

INTERNATIONAL BULLETIN

July 2013

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Editorial

David Croxson

Head of International, SMMT



Get fitter by exporting - 10 steps to walking the walk

The SMMT team has been encouraged to make an effort to get fitter for summer by taking part in a competitive pedometer challenge. Pedometers were issued to all staff and teams were formed (some with very innovative but rather dubious names) to record the steps they had walked throughout each day. We organised regular lunchtime walks and runs and the different team mixing, getting out in the fresh air and friendly team rivalry proved a great way to get the whole company motivated and fitter.

Weekly scores were submitted by team leaders at the end of each of the four weeks in June and we now await the results of which team in SMMT has taken the most steps to getting fitter for summer. Personally I did not expect to record much activity since I was planning to be away for a good deal of June at two overseas trade shows but I was amazed to discover, with a pedometer daily attached to my belt, just how far each day I had walked whilst attending the two June trade shows – Global Automotive Component & Supplier Expo in Stuttgart followed immediately by Automechanika Dubai – around 13,000 steps each day!.

Exporting is possibly similar. You have to take the first step and get the whole team – not just the sales director – motivated to develop your export business and you must have a plan for what direction you will go and how you will measure the effectiveness of the activity. There is no doubt that exporting does require a good deal of physical activity, you cannot just talk the talk you have to get out and meet people –yes, here we go again – make contacts – to make relationships – to make opportunities. But first you have to start off, as we did with the pedometer, by simply making the effort – and taking the first step towards a new overseas market!

It is also part of getting the national economy fitter – encouraging business to get out and walk the walk, getting out into the big wide world promoting our goods and services. Britain's future prosperity will be built on its success in international markets – it can no longer be based on excessive domestic consumption – that simply gets the nation fatter not fitter! Exporting provides a major opportunity for growth in the UK economy – and it could also be a major opportunity for your company too. Increasing British exports is a national challenge that we must rise to collectively – but it is the sum of the parts that really counts. From my position now, as Head of International, I can exhort but I cannot export – that is up to you!

All the research shows that businesses which do get involved in the international market become fitter - more dynamic, innovative and successful. UKTI has published a guide to

exporting [view the original publication here](#) that you may find useful. This guide outlines the key points you need to consider before venturing into international business. And it tells you where to go for help and guidance.

It also helpfully gives as quick pointers 10 essential steps towards successful exporting. If you follow these steps you may find you have a fitter business and if you do initiate a pedometer challenge in your company you could also have a fitter workforce as well!

And, incidentally, you can then add as an additional score of 10 steps to your personal pedometer tally for the week, the **10 Essential Steps to Exporting** below!

1. Research your market

Does your prospective foreign customer need what you are selling at the price that will yield you a profit? What is the competition and how will they react?

2. Implement an export strategy and review your capabilities

Ask yourself: what would my business gain from exporting?

3. Construct an export plan

Define how you will enter the foreign market. Finalise human resources and marketing strategy and allocate an adequate budget to cover export start up costs.

4. Choose your sales presence

Establish whether you need a direct sales operation. Or is an agent or distributor more effective? How will you manage your overseas sales presence?

5. Promote your product

How are you going to market and sell your product? Customise marketing to the target country.

6. Get the Customs side right

Contact HM Revenue & Customs and the UK embassy of your destination country to clarify requirements. Make sure your reporting practices are watertight.

7. Get paid on time

Ensure your cashflow will remain at a safe level. Guarantee sufficient credit for your future sales. Take out insurance cover if necessary.

8. Choose your distribution methods

Consider the implications of selling over long distances and across national frontiers.

9. Transport goods effectively

Assess and choose the most effective transport method and make sure the goods are insured by you or the importer.

10. After-sales policy

Regularly liaise with customers, export agents and banks. Monitor political unrest or other adverse conditions in the country of destination. Manage regular servicing and warranty claims.

Key Dates

SMMT International Group Meetings 2013

Customs and Tariffs Working Group:

Thursday 28 November 2013

International Business Group:

Thursday 4 July 2013

Thursday 28 November 2013

Personal Export Sales Group:

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.

The next IBG will be held on 4th of July and will be focused on the Asian markets, with presentation from the Thailand Board of Investment, the Vietnam Commercial Office in UK and the Taiwan Trade Centre.

If you would like to attend IBG meetings, please contact Sarah Thevenet at sthevenet@smmt.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@smmt.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 pshaw@smmt.co.uk

SMMT International events

Book Now!



SMMT supported event

Automechanika MIMS Moscow, LAST SPACE remaining! UKTI GRANTS of up to £2500!
Russia, 27 – 30 August 2013

Contact: Ruta Aisthorpe **E-mail:** raisthorpe@smmt.co.uk | **Tel:** 020 7344 9231 The Society of Motor Manufacturers and Traders (SMMT) in association with UKTI, is proud 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 the international industry of automotive equipment, components and services. It has gained recognition with the professionals worldwide



SMMT supported event

Equip Auto UKTI GRANTS of £1,500
France, 16-20 October 2013

Contact: Sarah Thevenet | **E-mail:** sthevenet@smmt.co.uk | **Tel:** 0207 344 9233

An international and biannual exhibition of after-sales equipment and services for all vehicles, Equip Auto is one of the industry's key B2B events.

