Vehicle sales forecasts by OEM group and brand (2013-2017)
- Historic vehicle sales by OEM group and brand (2008-2012)
- Key indicators (GDP growth, private consumption growth, total domestic demand, unemployment rates, fuel prices etc.)

To register for this webinar please click on the link below:

<http://www.automotiveworld.com/webinars/germanys-light-vehicle-market-forecasts-to-2017/>

These webinars are available free of charge to AutomotiveWorld.com News & Analysis, Single User Site License, and Corporate Site License members. Non members can access the webinars for a small fee by clicking on the links provided above.

Trade Events

UKTI International Trade Missions

India - Construction Equipment Mission to India

5-13 February 2013

<http://www.ukti.gov.uk/uktihome/event/399100.html>

Event Organiser: UKTI Advanced Engineering

Location: Mumbai, India

Contact: Philip Bales

Tel: +44 (0)141 228 3643 Email: phil.bales@uktradeinvest.gov.uk

Organisation: TD - Events - Advanced Engineering

Organised to coincide with the International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles, this mission will include meet the buyer events, factory visits and networking activity and is aimed at UK companies involved in the construction equipment sector from OEMs to component suppliers and service companies.

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

11– 15 March 2013

<http://www.ukti.gov.uk/uktihome/event/404021.html>

UKTI are leading a Market Visit to Mexico in March 2013 to give UK companies a chance to explore two key growth markets in North America: Mexico City and Guadalajara.

Event Organiser: UKTI South East/ UKTI London

Location: Mexico

Main Contact: Events Team

Email: overseas.events@uktisoutheast.com

Organisation: UKTI Team South East - Regional Team

Following several successful Market Visits and to help you find out more about the opportunities, UK Trade & Investment (UKTI) South East and London regions are leading a Market Visit to Mexico. This visit gives companies a chance to explore two key growth markets in North America: Mexico City and Guadalajara.

Eligibility Criteria: Companies must be a small or medium enterprise (SME) based in South East and London and must have been trading for a minimum of 12 months.

Costs: There is an administration fee of £250 (+ VAT). Costs for flights, accommodation in the designated group hotel and in-market activities to be covered by the companies.

[Download the Mission flyer](#)

To book a place: email: overseas.events@uktisoutheast.com

India - Construction Equipment Mission to India

5 February 2013

Join this mission in February 2013 and find out about opportunities in the Indian market.

Italy – Motorsport Expotech (Automotive)

1 February 2013

Motorsport Expotech is an important event for the motorsport sector

Mexico – Expo Manufacturing 2013 (Multi Sector) Monterrey

5-7 February 2013

The most important international business forum for the processing and manufacturing industry in Northern Mexico, it will integrate new technologies and offer the latest innovations

Russia - Visit to UK by Moscow City Hall Transport Authority

1 March 2013

Opportunity for UK companies to meet-decision makers from Moscow Government and introduce their products and services to the delegates during an inward mission in March 2013.

Russia - AutoInvest 2013 (Automotive) Moscow

13 February 2013

UKTI Russia is looking to organise a mission for UK companies seeking to attend this event in St Petersburg in February 2013.

For more info please contact Svetlana Bukanova (Bondarko), UK Trade & Investment, British Embassy, Moscow 121099, Tel: +7 (495) 956 7452, e-mail: Svetlana.Bukanova@fco.gov.uk

Libya - Trade Mission to Tripoli, Libya

25 - 27 February 2013

The Libyan economy has started to open up again and is predicted to grow at an average rate of almost 14% a year between 2012 and 2016. To register your interest in this multi-sector event please contact Julia Perez, International Business Intern, T: +44 (0)20 7203 1839 or E: ibintern@londonchamber.co.uk (

ibintern@londonchamber.co.uk?subject=Libya%20Trade%20Mission). Supported by (<http://londonchambernewsletters.co.uk/HIE-15S0B-2OL41F-GJGQZ-0/c.aspx>)

Uganda and Tanzania Trade Mission to East Africa:

18 - 22 March 2013

Kampala and Dar es Salaam

This flagship trade mission is an established part of LCCI's annual programme of international activities. Many companies use this mission as an integral part of their export strategy for expansion into Africa.

To register your interest in this multi-sector event please contact Ruma Deb, International Business Executive, T: +44 (0)20 7203 1949 or E: rdeb@londonchamber.co.uk.

MIA Motorsport Industry Association

International Overseas Events

Germany, Cologne

Professional Motorsport World

12 – 14 November 2013

[Click here to register your interest in this event.](#)

Italy, Modena,

Business Development Visit to Modena and Motorsport ExpoTech 2013

29 January 2013 -1 February 2013

[Click here for more information about this event.](#)

[Click here to register for this event.](#)

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Italy, Modena**Support Package to showcase your products at Motorsport ExpoTech Show 2013****31 January 2013 - 1 February 2013**[Click here for more information about this event.](#)[Click here to register for this event.](#)**USA****Business Development Visit to Charlotte, Indianapolis & West Coast****17 May 2013****Location:** Charlotte NC, Indianapolis IN, West Coast USA[Click here for more information about this event.](#)[Click here to register your interest in this event.](#)**USA****Off-Road Suppliers' Expo at Parker 425****30 January 2013 - 3 February 2013****Location:** Blue Water Resort & Casino, Parker AZ, USA[Click here for more information about this event.](#)[Click here to register for this event.](#)**USA****SEMA Show 2013****5 – 8 November 2013****Location:** Las Vegas Convention Center, Las Vegas, Nevada[Click here to register your interest in this event.](#)

