

INTERNATIONAL BULLETIN JULY 2011

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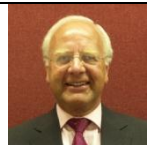
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Editorial

David Croxson

Head of International, SMMT dcroxson@smmt.co.uk



As a trade association we are often asked by government agencies, news agencies, commentators and a variety of businesses and organisations at home and abroad to respond on a number of questions about the UK auto sector.

We hope we are as well positioned as any to be able to provide a suitable response when asked but of course we can only know if either you inform us or we carry out research with you. The Automotive Council – technology & innovation and supply chain working groups are doing much to generate industry engagement, a common understanding and UK sector position. But on a different level - why don't you have a look at our proposed activity programme overleaf and e-mail me with your suggestions of what else you want from International Department in the future?

We have recently been carrying out an online survey to ask some questions about international trade – so that we can shape our 2012 and future strategy with UKTI colleagues to provide you all the relevant support we can. We'd be pleased to have your input – and there is a potential entry prize for early respondents! (see page 6)

By taking an active part in the SMMT's membership sector groups and the open to non-Members wider networking groups such as the EV Group and International Business Group (IBG) and Meet The Buyer events you are able to meet colleagues, and both keep abreast of the latest thinking, current developments and the future direction and trends in the automotive sector. Through SMMT you are also able to provide your personal point of view, opinion and company perspective and perhaps influence matters to your advantage.

At the next IBG meeting we will be discussing the market in Turkey and hopefully also looking at the global commercial vehicle market. We will be pleased to have you come along to participate and to add your knowledge perhaps to that of the speakers who will be giving presentations. The IBG is also an excellent networking event to meet new contacts - both members and non-members!

Networking is a vital business tool and when used well can be hugely effective. When you attend a networking event you are not just being introduced to the people in the room but you are potentially connecting also to the personal and business networks of every one in the room. You really cant beat the old fashioned but highly effective personal networking. And why not attend our next International Business Group meeting on 21 September – it is open to both SMMT Members and non-Members – see details below?

THE SOCIETY OF MANUFACTURERS AND TRADERS LIMITED

SMMT, Forbes House, Halkin Street, London SW1X 7DS

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SMMT International tradeshow events proposed for 2011-2012

Please contact as below to register your interest or for further information

7-11 January 2012	Auto Expo January 2012, New Delhi, India	The 11th Auto Expo 2012 is a showcase for the Indian automobile and auto-component industry. SMMT is pleased to be working in collaboration with the potential exhibitors and organisers to coordinate and present once again a UK pavilion group at the 2012 exhibition. TAP grants are available for eligible exhibitors and we are also discussing with UKTI and SIAM a proposed presentation seminar to key members of the Indian auto sector for UK companies alongside the exhibition. Auto Expo has revealed to the world, the rapid developments in the India auto industry and has been the launching-pad for many new global vehicles as well as new technology components. For further information please contact Sarah Thevenet International Department sthevenet@smmt.co.uk
15-18 February 2012	AUTOINVEST 2012 St. Petersburg, Russia	International Conference on investment attraction to the automotive industry. SMMT in conjunction with UKTI is planning to arrange a visiting mission group to attend this event. Auto Invest gathers representatives of Russian and international automotive industry, public authorities, financial institutions, and leading industry associations. More than 390 participants from 18 countries and 15 regions of Russia took part in the Conference in 2011. For further information contact Ruta Aisthorpe, International Department: raisthorpe@smmt.co.uk .
21-23 May 2012	JSAE automotive engineering exposition 2012 , Japan, Yokohama	UKTI and BIS are coordinating UK participation at this event. For further information please contact: David Croxson, Head of International Dept, dcroxson@smmt.co.uk