It brings together manufacturers, distributors and repairers from the automotive markets who are seeking new products, services and partners. The event hosts 1,800 exhibitors, 75% from abroad, across 120,000 m² of indoor and outdoor demonstrations and exhibition area with 125,000 visitors, including 30% from abroad from over 130 countries.



SMMT supported event

British Group at EVS27, Barcelona UKTI GRANTS of £1,500
17 - 20 November 2013

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

The World Electric Vehicle Symposium & Exhibition (EVS27)

SMMT is organising the UK exhibitor pavilion at EVS27 – the premier global forum for all forms of low carbon vehicle technologies. Located on a prominent central site in the main exhibition hall and featuring an eye-catching design, the pavilion will offer exhibiting companies maximum exposure and footfall at a budget price.

Exhibitor pods are now on sale, and will be allocated on a first-come first-served basis. The inclusive cost of £3,000 per pod covers stand-building, furniture, Wi-Fi connection, cleaning, and access to the pavilion's refreshment area and meeting rooms. UKTI grants of £1,500 are available for qualifying companies.



SMMT supported event

Industry and Academia Partnership Visit to Brazil December 2013 (tbc)

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

June 2013 is the provisional date for SMMT's proposed business group visit to Brazil, where strong consumer demand, a supportive government and a raft of new investments are all sustaining strong growth in the automotive sector.

However, the present boom has led to skill shortages within the industry, and a recognised need to boost the volume and quality of local R&D work. Particular opportunities now exist for the delivery of industrial and academic programmes to raise local engineering skills, improve production efficiency, and address environmental issues through technology innovation.



SMMT supported event

Automechanika Shanghai still a few UKTI GRANTS of up to £2500 left! China, 10 - 13 December 2013

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

Following positive feedbacks from UK Exhibitors at the first SMMT led UK Pavilion at Automechanika Shanghai, we will be taking again a group of UK Exhibitors to this growing show. A limited number of TAP grants are available from UKTI to support you exhibiting at the show. To register your interest in exhibiting, please contact Sarah Thevenet.



SMMT supported event

Poznan TTM Automotive Technology Fair Poland, 27-30 March 2014

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

From 12th to 15th April leaders of the automotive industry were presenting their offer in Poznań. The newest products and technologies were shared with professional visitors by representatives of companies specialising in comprehensive equipping of car repair shops and car washes and in spare parts and tools. The TMM offer was complemented by the Motor Show, which was held at the same time at the MTP premises - the largest automotive event currently taking place in Poland. Almost all models of cars offered at car dealers' were on display in one place. Models not yet on sale had their Polish debut in Poznań which was a real treat. To register your interest in exhibiting in 2014, please contact Ruta Aisthorpe

Trade Events

International events held UK

Low Carbon Vehicles (LCV) 2013

Millbrook Proving Ground Ltd, Millbrook, Bedford, MK45 2JQ, UK
4-5 September 2013-07-02

Opportunity to meet face-to-face with international buyers in the LCV sector in Bedford in September, and also gain market insight into a number of potentially important markets for your products and services.

UKTI will be hosting top international buyers and experts from markets such as China, Russia, India and Mexico at Low Carbon Vehicles 2013 for 1:1 meetings with the best of British LCV talent. In addition UKTI will be hosting a seminar packed with market insight after the main plenary session on the 4th September.

The event has been specifically designed to give businesses in the LCV sector like yours the opportunity to increase their chances of doing business abroad.

At the event you will be able to:

- Meet face to face with international buyers who need LCV goods and services
- Gain a foot in the door to accessing markets such as Mexico, China, India and Russia
- Gain an insight from the market experts who will be attending to share their knowledge
- Network and partner with businesses with whom you can collaborate to win contracts

Don't miss out as 1:1 appointments are allocated on a first come first served basis.

Event Organiser: BE Group / UKTI

Main Contact: Vishal Shah

Tel: +44 (0)207 697 1982

Email: vishal.shah@be-group.co.uk


MIA Motorsport Industry Association

International Overseas Events

SEMA Show 2013

5 November 2013 - 8 November 2013

Location: Las Vegas Convention Center, Las Vegas, Nevada

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

Professional Motorsport World

12 November 2013 - 14 November 2013

Location: Cologne, Germany

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

International VIP Reception at PRI Show

12 December 2013


Location: Indianapolis, Indiana, USA

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

Performance Racing Industry Show

12 December 2013 - 14 December 2013

Location: Indianapolis, Indiana, USA

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

V8 Supercars Expo & Conference

Australia Sydney, Australia

is an important event for the performance sector. TAP support is available for this event.

http://www.ukti.gov.uk/pt_pt/uktihome/event/511085.html?null

Date: 01/12/2013

Registration Open: 29/05/2013 Registration Cut Off: 27/10/2013

Event Organiser: Motorsport Industry Association

Location:

Main Contact: Alicia Warden

Tel: 02476 692600

Email: alicia.warden@the-mia.com

International Trade Events by others held abroad (Listed by country)

UKTI Events

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. Visit www.ukti.gov.uk

China Multi-Sector Trade Mission CEEP (Clean and energy efficient production) 14-18 October 2013 14-18 October 2013

Does your business offer clean and efficient energy production technology? Join this high profile mission to China visiting demand hot-spots for technologies where the UK has excellent capability and develop your presence in the market.