The Middle East Association**International Overseas Events**

All MEA missions are multi-sector**Bahrain****Trade Mission to Manama,****28-31 January**

Iraqi Kurdistan**Trade Mission to Erbil & Duhok,****24 February-1 March****Lebanon Trade Mission to Beirut,****4-7 June****Libya****Trade Mission to Tripoli,****3-7 March****Oman****Trade Mission to Muscat,****17-20 February****Qatar****Trade Mission to Doha,****25-28 March**

For more information contact Ruari Cahill

Ruari Cahill**The Middle East Association**

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Trade Events



International events held abroad (Listed by country)

Below is a selection of key automotive events in the next 12 months. For an even more extensive range of events visit: www.biztradeshows.com/automotive.

Australia,

Australian Aftermarket Expo

11 – 13 April 2013 Sydney

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

The Australian Auto Aftermarket Expo and co-located Collision Repair Expo held at the Melbourne Exhibition Centre from 12 to 14 May exceeded expectations by attracting 12,625 trade visitors to the largest aftermarket trade show held in the Victorian capital. Most of the 10,000 people who registered as Australian Auto Aftermarket Expo visitors were also educated and entertained by the co-located Collision Repair Expo.

There are separate organising committees responsible for the two Expos (one representing the aftermarket accessories, equipment and parts sector, and the other representing the collision repair industry) and both Expos are co-ordinated for the industry by the Australian Automotive Aftermarket Association (AAAA).

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

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

Hungary,

AutoSEE (South East Europe)

14 - 15 May, 2013 | Budapest, Hungary

Organized by InterContinental Bucharest at Bucharest, Ilfov, Romania, the AutoSEE (South East Europe) is characterized as one of the most featured exhibition which displays various items/services of the automobile industry sector. AutoSEE is the leading production, sourcing and supply chain event for the automotive sector bringing together an audience of senior executives from Czech Republic, Slovak Republic, Poland, Serbia, Hungary and Romania with this year a special focus on new business developments in Hungary.

The 2 day conference is taking place at the Novotel Centrum, Budapest on 14 -15 May 2013 with 3 site visits to Videoton, Knorr-Bremse and Audi on 14th and 17th May.

**Iran,
4th Erbil Autoshow**

7 - 10 March 2013

Following the success of first, second, and third Erbil Autoshow in 2010,2011 and 2012 at Erbil International Fairground, the 4th Erbil Autoshow International Automobile, Automotive, Commercial Vehicles and Spare Parts Exhibition will provide an excellent platform for regional and overseas auto manufacturers to widely promote materials, technology, products and services to the experts from the global automotive industry and prospective clients. For further information visit: www.erbilautoshow.com

Contact:

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**Japan,
International Auto After market Expo.**

13-15 March 2013

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

The 11th International Auto After market EXPO 2013 is to be held at the Tokyo Big Sight. Organised by The International Auto Aftermarket Expo Steering Committee and supported by a wide range of Japanese trade associations and Government agencies including Ministry Of Economy, Trade and Industry, JAMA and JETRO.

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

**Japan
JSAE Automotive Engineering Expo 2013,
Yokohama**

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

Poland
Motor Show Poznan
4 -7 April 2013

<http://www.motorshow.pl/en/>

Motor Show Poznan is a major trade show which brings together the best models of cars and vehicles under one roof. The event will present special sessions for VIPs, such as the VIP Motor Show day and Motor Show VIP night. The event has special discounted rates for families, which should encourage families to come along with motor enthusiasts.

Poland
Auto Moto Show-Sosnowiec
14 - 16 June, 2013 | Sosnowiec, Poland

Auto Moto Show-Sosnowiec is a premier exhibition on automotive equipments, parts, components, accessories, technologies and services related to the automotive industry. The event will offer a perfect market place for international and local manufacturers & suppliers to showcase their latest products & services to potential buyers in Katowice.

Visitor profile: Decision Makers from Manufacturing & Processing Industries, Engineering, R & D and Products Development, Vehicle & Auto Parts Traders & Distributors, Automotive Workshops, Petrol Companies & Stations, Automotive R&D Service Providers, System Integrators & Consultants, Automotive Business Investors and Entrepreneurs, Agents, Importers, Exporters and Wholesalers.

Russia
AutoInvest , St. Petersburg, Russia
13-15 February, 2013

Web-site: <http://eng.autoinvest-russia.ru/>

More than six years in a row, «AutoInvest®», International Conference on Investment Attraction to Automotive Component Industry, gathers representatives of Russian and international automotive industry, public authorities, financial institutions, and leading industry associations.