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22-24 May 2012	Automechanika Middle East, Dubai, UAE	<p>SMMT in association with UKTI, leads a UK pavilion group at Automechanika Middle East 2012, the largest automobile aftermarket show in the Middle East and 3rd largest global "Automechanika". Automechanika Middle East 2012 is the leading showcase event for reaching automotive markets in the MENA region, offering exhibitors an opportunity to access emerging markets in India and Africa. This is a fast growing trade show and it will be the 5th year that SMMT leads a UK pavilion group at the show.</p> <p>For further information please contact: David Croxson, Head of International Dept, dcroxson@smtt.co.uk</p>
6-9 May 2012	EVS 26 Electric Vehicle Symposium LA California	<p>The latest battery, plug-in hybrid, and fuel cell electric drive vehicles, bikes and scooters. Exhibits from EV automakers, technology developers, manufacturers, infrastructure companies and more. Presentations, workshops, seminars and keynote speakers.</p> <p>The Call for Abstracts has started — promote your technology ideas. www.evs26.org</p> <p>For further information please contact: Pat Shaw International Department pshaw@smtt.co.uk</p>
12-14 June 2012	Global Automotive Components & Suppliers Expo 2012, Stuttgart, Germany	<p>Trade Exhibition for automotive component suppliers targeting European OEMs. It is a key international exhibition for automotive OEM and tier one procurement managers, component specifiers and engineers. SMMT is arranging with the organizers the first UK pavilion group to exhibit at the show which will also give UK exhibitors presence and profile at the Engine Expo, Vehicle Dynamics Expo, Automotive Interiors Expo and Automotive Testing Expo. In all, over 600 leading industry suppliers will come together to exhibit their latest technologies. For further information contact: David Croxson,</p> <p>Head of International Dept, dcroxson@smtt.co.uk</p>

24 - 27 August 2012	MIMS Automechanika Moscow	SMMT in association with UKTI is once again organising a UK Pavilion group of exhibitors at the specialist aftermarket show for automotive car and truck parts and systems into Russia. For further information please contact: Ruta Aisthorpe, International Dept, raisthorpe@smtt.co.uk
11 - 16 September 2012.	Automechanika Frankfurt, Leading International Trade Fair for the Automotive Industry	SMMT in association with UKTI, once again is organising the UK Pavilion at the exhibition. Automechanika Frankfurt is the most successful trade fair of Messe Frankfurt and attracts a large world wide visitor and exhibitor attendance. SMMT has reserved 1300 square metres for UK exhibitors but we expect high demand and interest - so reserve your space early. For further information please contact: Ruta Aisthorpe, International Dept, raisthorpe@smtt.co.uk
24–27 November 2012	OTOMOTIV Istanbul – Turkey	SMMT's low cost package will enable you to take full advantage of this high-growth market providing a window of opportunity to showcase your products alongside and network with other like-minded UK companies to enhance your presence and profile at this event. For further information contact Ruta Aisthorpe International Department raisthorpe@smtt.co.uk .
12 November 2012	Automechanika Buenos Aries Argentina	SMMT is planning with UKTI to organise a UK pavilion group for the first time at Automechanika Argentina (International Automotive Trade Fair from Design to Maintenance and Recycling) For further information please contact: Pat Shaw International department pshaw@smtt.co.uk
12 December 2012	Automechanika Shanghai, China	SMMT is planning with UKTI to organise a UK pavilion group for the first time at Automechanika Shanghai. For further information please contact Sarah Thevenet International Department sthevenet@smtt.co.uk

IMPORTANT NOTICE**SMMT's NEW ADDRESS FROM 1 AUGUST 2011**

As from 1 August, SMMT's new London premises and registered office address are:

The Society of Motor Manufacturers and Traders Limited

71 Great Peter Street

London

SW1P 2BN

All telephone numbers and email addresses remain unchanged.

Please ensure that from July, all correspondence is sent to the above address.

Key Dates



SMMT Group Meetings

Customs and Tariffs Working Group:

Wednesday 14 September 2011

Wednesday 7 December 2011

Personal Export Sales Group:

Friday 9 December 2011

International Business Group:

Wednesday 21 September 2011

Tuesday 29 November 2011

Design Engineering Group:

Tuesday 29 November

International Trade Surveys

Win a drive at Jonathan Palmer Driving Experience

SMMT has designed an online [survey](#) to understand the key areas of international interest for the UK automotive sector. The survey will take no longer than 5 minutes to complete and your answers will help to shape both our international trade support events and determine the advice we provide to UKTI and other government decision makers.

If helping shape our future is not enough reward, there is an added incentive, one lucky participant will win a voucher for the **Jonathan Palmer Sport Corporate Driving Experience**. The prize is to drive the **BMW M3** or a **Formula Jaguar single-seater** and a range of other exotic high performance cars around the demanding Bedford Aerodrome racing circuit. There are instructors on hand to make sure you get the most out of this great driving experience.