UKTI are opening up opportunities for business in the clean and efficient energy production market in China. In 2012 30% of the G20's investment in clean energy technology was from China. As a result we are now looking to take some of the UK's top talent out to the market to showcase your products and services to potential buyers.

This high profile mission will allow you to:

- Begin to establish your presence in this dynamic marketplace
- Build on initial contacts your business may already have in China
- Establish routes to market through visits to the key regions of Shandong, Zhejiang and Guangdong.
- Gain profile through high-level meetings and showcase events hosted by the British Embassy
- Benefit from the significant support of the market expertise that UKTI can offer

Event Organiser: BE Group

Main Contact: Vishal Shah

Tel: +44 (0)207 697 1982

Email: Vishal.Shah@be-group.co.uk

India – Market Visit to India (Multi Sector) March 2014

India may be a complex and challenging market but it is a one that cannot be ignored by UK companies that are seeking to expand and go international. India is the second fastest growing economy, after China.

Event Organiser: UKTI WM
 Main Contact: Jonathan Webber
 Tel: 01216071758
 Email: j.webber@uktiwm.co.uk

Japan – Market Visit to Japan (Advanced Engineering) 1-5 February 2014

The Japan mission will give you and your company the opportunity to explore the Japanese markets and get first hand insight into the Advanced Engineering sector in Japan.

Japan is proud of its culture of "making things" ("monozukuri"). But it faces growing competition from other lower-cost and increasingly sophisticated manufacturing countries, notably Korea, Taiwan and China. Anxious to retain its manufacturing heritage Japan is moving up the value-chain to focus on highly-engineered advanced components, materials and machinery. That requires ever-more sophisticated tooling, instrumentation and other manufacturing technologies at competitive prices. Germany and China are both active in trying to meet this need, but the former is expensive and the latter lacking in quality. UK companies, with their proven record of reliability, quality and cost-effectiveness, are therefore finding a ready market - one recent UKTI customer has tripled its business this year with our help.

Event Organiser: UKTI WM
 Location: Japan, Japan
 Main Contact: Richard Smith
 Tel: 01952208234
 Email: r.smith@uktiwm.co.uk

Other overseas events in the automotive sector

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.

**Germany, EuroCarBody 2013 - 15th Global Car Body Benchmarking Conference
 22-24 October, 2013 - Bad Nauheim, Germany**

<https://www.automotive-circle.com/Conferences/EuroCarBody-2013>

English/German simultaneous translation

This event offers a leading forum for modern series car body engineering international elite to examine the development, performance and production processes for car bodies of new series models planned for the European market. Development, material and production concepts of the car bodies will be introduced in detail. Results presented will then be discussed with the speakers directly at the body-in-white. All car bodies thus presented will be available for viewing during the entire conference.

As part of the conference documents, the participants will be provided with the standardised benchmark data for all car bodies displayed, with standardised tabular information including weights, parts, materials, joining technology and key production performance figures.

Contact: Annika Beutner

E mail: annika.beutner@vincentz.net

Automotive Circle International

Tel: +49 511 9910-377

India, AUTO CARE 2013

3-5 October 2013, Ahmedabad , Gujarat

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

India's most comprehensive exhibition of vehicle repair and servicing equipment, replacement parts, tools and accessories.

For more information, please contact: Amol Pardeshi, Executive Officer at the Confederation of Indian Industry, T: +91 22 24931790, E: amol.pardeshi@cii.in

Indonesia, IIBT and INAPA 2014

19 - 22 March 2014, JIExpo – Jakarta

<http://www.iibt-exhibition.net/>

IIBT, Indonesia No. 1 Bus, Truck, Heavy Duty Vehicle/Equipment and Component Trade Exhibition will be held in conjunction with INAPA, the ASEAN's largest International Trade Show for the automotive industry and the Tyre & Rubber Indonesia show.

For more information, please email or call PT. Global Expo Management (GEM Indonesia) on: info@iibt-exhibition.net T: +62 - 21 - 5435 8118

South Korea, KOAA Show

14 -15 November 2013, Seoul

http://www.koaashow.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.

USA, Electric & Hybrid Vehicle Technology Expo

17 - 19 September 2013, Detroit, Michigan

<http://www.evtechexpo.com>

Electric & Hybrid Vehicle Technology Expo is the showcase for electric and hybrid vehicle technology and innovation. Based in Detroit, Michigan, the capital of EV manufacturing in America. Electric & Hybrid Vehicle Technology Expo (Evtechexpo) will highlight advances right across the powertrain and across a wide range of vehicles from passenger and commercial to

off-highway industrial vehicles. For more information and discounted cost please contact Toby Walters, Exhibition Manager Smarter Shows Ltd. Email: toby.walters@smartershows.com

Industry Support Initiatives

Growth Through Innovation:

New Support For UK Automotive Companies

Driving Growth through Innovation is the headline theme of an event being staged at Coventry University on Tuesday 9 July.