For more information how to exhibit please contact Ruta Aisthorpe on raisthorpe@smtt.co.uk or Olga Makarchuk Team Leader, British Consulate General St.Petersburg; Tel: +7 812 320 3223; Email: Olga.Makarchuk@fco.gov.uk

Russia
16th Russian Automotive Forum, World Trade Centre Moscow, Russia
9-11 April, 2013

Web-site: <http://www.adamsmithconferences.com/event/automotive-industry-russia>

One of the distinctive features of the upcoming Russian Automotive Forum in 2013 will be the first ever organised in Russia specialised exhibition dedicated to OEMs and their suppliers, including Tier 1, 2 and 3, as well as government authorities, industrial parks, service providers and equipment manufacturers. The specialised exhibition will provide even more opportunities for constructive and successful dialogue between all participants of the forum and will demonstrate achievements of over 100 exhibitors from 30 countries.

For more information how to exhibit please contact Kamran Mehdiyev on +44 (0) 20 7017 6795 or kamran.mehdiyev@informa.com

South Korea

KOAA Show Seol

14 -15 November 2013

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

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

Mexico: Expo Manufacturing 2013

Monterrey

5- 7 February 2013

Expo Manufacturing is the leading multi-sectoral exhibition and business forum in northern Mexico, offering a showcase for specialised tools, machinery, materials, processes and business solutions in the assembly, engineering and metal-working industries. It is expected to attract more than 300 international and domestic exhibitors and over 9,000 professional visitors.

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

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

Further information can be obtained from :

Ms Alejandra Rodriguez

Trade & Investment Officer

British Consulate Monterrey

Tel +52 81 8356 5359 Email arodrigues@ukconsulate.org

South Africa

Automechanika Johannesburg

8-11 May 2013

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

Last time more than 400 companies put on indoor and outdoor displays that covered a gross display area of 18,500m², making it the biggest inaugural Automechanika aftermarket trade fair since the brand went global 13 years ago. Parts and systems, accessories and tuning, repair and maintenance, IT and Tuning, Safari and off-road vehicles.

Taiwan
EV TAIWAN 2013
The third Taiwan International Electric Vehicle Show
10-13 April 2013

Taiwan has accumulated a vast pool of experience, knowledge and advantages from its highly developed ICT which it is bringing to the race to create green technologies.

In 2013, EV Taiwan joins all the strengths of domestic manufacturers showcasing their latest products and EV technologies for the emerging electric vehicle industry.

EV Taiwan held with Motorcycle Taiwan, Taiwan AMPA and AutoTronics Taipei, is a key event that aims to give buyers the best of Taiwan's vertical integrated vehicle industry.

In 2012, in conjunction with Motorcycle Taiwan, 716 visitors attended - 31% from Japan, 8% each from USA and China, Malaysia 5%, Philippines, Hong Kong, Indonesia 3% each and Singapore, Australia and Brazil 2% each with 32% others from a range of different countries.

The Taiwan EV show features: Electric Vehicles (e-cars, e-motorcycles, e-scooters, other e-vehicles), Drive and Motor Systems, Energy Storage Technology, Energy & Recharging Infrastructure, Test Systems & Services

There will be an International forum, Test rides, New product launches, Procurement Meetings, Opening Ceremony, etc organized by The Bureau of Foreign Trade, Ministry of Economic Affairs (MOEA), Taiwan External Trade Development Council (TAITRA), Taiwan Electrical and Electronic Manufacturers' Association (TEEMA) and Taiwan Transportation Vehicle Manufacturers Association (TTVMA).

Industry Support Initiatives

Helping you do business



Support from The Foreign and Commonwealth Office

[The FCO's Business Charter](#), outlines the support the FCO will provide to British businesses, helping them to identify and pursue new opportunities overseas, manage risks and build relationships with the right foreign decision-makers. You can find contacts for UKTI teams based overseas on the relevant [Embassy or High Commission website](#) and more information on support available to UK businesses and overseas companies looking to do business in the UK on the [UKTI website](#).

Translation Services from Birmingham Chamber of Commerce

The right translation provider will give you the confidence to export and operate on an international level, but only if you do your research first! Choose one that you can trust and make sure they fully understand your requirements and have expertise in your field.

Ask the right questions

- What is the charge per 500/1000 words?
- What is the turnaround time?
- Are all translators qualified? What qualifications do they have?
- Does the translation include proof-reading?
- If your translation is sector specific or technical, does the translator have experience in the subject matter?
- What format do they propose to return the translation in?
- Is payment for the translation required beforehand or afterwards?

Please rest assured that we are clear about our charges. Our translators are highly qualified, only translate into their mother tongue and have technical and sector specific knowledge. Proofreading is included and payment is only expected after delivery. Your translation will be presented in a format that suits you.

Please email your enquiries to Daniella Gause, together with any documents for assessment to translations@birmingham-chamber.com or call 0121 607 1887 if you would like to discuss.

International Business Opportunities



Canada – Partnering for Manufacturing Facility In Canada

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/420100.html>

An entrepreneur is interested in acquiring/starting-up/partnering, as CEO, a British company aiming to reach a turnover of £13 to £130 million in the North American market. The Canadian entrepreneur is a former VP of a multinational company.

The entrepreneur is interested in acquiring or investing in, helping set-up and running a manufacturing facility in Quebec, for a European company looking to expand into North America. Future turnover would be in the range of £13 to £130 million (annually).