To view the full details, terms and conditions and TO COMPLETE THE SURVEY please go to: www.smmt.co.uk/members-lounge/member-services/business-opportunities/international-trade/international-survey/

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New markets, new ideas: how exporting fosters innovation and growth

New UKTI research reveals how UK SMEs do business overseas

In an ongoing programme of research, UKTI has produced two new reports which explore the trends in emerging in international trade for UK companies. Aimed at small to medium businesses, they offer an insight into the ways SMEs are doing business abroad today, and how small businesses can thrive in today's new era of internationalisation

The research findings captured in this booklet suggest that many British companies are embracing a new era of internationalisation. This can be seen in both an increasing number of companies doing business overseas and the rising number of firms that export from an early stage. The report also investigates the benefits business experience as a result of exporting including increased levels of growth, productivity and innovation:

- More young companies are grabbing international opportunities from an early stage; almost one in five (17 per cent) new companies currently active abroad are classified as 'Born Global' – so have been doing business overseas since the outset.
- 37 per cent of firms less than five years old reported no significant barriers to doing business overseas; over a third (35 per cent) also reported significant growth due to exporting.
- Around 38 per cent of companies said that exporting delivered a level of growth not otherwise possible. Companies generally reported a significant return on investment from doing business overseas in terms of improved financial performance, higher levels of innovation and productivity.
- Many internationalised firms experience a 'virtuous circle' where exporting leads to new innovation, and where those innovations then lead to further exporting. Over half of all firms (53 per cent) said that a new product or service evolved because of their business overseas.

Download the reports http://www.ukti.gov.uk/pt_pt/uktihome/news/158720.html?null

UK Events



International Events held in the UK

London Chamber of Commerce Training Courses

Tuesday 20 September - Export Documentation Essentials

Tuesday 18 October - Incoterms 2010 Rules (half day)

Tuesday 25 October - Documentary Letters of Credit

Thursday 10 November - Appointment and Management of Agents and Distributors

Further information:

website: www.londonchamber.co.uk/ittc

International Trade Events for 2011



International Events held abroad

SMMT Supported Events



SMMT supported event

Moscow :24-27 August 2011 – SOLD OUT

Automechanika MIMS Moscow, Russia

SMMT in association with UKTI will present the UK pavilion group at Automechanika MIMS Moscow. It is the leading showcase event for reaching automotive markets in CEE and Russia offering exhibitors an opportunity to access emerging markets in Far East. Already 9 companies have applied and further participation is welcomed.

contact: Ruta Aisthorpe

tel: +44 (0)20 7344 9231

email: raisthorpe@smm.co.uk



SMMT supported event

India : 7 September 2011

SIAM Annual Convention, New Delhi

Every year SIAM hosts its annual convention focusing on issues influencing Indian automotive industry's competitiveness, growth and its integration with the global economy. The theme of this year's programme is "Reinventing Mobility: Vision 2020".

More than 1000 persons participate from all over the world including CEOs and senior representatives from the Indian and Global OEMs and the component manufacturers including Indian Government officials.

contact: Mr Negi

email: siamacmi2011@siam.in



SMMT supported event

China: 8-10 September
CIAPE 2011, Beijing

The China International Auto Parts Expo attracts 60,000 visitors and 2,000 exhibitors and is growing year on year. The CIAPE organising committee is offering free-matchmaking services to British exhibitors and visitors at the Show. **contact:** Sarah Thevenet

email: sthevenet@smmt.co.uk



SMMT supported event

France: 11-15 October 2011 **SOLD OUT**

EquipAuto, Paris

SMMT, in association with UKTI, is pleased to present the UK pavilion at Equip Auto 2011, the largest show in Europe for equipment for all vehicles. Early applicants may qualify, where eligible, for a limited number of UKTI Tradeshow Access Programme (TAP) grants.

contact: Ruta Aisthorpe

email: raisthorpe@smmt.co.uk



SMMT supported event

China: 17-20 October 2011

Advanced Manufacturing Summit and Trade Mission

UKTI and the China Britain Business Council (CBBC) will host a high profile Advanced Manufacturing Summit event in Beijing on 17 October 2011. Following the Summit, trade mission groups will visit other centres in China which may include Guangdong, Foshan, Shenzhen, Chongqing and Shanghai.

contact: John Strang

email: john.strang@ukti.gsi.gov.uk



SMMT supported event

India: 7-11 November 2011

Technology Partnering Event

UKTI's Advanced Engineering team is arranging a Technology Partnering event in India.