Designed specifically for automotive tier 1 manufacturers and their suppliers, the programme will feature a keynote address by Jon Beasley, Group Technology Officer at GKN plc, an innovation masterclass presented by a specialist industry coach from Growth Accelerator and a presentation on the future strategic direction for automotive engineering.

Delegates will also be able to attend a networking lunch, individual business growth clinics and make a tour of the university's High Performance engineering Centre.

For further information, please contact Nikki Huggett, SMMT Project Manager for Member Services and Business Improvement – email mhuggett@smt.co.uk

Green light for £1m boost to UK motorsport industry

A £1 million competition to help SME's drive motorsport technologies around the globe has just been flagged off the starting grid by Universities and Science Minister David Willets.

Run under the Technology Strategy Board's "Launchpad" programme, the competition offers companies the chance to compete for up to £1 million funding, to be invested in the development of new energy and emission efficient technologies that could be utilised on famous race tracks around the world, and could also be transferred into the broader automotive, aerospace and defence industries.

The competition is open to companies working within the UK's Motorsport Valley, and entries will be accepted up to 12 noon on 31 July 2013.

Further information is available on the Department of Business, Innovation and Skills website

Young Entrepreneurs programme funded by the European Commission

Do you want to expand your business, or enter other European markets? Do you want to get in contact with other entrepreneurs and wonder how to get some fresh ideas for your business?

Erasmus for Young Entrepreneurs is an exchange programme for entrepreneurs financed by the European Union. The person you host gets a grant, and there is no charge to your company. This offers you the opportunity to share experiences with new entrepreneurs who will work with you at your own company base. The exchange lasts for between one and six months.

The only requirement to take part in the programme as a host is that you have a minimum of 3 years business running experience. To take part please get in touch with Birmingham Chamber of Commerce & Industry, Amerdeep Mangat, A.Mangat@birmingham-chamber.com

UKTI EXPORT TRADE SUPPORT

Useful links

[Contact your local international trade team](#)

[More about OMIS and other UKTI services for exporters](#)

Open To Export

Open to Export is a free online business community for busy exporters designed to bring you best practice knowledge and advice, helping you to successfully enter new markets and operate overseas. Currently there is over 2500 pieces of content from 109 different organisations and content is growing daily so you can:

- Explore potential international opportunities for your business
- Get bespoke answers from experts and other experienced exporters
- Access practical insights on important overseas issues
- Connect with experienced UK businesses and service providers
- Find relevant products, services and events
- Share your expertise with other companies looking to go global

Find support at www.opentoexport.com and help your business successfully grow overseas.

HEADSTART – Far East

UKTI and UKABC have partnered with the British Chambers of Commerce in Singapore, Thailand and Indonesia to launch a new service for SMEs. For a nominal fee, the 'Headstart' service offers practical in-market support including facilitated access to local business networks, access to office space in the local British Chamber of Commerce and signposting to longer-term office space in the market. It was formally launched in London, 18 October 2012. www.ukti.gov.uk/headstart

Global News Round-up

– Extracts from some recent news sources

CHINA: SAIC to build right hand drive ASEAN plant in Thailand

2 July 2013, by Tony Pugliese, *Just-auto.com*

China's SAIC - owner of MG and local joint venture partner of GM and VW - confirmed plans to begin construction soon of a new assembly plant in Thailand, to supply the Thai and other right hand drive markets in the ASEAN region.

CHINA: Chinese automakers gain ground in weak Russian car market

2 July 2013, *Automotive News China*

While Russia's auto market remained weak in May, major Chinese automakers generated strong sales growth on small volumes during the month, according to the Association of European Businesses (AEB).

CHINA: TRW announces EPS steering first for China

2 July 2013, by Dave Leggett, *Just-auto.com*

TRW Automotive Holdings Corp. has recently started production of its electrically powered steering (EPS) belt drive system for the first time on a global vehicle platform launching in China.

CHINA: Beijing Auto targets 400,000 exports

28 June 2013, *Automotive News Europe*

Beijing Automotive Industry Holding Group, which formed an international unit last week, expects to sell 400,000 vehicles cumulatively in overseas markets by 2020. More than 70 percent of the international sales target will be built or assembled overseas in the long term, the state-owned company said.

CHINA: Valeo sees China as its largest market in 2-3 years

28 June 2013, *Automotive News China*

Valeo says China is poised to overtake France to become its largest market in two or three years, reflecting aggressive expansion moves.

The French supplier Valeo expects its annual sales in China will double from 2011 through 2015. Last year, Valeo's China sales topped 10 billion yuan (1.24 billion euros), accounting for 10 percent of the company's global revenues.