Entrepreneur's background includes extensive experience in the advanced manufacturing sector (in Canada and the US). Experience in product development, manufacturing, supply chain management and sales/marketing. Sectors of interest are: clean tech (solar power), electric vehicles, water treatment equipment. This business opportunity represents an excellent route into the market, through direct investment from a Canadian entrepreneur, who has extensive experience in manufacturing, product development and sales/marketing.

Colombia - Spare Parts for Articulated Buses

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/416080.html>

Colombian company is seeking spare parts for articulated buses, especially the brakes, with the aim of developing a long-term relationship with a /manufacturerdistributor.

The company is looking for SCANIA, VOLVO, MERCEDES BENZ spare parts for articulated buses; this customer is looking to build a long-term relationship with manufacturers and/or distributors particularly for the brakes spare parts.

They are looking for brands like Knorr-bremse or WABCO.

France – Sealing Solutions

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/423460.html>

Sealants are needed for use in the automotive sector.

French automotive OEM is looking for sealing solutions for a fluid management system. The sealing solutions should be able to withstand 4 bars absolute pressure, at a temperature of 230°C, of a shaft rotating at 70 000 rpm.

Germany - Commission Agency for Automotive Technical Products

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/423960.html>

Seeks UK Automotive Suppliers

German commission agency is looking for UK automotive suppliers specialising in toolmaking for castings and forgings. The company delivers to OEMs and Tier 1 and 2 suppliers, and has warehouses located in Baden-Wuerttemberg, Bavaria and Saxony. Sales agent is looking to hear from UK automotive suppliers. Their clients are OEMs and Tier 1 and 2 suppliers from all over Germany, and they are interested in **components** used in automobile production. Of particular interest are toolmakers for castings and forgings, pressed parts, plastic housings etc. This could be an interesting opportunity to work with an agent based in south-west Germany. Communication in English is not a problem.

Germany - Experienced Agent in Stuttgart Area Seeking UK Automotive Suppliers

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/423860.html>

Agency with good contacts in automotive and manufacturing industry is interested in working with UK suppliers. This agency can help both new, as well as experienced exporters to enter or further develop the German market.

The agent has good contacts in the automotive and manufacturing industries – Germany wide, but also in Austria and Switzerland. UK suppliers looking to export into Germany, with a special focus on automotive and neighbouring sectors, could benefit from the market knowledge, advice and contacts of this agent.

The agent covers a broad range of products, e.g. machined parts, valves etc. His strategy is to help UK companies establish business relationships with 4 – 5 German clients in the first two years, which would then continue to prosper in the long-term.

Germany – Sales Agent Looking to Represent UK Automotive Component Companies

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/423840.html>

Agent with 25 years' experience in the German market looking to represent UK companies in the automotive sector in Germany.

Experienced agent with thorough knowledge of German market is looking for UK companies searching for a representative in Germany. The agent is fluent in English and has a comprehensive understanding of the automotive industry and its sales channels.

In the automotive industry, he has previously covered products that fall in the following categories: restraint systems; comfort systems; power train and after market.

This could be an interesting opportunity for SMEs looking to dip into the German market, as well as those looking for a new agent.

Germany - Vehicle Tyre Disinfection Mats and Cleanroom Mats

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/426380.html>

Distributor of industrial mats seeks supplier of vehicle tyre disinfection mats and cleanroom mats.

Large German distributor of industrial mats to car manufacturers, the food processing industry as well as the electronic sector is seeking a British supplier of vehicle tyre disinfection mats as well as cleanroom mats to widen their range.

For further information **register your interest** via the link below to contact the UKTI's Team based in Berlin

Response deadline: 31/01/2013

Guyana – Bedford MJ 4x4 Trucks X 2 Required

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/427340.html>

A Guyana-based individual is interested in purchasing two Bedford MJ 4x4

Guyana-based individual has interest in starting an urban-rural transport business with the purchase of two Bedford MJ 4x4 trucks manufactured in the period 1980 -1984

Register your interest in the opportunity by clicking on the link below. UKTI Guyana team will be able to provide contact details of the potential buyer

Opportunity Type: General Procurement

Response deadline: 18/01/2013

Deadline: 31/01/2013

Hungary - 40 Low Floor Buses

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/410220.html>

Tender for purchase of 15+25 used solo buses.

Hungarian organisation would like to buy 15+25 used solo buses. The vehicles should be no older than 10 years and fitted with a Euro3 engine. The maximum allowed mileage is 400-600.000 km.

The applicants are requested to send in their offers in Hungarian. The tender documentation contains the full specification.

Hungary - 30 Low Floor Buses

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/410020.html>

Tender for purchase of 30 low floor buses (articulated).

Hungarian organisation would like to buy 30 (20+50%) used articulated buses. The vehicles should be no older than 12 years and fitted with an Euro2 engine. The maximum allowed mileage is 400-600 000 km.

The applicants are requested to send in their offers in Hungarian.

India - Joint Venture for Automotive Exhaust Systems

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/426660.html>

An Indian company which manufactures after market exhaust systems for two wheeler vehicles is interested in a joint venture With UK company looking to enter the Indian market, preferably in cars and heavy commercial vehicles.