The UKTI event will coincide with an automotive technology conference that the IMechE is running in Pune on 8 and 9 November. UK automotive companies taking part in the UKTI event will have the opportunity to attend the IMechE conference.

contact: Eileen Barnett

email: eileen.barnett@ukti.gsi.gov.uk



SMMT supported event

Turkey 24-27 November 2011

Otomotiv

17th International Automotive Supply Industry Components Accessories & Service Equipment Exhibition

SMMT is pleased to be working in collaboration with the organisers to introduce our first UK pavilion group at this year's exhibition.

Although there are no UKTI grants available for exhibitors we have negotiated a special exclusive package price that presents a substantial discount from the standard prices and with significant added value in the support and profile provided to UK exhibitors. SMMT's low cost package will enable you to take full advantage of this high-growth market providing a window of opportunity to showcase your products alongside and network with other like-minded UK companies to enhance your presence and profile at this event. The SMMT UK pavilion at Otomotiv Istanbul presents a real value for money opportunity for UK suppliers to meet with key Turkish industry professionals and for your company to both build new contacts and find out essential market information about the Turkish sector's production requirements.

contact: Ruta Aisthorpe

email: raisthorpe@smtt.co.uk



SMMT supported event

China: 7-10 December 2011

Automechanika Shanghai

Automechanika Shanghai is Asia largest trade fair for automotive parts, accessories, equipments and services, with a record of 3,115 exhibitors and 50,561 trade buyers in 2010.

contact: Sarah Thevenet

email: sthevenet@smtt.co.uk



SMMT supported event

India: 7-12 January 2012

Auto Expo Show, New Delhi

SMMT has nine UKTI Trade Access Programme (TAP) grants available for next year's Auto Expo Show. Each is worth £1,400 to support exhibitor costs at the event. The Auto Expo Show is the key event for the Indian automotive industry and attracts the main businesses and stakeholders in vehicle manufacturing and component supply. Grants are available to eligible UK companies.

contact: Sarah Thevenet **email:** sthevenet@smmt.co.uk

Italy, Modena: 2-3 February 2012

Motorsport Expotech (Mechanical Electrical & Process Engineering, Automotive)

Motorsport Expotech is a major event in the motorsport sector. TAP support is available for this event. Closing date: 29 December 2011

contact: Alicia Warden - Motorsport Industry Association

tel: 02476 692600

email: alicia.warden@the-mia.com



SMMT supported event

Germany :11-16 September 2012

Automechanika Frankfurt, Germany

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

contact: Ruta Aisthorpe

email: raisthorpe@smm.co.uk

Other UKTI Promoted Events

[United States - Performance Racing Industry \(PRI\)](#): **8 December 2011**

Performance Racing Industry (PRI) is a major event in the motorsport sector. TAP support is available for this event.

[United States - International Motorsport Show \(IMIS\)](#): **1 December 2011**

International Motorsport Show (IMIS) is a major event in the motorsport sector. TAP support is available for this event.

[Germany - Professional Motorsport World \(PMW\)](#): **15 November 2011**

Professional Motorsport World (PMW) is a major event in the motorsport sector. TAP support is available for this event.

[China – UKTI North West Market Visit to Shanghai and Shenzhen / Guangzhou \(Multisector\)](#): **15 October 2011**

With the support of the North West Regional Development Agency (NWDA) and ERDF, UKTI North West are inviting North West businesses to join a market visit to Shanghai and Shenzhen / Guangzhou in October.

[India - 16th Asia Pacific Automotive Engineering Conference in Chennai \(Automotive\)](#): **6 October 2011**

Asia Pacific Automotive Engineering Conference (APAC) will be held for the first time in India.

[Romania - TIB \(Industrial Equipment & Automation\)](#): **5 October 2011**

TIB (Industrial Equipment & Automation) is a major event in the advanced engineering sector. TAP support is available for this event.

[Canada - Market Visit \(Multi Sector\)](#): **3 October 2011**

Canada offers excellent opportunities to UK businesses. Not only is it a financially stable market, but it is an important trade and investment partner for British companies.

Multi – Sector Missions

London Chamber Trade Missions:

Nigeria and Ghana - Lagos and Accra: 18-28 September 2011

Multi-Sector Trade Mission to West Africa

Sponsored by UK Trade & Investment

Vietnam - Ho Chi Minh and Hanoi: 14 -18 November 2011

contact: Annabel Fogden, World Trade team

tel: 020 7203 1967

email: afogden@londonchamber.co.uk

Middle East Association Missions:

Morocco Trade Mission 11-17 September

To explore opportunities open to British businesses in the country. It will visit Casablanca and Rabat.