CHINA: Ford forms infotainment partnership with Baidu

27 June 2013, by Dave Leggett, *Just-auto.com*

Ford has announced that it is to work with the world's largest Chinese language search engine – Baidu - on combining AppLink and Baidu apps to deliver an enhanced app experience for Ford customers in China.

CHINA: German supplier Eberspaecher opens exhaust component plant in China*27 June 2013, Automotive News China*

German supplier J. Eberspaecher says it has opened a new 8,000-square-meter plant and Asian headquarters in Shanghai to produce catalytic converters, mufflers and manifold modules.

CHINA: Magna opens new engineering centre*27 June 2013, by Dave Leggett, Just-auto.com*

Magna has announced that its Magna Steyr operating unit has opened a new engineering centre located in the Tiexi District of Shenyang, China.

INDIA: Maruti Suzuki to increase local content in cars*26 June 2013, by Dave Leggett, Just-auto.com*

Maruti Suzuki has decided to increase the use of local components in its vehicles as the decline of the rupee raises the cost of imported parts.

INDONESIA: Indonesia finally cuts fuel subsidies*26 June 2013, by Tony Pugliese, Just-auto.com*

The Indonesian government has finally moved to reduce its ballooning fuel subsidy bill, after years of deliberation and delays.

At the end of last week, Indonesia's lawmakers approved a 44% hike in the price of the widely-used low-octane "Premium" petrol to IDR 6,500 per litre (USD 0.65) and a 22% hike in the price of "Solar" diesel to IDR 5,500.

SOUTH KOREA: Mixed June sales at major automakers*1 July 2013, by Graeme Roberts, Just-auto.com*

Hyundai Motor June sales rose 8.2% year on year in June thanks to solid sales in overseas markets.

Hyundai sold 404,368 vehicles last month, compared with 373,675 units the previous year, the company said in a regulatory filing cited by the *Korea Herald*.

Domestic sales declined 7% to 55,548 units but overseas sales rose 11.1% to 348,820 units, according to the carmaker.

International Market Reviews**Emerging Europe – The strategic opportunity**

The expansion of the EU has brought unprecedented growth potential to the world's largest trading bloc. The new market of Emerging Europe has appeared comprising over 100 million consumers, which so far has not been fully exploited by UK Plc. The countries in the Region have a strategic, sustainable growth potential driven by consumer demand, infrastructure modernisation and a regional manufacturing and logistics base, which is rapidly developing. Whilst our exports are doing well – 2011 sales of British goods and services grew by £2 billion,

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a similar rate of growth to China and India – we are only just positioned on the Region's radar, representing a meagre 3% of its total imports. There is massive room for improvement. We need to reflect for a moment, on the broader opportunity which the countries offer in terms of exports, regional expansion and the nearshore supply chain potential.

Central Eastern Europe Economic outlook

The Emerging European Region has been created by two waves of accession, which have spurred growth and set the context for the economic picture we see today. Like runners out of a starting block, some countries grew too quickly and faced challenges when the economic downturn of 2008 came. Poland, the largest country in the Region, has grown consistently over the last 20 years. The most recent wave of accession countries will create the next growth wave and are led by Romania, with Bulgaria in catch up mode. The Czech Republic and Slovenia are emerging markets, which are aligned with their established EU peers and offer solid potential. It is to be expected that there will be challenges with the pace of growth, debt levels and strategic development. This requires careful management and supportive policies. However, all the countries in the Region offer significant and sustainable growth opportunities. They are economically adolescent, at the early stages in their lifecycle. Consumer demand is still a key driver; infrastructure and energy will be modernised and the markets are emerging as a viable opportunity to eastern sourcing platforms. European structural funds, adeptly deployed, will act as a catalyst for growth.

The global financial crisis has accelerated the switch in focus from the West to the East. It is also transforming historical North South trading models from East to West. However, Western Europe, with its fundamental strengths and investors' confidence that it will recover from the current conditions, follows China in the European Attractiveness Survey 2012 by Ernst & Young. Emerging Europe comes third after the Asian giant, which is regarded as the most attractive destination for global foreign direct investment (FDI). With the two most recent phases of expansion in 2004 and 2007, as well as the upcoming one, the European Union is moving east. The main countries in the Central & Eastern Europe (the CEE) Region are Bulgaria, the Czech Republic, Hungary, Poland, Romania, Slovakia, Slovenia, Austria (an EU member since 1995) and Croatia (which will join the bloc in July 2013). They comprise a totally new market with a nominal gross domestic product (GDP) of almost £1 trillion, with sustainable growth to come.

With a network of 60 trade specialists across nine markets, UKTI helps thousands of British companies to win business in Emerging Europe each year. For more information on Central Eastern Europe Automotive sector please contact Ivana.Winblad@fco.gov.uk

UKTI International Business Opportunities

To obtain UKTI Business Opportunities service direct in order to receive immediate update e-mail notifications register on: [Latest export opportunities in the automotive sector:](#)

China - Lithium battery integration technology for new energy vehicle

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/522780.html?null

Local new energy vehicle manufacturer seeks solution for lithium battery integration

The new energy vehicle manufacturer is a subsidiary of one of the 4 biggest auto makers in China. The current annual production volume is 10,000 units including hybrid electric vehicle and pure electric vehicle. It is looking for integration design for lithium battery.