The Indian automotive market is growing at over 15% PA and is likely to be a 20 million car market by 2020. Currently India produces around 15.5 Mn two-wheelers, 3.1 Mn Passenger Cars and 911000 commercial vehicles. This market is likely to grow 3-5 time in next 7 years, which clearly outlines the opportunity both in OEM and after-market. The Indian company has all the basic infrastructure like pipe bending, shearing and electroplating facilities. They have around 30% spare capacity to cater to the proposed JV.

Opportunity Type: General Procurement

Response deadline: 28/02/2013

Deadline: 31/03/2013

India – Prototyping for engines and transmissions

Mahindra and Mahindra Ltd is interested in getting in touch with UK companies doing prototyping for engines and transmissions.

This enquiry has been received by SMMT during SIAT Expo held in Pune last week.

If you are interested, please contact Sarah Thevenet – sthevenet@smmt.co.uk - who will put you in touch with the relevant representative at Mahindra.

Mexico - Stamped Parts

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/422140.html>

Opportunities for UK suppliers of stamped parts in Mexico's automotive sector where shortages have been identified.

According to a study by the Mexican trade promotion organization, ProMexico, the national automotive industry lacks stamped parts and components.

Stamped parts imports in the automotive hub of Mexico's north-eastern region were in 2011 of US\$29,735,916 accounting for 16% of all imports. The assembly plants in the country are struggling to source these products locally.

USA - New Dynamometer Pit

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/421840.html>

Laboratory is upgrading 4WD testing facility for new dynamometer technology.

Laboratory conducts vehicle emissions testing in support of mobile source control programs. The laboratory is in the process of upgrading one of its test cells with a medium-duty four-wheel drive (4WD) dynamometer to test a wide range of vehicles, including front-wheel drive, rear-wheel drive, four-wheel drive and allwheel drive with the full range of powertrain technologies. The lab is seeking qualified contractors to bid on the modification of Test Cell No. 2 to accommodate the installation of the new 4WD dynamometer.

Mexico- Electrical Systems for Automotive Sector

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/419820.html>

Mexican automotive industry lacks suppliers of electrical systems for passenger vehicles.

AMIA, Mexico's largest automotive trade association, documents a shortage of electrical systems' suppliers in Mexico for the country's booming automotive industry (Mexico is now 8th largest world passenger vehicle producer).

The total amount for electric system imports in the north east of Mexico during 2011 is above US\$26,405,300 accounting for a little more of 14% of all automotive imports to the area. AMIA calculates that this figure may well be above a 100 million for the whole country.

Currently, automotive OEM's and Tier1's in Mexico source these products from abroad incurring in high logistical costs and longer delivery periods. British suppliers of such components are prompted to get in touch with UKTI in Mexico for support in contacting main potential customers.

Mexico - Fasteners and Extruded Plastic

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/420800.html>

Mexico's national automotive industry lacks suppliers of automotive fasteners and extruded plastic parts offering opportunities for UK suppliers.

The State of Nuevo Leon accounts for over 8% of the total national automotive industry's GDP. 20% of the auto parts manufacturers in the country are located in the state, making it one of the seven states manufacturing most auto parts.

The imports of Fasteners within the state of Nuevo Leon amounted during 2011 to a total of US\$9,585,747 accounting only for 5% of all automotive imports. Importation of extruded plastic components amounted to US\$2,730,947.

A recent study conducted by the regional automotive cluster states that there is high demand but virtually no local supply of these types of components in Mexico. Currently, automotive companies rely on international suppliers for these products. The study shows the advantages for UK suppliers looking to set up a local manufacturing facility thus diminishing retail cost and facilitating procurement for the local industry.

UKTI can help British suppliers of these products in contacting key players inside the industry, approaching potential customers and exploring possibilities of market expansion.

Mexico - Small And Medium Forgings and Equipment

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/419260.html>

Mexican industry lacks suppliers of small and medium forgings, and are relying on the importation of these products from international suppliers offering potential opportunities to UK companies.

The State of Nuevo Leon accounts for over 8% of the total national automotive industry's GDP. 20% of the auto parts manufacturers in the country are located in the state, making it one of the seven states manufacturing most auto parts. The local automotive cluster is the most active in the country and actively works with the largest national trade organisations, government bodies and private industry.

The Small and Medium Forge imports within the state of Nuevo Leon represented an annual amount of US\$57,052,201.00, accounting for 31% of all imports related to the automotive sector in the region.

According to the Automotive Cluster of Nuevo Leon, the procurement of small and medium sized forgings represents a challenge for the local industry, and their member companies are constantly looking for suppliers of these parts, representing an opportunity for British companies.

Mexico - Plastic Mouldings and Components for Automotive Sector

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/418941.html>

The Mexican automotive industry has a major supply chain gap in plastic mouldings. About a fifth of the auto parts' manufacturers in the country are located in the State of Nuevo León, making the state one of the top manufacturing hubs in the auto-parts sector.

The imports of plastic mouldings within the state of Nuevo León represented a total amount of US\$16,684,580 in 2011 accounting for 9% of global imports to the state. This gap is not restricted to the region and is, actually, an indicator of a national supply chain gap.