Multi-Sector Trade Mission to Baku Azerbaijan: 18-22 September

The UK is the largest foreign investor in Azerbaijan, and there are over 150 UK companies represented in the country. Azerbaijan has undertaken effective reforms, simplifying business registration, lowering corporate tax, increasing efficiency, and facilitating new ventures. It has a well developed infrastructure and low cost skilled labour force.

The mission has the full support of the British Embassy in Baku, the Azeri Embassy in London, and the European Azerbaijan Society. It is kindly supported by BMI.

Closing date: 11 July.

Mission to Algeria (Algiers) 16-22 October

To explore opportunities open to British businesses in the country. It will visit Casablanca and Rabat.

Iraqi Kurdistan: 23 October 2011

Trade Mission and British Pavilion at Erbil International Trade Fair

Iraqi Kurdistan: Trade Mission and British Pavilion at Erbil International Trade Fair Delegation to Iraqi Kurdistan to coincide with the seventh Erbil International Trade Fair, Iraq's largest general trade exhibition. Mission Participants will have the opportunity to exhibit at the Fair's British Pavilion, as well as to meet government ministers, senior business leaders, and the local Chambers of Commerce.

contact: Jacqui Marshall

Tel: 0207 839 2137

Email: mail@the-mea.co.uk

Other Trade Association Tap Funded Events

TIB (Industrial Equipment & Automation)

Romania, Bucharest: 5-8 October 2011

TIB is a major event in the advanced engineering sector. TAP support is available for this event.

Closing date: 31 August 2011

contact: Karen Finegold - Engineering Industries Association

tel: 020 7298 6455

email: KFinegold@aol.com

**Performance Racing Industry (PRI) United States
1-3 December 2011**

Performance Racing Industry (PRI) is a major event in the motorsport sector. TAP support is available for this event.

Orlando, United States

Event Organiser: Motorsport Industry Association

contact: Alicia Warden

tel: +44(0)2476 692600

email: alicia.warden@the-mia.com

Other Non-Tap Funded Events

InterAuto International Exhibition: 24 August 2011

InterAuto International Automobile Salon Fair is Russia's leading trade fair for Automobile industry. Automotive components, spare parts, care products and chemistry, accessories; Car audio and video electronics will be targeting manufacturers, importers & exporters of vehicle accessories, special equipment, tuning, performance systems, design refinement.

Venue: Crocus Expo International Exhibition Center, Moscow, Moskva, Russia

Auto-Moto Show : 26-28 August 2011

Auto Moto Show is a celebration of the history, the present technologies and the future advancements of the entire automotive industry. Product will display like Automobiles, trailers, caravans, Spare parts, accessories, Engines, their parts and accessories, Car audio and video.

Venue: Trencin Expo Center, Trencin, Slovakia

China International Auto Supplies Sourcing Fair : 26–28 August 2011

9th China International Auto Supplies Sourcing Fair is the only professional Auto Accessories Exhibition authorized by the State Administration of Industry & Commerce.

Venue: The World Expo Theme Pavilion, Shanghai, China

Auto Motor Show Ljubljana : 2-4 September 2011

The biggest auto & motor show in Slovenia

Venue: Ljubljana Exhibition & Convention Centre, Ljubljana

China International Tire Expo 2011 : 7-9 September 2011

The Largest Tire Trade Show in the Asia-Pacific Region

Venue: Shanghai Everbright Convention and Exhibition Center

[SAE Commercial Vehicle Engineering Congress & Exhibition](#) : 13-14 September 2011

The SAE Commercial Vehicle Engineering Congress and Exhibition successfully brings together, in one place, a global assembly of both on and offroad professionals, providing three days of solid, profitable interaction with engineers, supply managers and executives

Venue: Hyatt Regency Ohare Rosemont, IL, USA

[Diyarbakir Auto show](#) : 13-18 September 2011

Diyarbakir Auto show is Turkey's leading trade fair for automobile industry - an annual six day event that features hundreds of High-net-worth families & individuals, Executives & Businessmen, Overseas Buyers, Automobile Professionals and services.