For more information, please contact UKTI team China.

Opportunity Type: General Procurement

Response deadline: 30/09/2013

Deadline: 30/09/2013

China - Electrical injection technology for new energy vehicle

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/522961.html?null

Local new energy vehicle manufacturer seeks solution for electrical injection

The new energy vehicle manufacturer is a subsidiary of one of the 4 biggest auto makers in China. The current annual production volume is 10,000 units including hybrid electric vehicle and pure electric vehicle. It is looking for electrical injection technology.

For more information register your interest below with our team in China.

Opportunity Type: General Procurement

Response deadline: 30/09/2013

Deadline: 30/09/2013

China - Shenzhen company wants to collaborate with British automotive audio company

http://www.cbcc.org/what_we_do/china_business_opportunities/shenzhen_automotive

A Shenzhen automobile audio design house is looking for technical collaboration with UK partners who specialises in automotive audio modules and software.

The company already has experience in working with German partners and is currently collaborating with Shanghai Volkswagen on a project in the UK. They are interested in exploring potential opportunities of collaborate with British companies which have a strong presence in automotive audio modules and software.

To find out more and to register your interest in this opportunity, contact Petula Liao, petula.liao@cbcc.org.cn

Response deadline: 31/12/13

China - Joint Projects with Geely Autoparts-China

http://www.cbcc.org/members_area/business_opportunity_details/geely_joint_project

Geely Autoparts is seeking partners for co-operation on projects in the following areas:

1. New energy: automotive battery, Motor, electronic control system
2. Three new developing fields: new material, new tech, new process
3. Process equip: mould, process equip (Jig and Fixture, gauge)
4. Automotive Electronics Electrical Appliances and other high value added product: BCM, BMBS, Video system with GPS function, LED, Start-stop engine system etc
5. Power train parts: Engine parts, AMT gearbox parts
6. Line-fit, after-market products: For the customer satisfaction;

Requirements: Seeking suppliers who own professional technology, R&D teams in the specific areas

JV Mode: Joint Venture, Technology Introduction, Technology appraised as capital stock, M&A

For more information or to register your interest, contact ZHU Cong, Strategy Corporation

Dept., T: 0086-571-87762980, E: everett.zhu@hotmail.com

Ghana - Privatisation of state owned enterprise

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/531300.html?null

The Ghanaian Government as part of its programme to privatise state-owned enterprises invites eligible bidders to submit proposals for the privatisation of an automobile tyre company

The automobile tyre company's asset consist of its well laid out industrial and residential buildings, external works, office/household furniture, plant and machinery. It has a capacity to produce 1,230 tyres, and 960 inner tubes a day and also produce retread compounds and rubber cement for tyre retreading and various diversified rubber products. The company also has extra factory space for expansion.

For more information register your interest below with the UKTI team in Ghana.

Greece - Automated system of communal bicycle hire

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/535800.html?null

A Greek Municipality has issued a Tender for an Automated System of Communal Bicycle Hire.

A Tender has been issued by a Greek Municipality for the Procurement and Installation of an Automated System of Communal Bicycle Hire; this is to consist of 8 Stations, 80 Bicycles (+10 spare ones) and 128 Parking Slots (16 per Station).

Value of Tender (Excl. VAT): Euros 264,800

Deadline for Request of Tender Documents: 27/8/2013

Deadline for the Submission of Bids: 28/8/2013

Hong Kong – 17 units of liquefied petroleum gas light buses

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/533860.html?null

Tender opportunity for the provision of 17 units liquefied petroleum gas light buses to the Hong Kong Government.

The buses are to be used by various government departments for conveyance of personnel.

Delivery within 6 months from the date of the order

For more information, including contact details, please register your interest below with our team in Hong Kong.

Hungary – Purchase of 24 trolleybuses

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/526220.html?null

Hungarian organisation would like to buy 24 trolleybuses (14 solo and 10 articulated).

The vehicles should be capable of covering a distance of minimum 4 km without being connected to the wire.

The successful bidder is requested to secure every required Hungarian permit for the vehicles. The project also includes providing spare parts and training. The tender issuing organisation has the right to order 84 more trolleys which makes the total estimated value of this project 62 392 000 EUR (excl. VAT). The documentation costs HUF 63 500 (GBP 182) and it contains the full specification. UK companies with relevant expertise should register your interest with UKTI for further information .

Romania - Urban transport buses required

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/533040.html?null

Tender launch for purchasing buses for urban transport

Works venue: Gorj County

interested companies can submit bids for one or several lots

Estimated value: 2,600,000 Euro (+ VAT)

Tender guarantee: Lot 1: 16,000 Euro Lot 2: 12,000 Euro

Good performance guarantee: 10% of the total value of the project

Deadline for requesting tender documentation: 06/08/2013, 11:00 Romania time

Deadline for submission of offers: 06/08/2013, 12:00 Romania time

Tender language: Romanian

Duration: 60 months since awarding the contract

Register your interest to receive contact details of the contracting authority for this tender from the UKTI team in Bucharest.