Mexico - Automotive Resins

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/418720.html>

Local industry lacks suppliers of automotive resins and are currently relying on the importation of these products from international suppliers offering opportunities for UK companies.

Imports of automotive resins in the northern hubs of the country reached a total of US\$22,285,773 in 2011.

AMIA (the largest automotive trade association in Mexico) states that the amount for the whole country is close to the 100 million USD. Automotive resin manufacturers in the UK are prompted to seize these opportunities. UKTI can support your company by liaising with AMIA and, with their help, channel this business opportunity with potential customers inside the country.

Mexico - Stamping Tools And Dyes

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/418680.html>

Mexico's automotive industry lacks suppliers of stamping tools and dyes offering opportunities for UK companies.

Mexico's largest organized automotive cluster has released a research report identifying capability gaps for the automotive industry inside the state. The Northern State of Nuevo León accounts for over 8% of the total national automotive industry's GDP and 20% of the auto parts manufacturers in the country are located in the state. It is also a top 3 location for automotive Tier1's making it one of the most active manufacturing states in the country.

The imports of stamping tools and dies within the state of Nuevo León represented a total amount of US\$ 6,781,592.43 in 2011 accounting for 3.7% of all imports to the region. According to this research, stamping tools are now being sourced from the UK, Germany, the US and Japan. However, there is high demand and a considerable supply shortage not only in the region but in the whole country with OEM's and Tier1's dealing directly with the manufacturers of these equipments in most cases, which represents an opportunity for British suppliers.

Poland - Firefighting Vehicles

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/417000.html>

Contract notice for supply of firefighting vehicles for Municipality of Niedrzwica.

The Municipality of Niedrzwica is looking for new firefighting vehicles, though no other information is available at this time.

Russia - Diesel Engine Development for High Performance Car

A high-performance car-manufacturer is looking to invest in development of diesel engines V6 or V8.

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/418921.html>

A high-performance car-manufacturer is looking to partner with the companies developing V6 or V8 diesel engines with the displacement not less than 4.0 L. The company is ready to invest in the development of such engines both at the early stages of development and to the existing projects with the view of getting the IP rights for the product.

The company was established back to 2007 and currently entering the European market with its first model. The 2-seated mid-engine supercharged car represents latest technical know-how and the advanced design. Expected annual volume is 500 cars a year. SOP is planned for 2013. Any British suppliers interested in this opportunity in touch with local companies.

Switzerland - Public Transport Buses

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/427360.html>

A regional Swiss transport company seeks to purchase 10 standard low floor, diesel, city and regional buses and a further range of buses, different in model and size.

The interested party must be able to deliver 5 regional buses by the middle of November 2013 and 5 city buses by the beginning of January 2014.

The rest of the buses should be provided in stages throughout 2014. The buses should fulfil Euro 6 criteria. This Swiss transport company are interested in providing buses that are competitive in price, that address the environment, that are spacious and that can be serviced after the sale.

USA - Commercial Development Opportunity for New Technology

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/426520.html>

University researchers have developed a laser assisted machining system for ceramics and hard materials.

With this new technology multiple computer controlled laser beams effectively control the distribution of thermal energy, thereby improving material removal rate while achieving surface quality equivalent to, or better than, conventional grinding methods to achieve final dimensional tolerances on the order of parts per million. The university is currently looking for commercial development partners.

USA - Commercial Development Opportunity

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/425240.html>

University researchers have developed a novel photoconductivity decay measurement system.

This invention provides a nondestructive, contactless means to measure the recombination of lifetime of a wide range of semiconducting and photoconducting materials. The device exceeds the performance and range of applicability of existing commercial products. It utilizes a novel system of radio frequency coils that allow for rapid data acquisition time with no contact of the sensitive photovoltaic material. The University is searching for licensees to market, manufacture and sell this new technology.

Potential Areas of Application

- Photovoltaic industry
- Microelectronic industry
- Optoelectronic industry

Main Advantages of this Invention

- Fast data acquisition time.
- Provides a non-destructive means of measuring the lifetime of materials
- Performance exceeds those of current methods
- Has a greater range of applicability than the current method

USA - Battery Technology Commercial Development Opportunity

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/425300.html>

University researchers have developed Lithium-ion battery cathode materials with enhanced performance.

University researchers have engineered a cathode material that substitutes the majority of the cobalt in LiCoO₂ with a combination of manganese and nickel, which lowers the cost by using less expensive components and a simpler synthesis method.

In addition, the use of advanced metal oxide coating techniques further enhance the performance of these cathodes by decreasing Irreversible Capacity Loss (ICL) and increasing their charge capacity and safety characteristics..

Unlike most battery technologies emerging from universities, this invention may be immediately inserted into existing lithium-ion battery architectures. In laboratory conditions, batteries utilizing this new LiWNiMnCoZrO_2 cathode material have displayed extremely high capacities (248.2 mAh/g in the voltage range of 4.6-2.0 V). As this technology partially replaces cobalt with manganese, material costs for the cathode are decreased as compared to LiCoO_2 . These properties may be further optimized by fine-tuning of the exact cathode composition and use of dopants and surface coatings. This cathode material is ready to be integrated into existing lithium-ion batteries and tested at scale. The University is currently searching for commercial licensing opportunities.