Venue: TBA, Diyarbakir, Turkey

[Automotive Testing Expo China](#) : 14-16 September 2011

The world's leading trade fair for automotive vehicle and component test, evaluation and quality engineering. Never before has East Asia had a trade show totally focused on the technologies and services involved within automotive testing and quality engineering

Venue: Shanghai Everbright Convention & Exhibition Center, Shanghai, China

[IAA Commercial Vehicles](#) : 15-25 September 2011

International Motor Show (IAA) is the world's most comprehensive show for the whole industry, which makes it the international platform for all those who develop, manufacture or use passenger cars. The IAA Motor Show presents passenger cars, tuning, special vehicles, trailers for cars, equipment for workshops and garages, and parts and accessories. A special feature of the International Motor Show (IAA) is the large presence of the makers of parts and accessories: over 500 exhibitors from the supply industry will be presenting their products. Then there are also the logistics suppliers, authorities, associations, publisher and service providers.

Venue: Messe Frankfurt Frankfurt, Hessen, Germany

[Taxi Point](#) : 16-17 September 2011

Taxi Point is one of the leading trade fair for Taxi Industry in Brazil. The event will provide an opportunity to meet all the related professionals under one roof at the Centro de Expositoes Imigrantes Brazil.

Venue: Centro de Expositoes Imigrantes, Sao Paulo, Brazil

[Trans Expo Armenia](#) : 16-18 September 2011

Auto Expo-Armenia is the largest international Automobile event in Armenia and its neighbouring countries, making it the perfect opportunity for exhibitors to establish their company's presence on the Armenian transport market and promote their products and

services to a large number of potential clients. Auto Expo-Armenia is the main event in the Automobile industry in Armenia.

Venue: Yerevan Exhibition Center, Yerevan, Armenia

Transexpo-Poland : 20-22 September 2011

Transexpo is the largest trade fair of the public transport sector in Poland in addition to being the only exhibition presenting public transport through such a wide range of products and services.

Venue: Kielce Trade Fair Centre, Kielce, Swietokrzyskie, Poland

Bike Brno : 21-24 September 2011

Bike Brno will offers a unified presentation of sports bike equipment for active as well as for passive sports fans. It is the most significant sports occasion of its kind in the Middle and Eastern Europe.

Venue: Brno Exhibition Centre, Brno, Jihomoravsky Kraj, Czech Republic

Truck Indonesia : 21-24 September 2011

The objective of this exhibition is to effectively promote the development of Commercial Vehicles and its technology. This exhibition is the platform that brings Europe and Asia together.

Venue: Jakarta International Expo (JIExpo), Jakarta, Jakarta Raya, Indonesia

Autotech : 26 September 1 October 2011

International Exhibition of Transport and Auto Service Equipment

Venue: International Fair Plovdiv, Plovdiv, Bulgaria

Motor Show Plovdiv : 26 September – 1 October 2011

A forum where global auto brands compete with each other to offer the latest and best in every category, from an entire new generation of vehicles to state-of-the-art components. Besides personal cars, the outdoor exhibit area will also display commercial, heavy utilities, construction and earthmoving vehicles.

Venue: International Fair Plovdiv, Plovdiv, Bulgaria

Motion Drive Automation Russia : 27-30 September 2011

One of the prestigious exhibition for transmission & control systems. The event is co-located with CeMat Russia & Surface Russia.

Venue: All-Russian Exhibition Center (V.V.C), Moscow, Moskva, Russia

Industrial Automation Russia : 27-30 September 2011

Features mainly focus on Factory Automation, Process Automation and Industrial Building Automation. The event is co-located with CeMat Russia & Surface Russia.

Venue: All-Russian Exhibition Center (V.V.C), Moscow, Moskva, Russia

APAC, Chennai, India : 6-8 October 2011

The 16th Asia Pacific Automotive Engineering Conference (APAC) is being held for the first time in India.

This is a networking opportunity and is an excellent platform for business promotion and to showcase new technologies. For more information go to: www.apac16.org

contact: Maya Sivakumar

tel: + 91 44 4219 215 1

email: maya.sivakumar@fco.gov.uk

Vietnam Motor Show 2011 : 16-20 November 2011

The biggest and most prestige exhibition on automobile in Vietnam Governed by Vietnam Automobile Manufacturers' Association - VAMA

Venue: Saugon Exhibition & Convention Centre – SECC Ho Chi minh City Vietn

Trade Support Initiatives



Helping you do business

Automotive Supplier Finder

SMMT provides a free to user service to find UK suppliers. www.autosupplierfinder.com

Automotive opportunities in Russia

http://www.ukti.gov.uk/pt_pt/uktihome/sectorbriefing/159080.html?null

Latest overview of market potential for the automotive sector in Russia.