Russian producer of electric hybrid vehicles looks for a supplier of the equipment for automated assembly of supercapacitors (prismatic form)

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/516660.html?null

Russian producer of electric hybrid vehicles LLC 'Yo-Engineering' looks for a supplier of the equipment for automated assembly of supercapacitors (prismatic form):

- type - EDLC, laminated, prismatic
- cell voltage - 2,7 V
- electrolyte - organic
- size of electrodes 100 x 250 mm
- thickness of aluminum foil - 20 micron
- thickness of electrode material - 180 microns on each side
- total thickness of electrode - 380 micron
- throughput - 360.000 cells per year for experimental shop, and 6.300.000 cells per year - for mass production shop

Trinidad & Tobago – Supply and delivery of 282 vehicles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/529380.html?null

Tender for the Supply and Delivery of 282 Vehicles for the Trinidad & Tobago Police Service

Tenders are invited for the supply and delivery of 282 vehicles for the Trinidad & Tobago Police Service as follows:-

- 130 – SUVs – Marked
- 8 SUVs – Unmarked
- 20 Semi-Long Wheel Based SUVs – Marked
- 70 Sedans – Marked
- 25 Sedans – Unmarked
- 4 – 30 Seater Buses –Marked
- 25 Motorcycles - Marked

USA - South Florida city seeks alternative fuel option trolley cars

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/525000.html?null

The City of West Palm Beach Florida seeks open-air trolleys with potentially cleaner, cheaper alternative fuels and the ability to operate in the small corner turning radius of existing downtown streets.

West Palm Beach is revitalizing its downtown, including the integration of new trolley cars. Not only do they desire to procure open-air, alternative fuel option trolley cars, but they would like them to be quiet and rider-friendly. Pedestrian and rider safety is of paramount concern in providing an efficient and effective trolley transportation system.

All equipment must be new or current manufacturer in production at the time of the bid opening, and carry standard warranties. No prototype, used or shopworn vehicles will be considered.

Awarded vendor must service all equipment prior to delivery.

Other optional technical specifications include GPS and WiFi installation and trolley decorative wraps. Trolleys must also have access for those with disabilities, fire safety and smoke regulation compliance and training of City personnel. The City is looking for a total of 6 trolleys, but reserves the right to decrease the quantity.

Vietnam - 2 trucks required

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/530560.html?null

Procurement of 2 trucked 15 tons for oil and gas company.

One of leading oil and gas companies in Vietnam would like to invite bidders to participate in the Bidding for procurement package "2 trucked 15 tons".

Bidding documents will be selling from 8:00 hrs on 5 July 2013 to 8:00 hrs on 5 Aug 2013 at a cost of VND 1,000,000 (approximately US\$50)

If you are interested in this bid, please register your interest with our team in Vietnam.

Vietnam - 2 buses 45 seats required

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/530580.html?null

Procurement of 2 buses of 45 seats for an oil and gas company.

One of leading oil and gas companies in Vietnam would like to invite bidders to participate in the Bidding for procurement package "2 buses 45 seats".

Bidding documents will be selling from 8:00 hrs on 5 July 2013 to 8:00 hrs on 5 Aug 2013 at a cost of VND 1,000,000 (approximately US\$50)

If you are interested in this bid, please register your interest with our team in Vietnam.

World Trade Organisation Notifications

MALAYSIA

G/TBT/N/MYS/36

1 July 2013

The draft regulation states that replacement part of brake lining that are sold or supplied in Malaysia must conform to the prescribed safety standards and comply with the marking requirements. The safety standards prescribed under this regulation are:

- Malaysian Standard MS 1164:2005 - Road Vehicles - Replacement Brake Lining Assemblies and Drum Brake Linings for Power-Driven Vehicles - Specification (First Revision) or;
- United Nation Economic Commission for Europe UNECE Regulation 90 – Uniform provisions concerning the approval of replacement brake lining assemblies, drum brake linings and discs and drums for power-driven vehicles and their trailers. For the purpose of this order, the revised safety standards shall be applicable only to the new batch of replacement part of brake lining manufactured after the revision.

OMAN**G/TBT/N/OMN/145**

17 June 2013

This Omani/GSO draft technical regulation concerns general requirements for new tyres for multi-purpose vehicles, light trucks, heavy trucks, buses and trailers. This regulation is not applicable for tyre types identified by speed category less than 80km/h.

OMAN**G/TBT/N/OMN/144**

17 June 2013

This Omani/GSO draft technical regulation concerns methods of testing new tyres for multi-purpose vehicles, light trucks, heavy trucks, buses and trailers. This regulation is not applicable for tyre types identified by speed category less than 80km/h.