Opportunity Type: General Procurement

Response deadline: 28/03/2013

Deadline: 31/03/2013

USA - Commercial Opportunity for Composite Technology

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/424260.html>

University researchers have developed a process for preparing Palladium alloy composite membranes

This invention describes a method for producing Palladium alloy composite membranes that are useful in applications that involve the need to separate hydrogen from a gas mixture. In the main invention, a Pd alloy composite membrane is realized in which the Pd alloy film is 1 μm or less in thickness and resistant to poisoning by sulfide compounds. Further, the Pd alloy composite membranes are applied to a number of applications, such a fuel reforming.

Potential Areas of Application

- Fuel cell application
- Hydrogenation and Dehydrogenation reactions
- Hydrocarbon reforming and coal gasification

Main Advantages of this Invention

- Resistant to H_2S poisoning
- Higher hydrogen flux due to thinner membrane than other Pd alloy membranes
- Cost savings also because of thinner membrane

Opportunity Type: General Procurement

Response deadline: 29/03/2013

Deadline: 31/03/2013

USA - University Licensing Opportunity

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/424280.html>

University researchers have developed a process to recycle end of life CdTe modules and manufacturing scrap

This invention reports a novel method for recycling of thin film Cadmium Telluride photovoltaic modules at the end of their life, and manufacturing scrap. This process allows for minimum glass fine generation, requires little or no acid compared to other methods, and generates a pure cadmium and tellurium product at recoveries in excess of 80 percent. In addition, the process allows for the recovery of a clean soda-lime plate glass product.

Potential Areas of Application

- Photovoltaic recycling
- Reapplication of recovered Cadmium Telluride

Main Advantages of this Invention

- Eighty percent yield
- Little to no acid needed
- Solves technical concerns of current system

The university is currently searching for licensee to market, manufacture and sell this technology.

Opportunity Type: General Procurement

Response deadline: 28/03/2013

Deadline: 31/03/2013

USA - University Licensing Opportunity

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive/businessopportunity/424300.html>

University researchers have developed an all-optically prepared and controlled nematic liquid crystal light valve

This device acts as an optical switch that controls the intensity of a light beam through the action of a second control beam. This behavior is achieved through photo-induced anisotropy that develops in a monomolecular layer coating the inside surfaces of a liquid crystal cell. One of these surfaces is permanently aligned prior to assembly, while the other surface retains reversible behavior, adopting anisotropy according to the orientation of the polarization of the control beam. The device is the first of its kind, in which both control surfaces contain the same molecule. The different behaviors on these surfaces are achieved according to the processing conditions. The university is currently searching for licensees to market, manufacture, and sell this technology.

Potential Areas of Application

- High-resolution microdisplays
- Optical memory
- Optical switching for optical beam control
- Main element in all-optical computer

Main Advantages of this Invention

- Display manufacturing without contact to window surfaces
- Doesn't rely on contact-rubbing methods
- Simple, reliable and low cost.

Opportunity Type: General Procurement

Response deadline: 28/03/2013

Deadline: 31/03/2013

USA - Metallic Foam Commercial Development Opportunity

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/414500.html>

University researchers have developed a method of machining metallic foam, with applications in the automotive and aerospace industries.

Researchers are in search of licensing partners for a new metallic foam cutting technology. This technology is a process of cutting metallic foams using conventional cutting methods without the typical problem of smeared surfaces. When a conventional machining approach is used with metallic foams the surface of the material smears causing the surface pores of the foam to close. With the new technology, the foam pores remain open and are not smeared. This technology has been tested with rapid prototyping and machining technologies in the laboratory to illustrate the ability to go from a CAD representation to an intricately machined metallic foam part. This technology can be applied to both open and closed cell metallic foams. Metallic foams are classified as metal matrix composites. This technology is currently at the Pilot/Pre-Commercial development stage and a US Patent application has been filed.

USA - 3D Measurement Commercial Development

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/413920.html>

Innovative hybrid model for 3D shape measurement licensing opportunity

University researchers have developed a hybrid model for 3D shape measurement. The hybrid model is based on structured lighting techniques whereby a novel hybrid phase-shifting algorithm is used for 3D reconstruction, which enables absolute position measurement at very high resolution. High speed is achieved by using a modified digital light processing projector that allows for sequential bit-by-bit binary image projection. Since this technology is able to increase measurement speed, expand the measurement range, and increase measurement capabilities using low cost components it is suitable for a wide range of commercial and industrial applications. This technology addresses machine vision commercial markets such as manufacturing automation, non-destructive evaluation, medical sciences, entertainment, and homeland security. The development status of this technology is currently at the Prototype/Proof of Concept stage, and a US patent application has been filed. The university is currently in search of licensing partners to contribute to the commercialisation of this measurement technology.

St Lucia - Fire Fighting Vehicles

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/414120.html> **The Government is looking to purchase two 380-400 HP Engine Domestic Fire Fighting Vehicles.**

This is an invitation for manufacturers or suppliers to bid for the supply of fire appliances.