OMAN**G/TBT/N/OMN/143**

17 June 2013

This Omani/GSO draft technical regulation concerns nomenclature, designation, marking, dimensions, load capacities and inflation pressures of new tyres for multi-purpose vehicles, Light Trucks, Heavy Trucks, Buses and trailers. This regulation is not applicable for tyre types identified by speed category less than 80km/h.

EUROPEAN UNION**G/TBT/NEU/115**

11 June 2013

Regulation (EU) No 168/2013 of the European Parliament and of the Council of 15 January 2013 on the approval and market surveillance of two- or three-wheel vehicles and quadricycles sets out general requirements on the functional safety and environmental performance of these vehicles and repeals 15 directives. The Commission is empowered to adopt the specific technical requirements and test procedures through delegated acts. This draft is the first delegated act, out of a foreseen total of three. It sets out the specific requirements and test procedures in the area of vehicle functional safety. Many of these technical requirements and test procedures are carried over from the repealed Directives and adapted, when necessary, to technical progress. Others are newly developed in order to reflect the new safety provisions included in Regulation No 168/2013. As far as possible, the requirements are based on or make direct reference to international requirements adopted under the UNECE framework (Revised 1958 Agreement). This is in line with the CARS 21 recommendation to strengthen international regulatory harmonisation and represents a clear benefit for manufacturers.

EUROPEAN UNION G/TBT/NEU/114

10 June 2013

The above-mentioned proposal aims at adapting to technical progress Directive 97/24/EC of the European Parliament and of the Council on certain components and characteristics of two or three-wheel motor vehicles, Directive 2002/24/EC relating to the type-approval of two or three-wheel motor vehicles and Directive 2009/67/EC of the European Parliament and of the Council on the installation of lighting and light-signalling devices on two- or three-wheel motor vehicles. This adaptation to technical progress includes a revised tailpipe emission test method for categories L1e, L2e and L6e Mopeds (Euro 3 level). It also incorporates UN Regulation No 41 in type-approval legislation with regard to sound level provisions for category L3e motorcycles as well as mandatory fitting of the automatic headlamp-on feature for all L-category vehicles. L-category vehicle is the family name of light vehicles such as powered cycles, mopeds, motorcycles, tricycles and quadricycles. The proposed Euro 3 step carries over the Euro 2 emission limits set out in Chapter 5 of Directive 97/24/EC currently in force, but modifies the emission laboratory test cycle in order to take into account emissions after cold-start. In addition, the proposal foresees the measurement and reporting of CO₂ emissions, as well as a mandatory statement from the manufacturer to ensure that zero emissions will be expelled from the crankcase ventilation system over the useful vehicle life. In order to improve the visibility of vulnerable road users in traffic and thus improve the functional safety of L-category vehicles, it is proposed to require that the headlamp is automatically turned-on (AHO) when the ignition is switched on or, alternatively, installing day time running lights, therefore significantly improving vehicle and rider conspicuity in comparison to other traffic participants. This measure also levels the playing field among the L-category vehicle manufacturers active on the EU market. In addition, the proposal contains a reference to UNECE Regulation No 41 with regard to sound requirements for L3e motorcycles. Recognising the equivalence of these UNECE requirements as an alternative to the provisions on the sound level set out in Chapter 9 of Directive 97/24/EC enables manufacturers to benefit from mutual recognition under the umbrella of the UNECE, thus reducing burden by avoiding repeated testing and issuing redundant paperwork.

JCC Customs Information Papers

CUSTOMS INFORMATION PAPER (13) 41

Changes to the Notification of Vehicle Arrivals (NOVA) online service.

The list of commodity codes listed in the previous customs paper on NOVA has been expanded to cover all vehicles. Relevant to All UK importers, agents, freight forwarders and software houses who are involved with making motor vehicle import entries and which require licensing and registration with DVLA. Effective 1 July 2013.

CUSTOMS INFORMATION PAPER (13) 40

Import Control System – ICS

This CIP provides additional information about: ICS Software Release 5: Outstanding trader response messages not downloaded prior to the 1 July Release 5 implementation date. Relevant to JCCC members, carriers, Software suppliers and all businesses involved with International Trade & imports into the EU. Effective immediate.

CUSTOMS INFORMATION PAPER (13)39

Accession of Croatia to the EU on 1 July 2013: Impact on Transit and Export Procedures.

Impact of Croatia's accession to the EU on the transit and export procedures. Relevant to anyone involved in the export of goods to Croatia and/or the movement of goods to or from Croatia under the Community/common transit (CT) or TIR procedures. Effective immediately.

CUSTOMS INFORMATION PAPER (13)38

The draft Union Customs Code (UCC)

Update on the negotiations on the Union Customs Code. Relevant to JCCC members, freight forwarders, shipping agents, exporters, importers, trade bodies and any other economic operators involved in international trade. Effective immediate.

CUSTOMS INFORMATION PAPER (13) 37

Tariff Preference: Derogation from Rules of Origin for certain products imported from Peru eligible for a quota

A retrospective derogation, from the normal rules of origin for certain products listed in EC regulation 404/2013 imported from Peru eligible for a quota. Relevant for all importing from Brazil. Implemented March 2013.

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