India - Procurement Of Flat Bed Truck

<http://www.ukti.gov.uk/export/sectors/advancedengineering/businessopportunity/413880.html>

The organization in question is planning to procure a flat bed truck. With a view to identify probable vendors who can undertake the said project. The OEMs/Vendors are requested to forward information on the product which they can offer.

The flat bed truck shall be used extensively for the shifting of dozers and different kinds of plants used in construction work. The different kind of load may include shifting of dozers, excavators, skid, steers etc.

The vehicle should be suitable for use at rated performance and storage without damage to any component when working under the following atmosphere conditions:

- Temperature: (-) 10 deg C to +45 deg C
- Altitude: Up to 4500m above MSL
- Wind velocity: Up to 120 km/hr
- Relative humidity: 100% irrespective of temperature
- Climate Condition: Saline & dusty environment

World Trade Organisation Notifications



USA

G/TBT/N/USA/772

21 December 2012

In August 2006, NHTSA established a regulation that sets forth requirements for data elements, data capture and format, data retrieval, and data crash survivability for event data recorders (EDRs) installed in light vehicles. The requirements apply to light vehicles that are manufactured on or after 1 September 2012, and are equipped with EDRs. However, the regulation does not mandate the installation of EDRs in those vehicles. This notice of proposed rulemaking would establish a new safety standard mandating the installation of EDRs in most light vehicles manufactured on or after 1 September 2014. The EDRs in those vehicles would be required by the new standard to meet the data elements, data capture and format, data retrieval, and data crash survivability requirements of the existing regulation. This proposal would not modify any of the requirements or specifications in the regulation for EDRs voluntarily installed between 1 September 2012 and 1 September 2014.

USA

G/TBT/N/USA/767

14 December 2012

NHTSA is proposing to restore the side marker lamp requirements, for vehicles that are over 80 inches wide, and also less than 30 feet in overall length, to the Federal motor vehicle safety standard (FMVSS) on lamps, reflective devices and associated equipment. These requirements were modified when the agency published a final rule reorganizing the standard on 4 December 2007.

USA**G/TBT/N/USA/744/Add.1**

14 December 2012

This document amends regulations that prescribe the format and contents labels that manufacturers are required to affix to motor vehicles manufactured for sale in the United States to certify the compliance of those vehicles with U.S. safety standards. The amendment will require specified certification language to be included on the labels affixed to certain types of vehicles. This rule is effective 3 January 2013. Petitions for reconsideration must be received by NHTSA not later than 18 January 2013. URLs: <http://www.gpo.gov/fdsys/pkg/FR-2012-12-04/html/2012-29132.htm>

USA**G/TBT/N/USA/641/Add.1**

14 December 2012

NHTSA is amending the Federal motor vehicle safety standard (FMVSS) on lamps, reflective devices, and associated equipment to restore the blue and green color boundaries that were removed when the agency published a final rule reorganizing that standard on 4 December 2007. Effective date: 4 December 2012. Petitions for reconsideration: Petitions for reconsideration of this final rule must be received not later than 18 January 2013. URLs: <http://www.gpo.gov/fdsys/pkg/FR-2012-12-04/html/2012-29284.htm>

USA**G/TBT/N/USA/57/Add.4**

10 December 2012

On 24 August 2011 we published a final rule responding to a petition for reconsideration of a final rule on the Federal motor vehicle safety standard for side impact protection. In today's document, we correct a minor error in that rule. The agency is also correcting several typographical errors in the standard. DATES: This rule is effective 28 November 2012. URL's: <http://www.gpo.gov/fdsys/pkg/FR-2012-11-28/html/2012-28810.htm>

USA**G/TBT/N/USA/405/Add.1**

10 December 2012

This document withdraws a rulemaking proposal to rescind Federal Motor Vehicle Safety Standard (FMVSS) No. 219, "Windshield zone intrusion". The agency has determined that there are two on-going regulatory developments that could influence vehicle designs by putting a premium on the use of lighter or less rigid materials. These two developments are U.S. fuel economy requirements and a global technical regulation aimed at reducing injuries to pedestrians struck by vehicles.

As a result, the agency believes that vehicle designs with regard to the hood and windshield are in a state of change and that the implications of these developments should be better understood before deciding whether to rescind FMVSS No. 219. URL's:
<http://www.gpo.gov/fdsys/pkg/FR-2012-11-29/html/2012-28815.htm>

JCC Customs Information Papers



CUSTOMS INFORMATION PAPER (12) 64

Enhanced validation on CHIEF for non-UK issued EORI numbers

Please note this paper replaces CIP (12) 61. The information on the use of EORI number GB013466934000 in section 2.3 has been expanded. The purpose of this Customs Information Paper is to:

- advise that an enhanced validation rule on non-UK issued Economic Operator Registration and Identification (EORI) numbers will be implemented on the CHIEF system with effect from 09.00 am on the 18 December 2012. This will impact on all Import and Export entry types including Supplementary Declarations.
- clarify the use of certain "dummy" EORI numbers and correct the mis-use of individual EORI numbers.
- introduce two new EORI "dummy" numbers to be used on customs declarations for exports from the UK which have originated in another member state.

Relevant to Importers, Exporters, Agents and other Economic Operators who make declarations through Customs Handling of Import and Export Freight (CHIEF)

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