Russia is the world's fastest-growing automotive market today, and is one of the most rapidly emerging automotive component markets in Europe. The Russian Government will spend 584.1 billion roubles on developing the automotive industry by 2020. The automotive market in Russia offers opportunities for UK automotive businesses in a number of areas. Our report provides an overview of the market including:

- Why you should look at the Russian market
- opportunities for UK suppliers
- major events and activities
- UKTI contacts

Read the UKTI sector briefing on [Automotive opportunities in Russia](#).

Overseas Business Risk - Businesses benefit from advice to stay safe and prosperous abroad

A new service has been launched to help UK companies learn about the security and business risks in 90 markets when working abroad. The new service, called Overseas Business Risk, replaces OSIB – Overseas Security Information for Business – and is particularly aimed at giving UK SMEs the information they might otherwise miss out on to help them do business abroad safely and successfully. Overseas Business Risk is run jointly by UK Trade & Investment (UKTI) and the Foreign & Commonwealth Office and is accessible through the UKTI website.

web: www.ukti.gov.uk/overseasbusinessrisk

email: overseasbusinessrisk@ukti.gsi.gov.uk

Thematic market profiles are available for 90 markets all over the world and will cover aspects like the risk of cyber crime, corruption, bribery and theft of intellectual property. It will also provide, in one place, links to authoritative information from across government

Minister for Trade & Investment, Lord Green, said: “The potential rewards for working overseas are huge. But in many markets it is important that companies go with their eyes wide open. “My message to companies is, do not be put off by the challenges of working abroad. This service will provide the information to help ensure British companies can identify and pursue new opportunities whilst managing the potential pitfalls.”

Global News Round-up



Argentina

Argentina: Sales, exports & output on the rise in June

Wednesday, July 06, 2011, AutomotiveWorld.com

Following a 42% year-on-year increase in May, new car sales in Argentina rose by 21% in June, reaching 73,702 units compared with 60,940 in June 2010.

Brazil

Brazil: Light vehicle sales up 15.9% in June

Friday, July 08, 2011, AutomotiveWorld.com

Increased consumer spending due to economic growth and credit availability boosted light vehicle sales in Brazil 15.9% to 286,912 units in June.

China

China: Daimler, BAIC invest 2 billion euros to expand China production

Tuesday June 28, 2011, Automotive News China

Daimler AG and Beijing Automotive Industry Corp. have signed an agreement to spend 2 billion Euros to build four new models in China, expand engine production and construct a new R&D centre. The investment will allow Mercedes to expand its line-up of compact luxury cars.

China: Two more VW China plants approved

Tuesday June 28, 2011, justauto.com

Volkswagen Group has received the Chinese government green light for two more vehicle plants in China. The factory at Yizheng, in Jiangsu Province in eastern China, is to be developed together with Shanghai Volkswagen and the plant at Foshan, in Guangdong Province in southern China, will be built with the FAW-Volkswagen joint venture. The planned annual capacity is of 300,000 vehicles for each plant.

China: Volvo will open 2nd China plant in 2013, regulator says

Wednesday June 29, 2011, Automotive News

Volvo plans to invest 4.58 billion yuan (\$709 million) to build a second plant in China. The facility in the northeastern city of Daqing is scheduled to start operations in 2013, making Volvo 113K sedans, XC60 SUVs and multi-purpose vehicles.

China: Shanghai GM wins approval for expansion of Liaoning facility

Monday July 1, 2011, supplierbusiness.com

Shanghai GM has received regulatory approval to expand production capacity in Liaoning province. The new production base will cost CNY7bn (USD1bn, 1 July 2011) and will give Shanghai GM added capacity to build 300,000 vehicles and 450,000 engines annually.

China: Export sales soar at luxury car firm

Tuesday July 5, 2011, UKTI

UK carmaker Bentley has seen a 20% increase in sales volumes amid strong overseas demand. Demand for Bentley vehicles is particularly high in China, where sales of the luxury cars rose to a record 680 following a 57% increase in the first half of the year. China has emerged as Cheshire-based Bentley's fastest-growing market, with buyers attracted to the mixture of innovative technology and British heritage offered by the brand.

China: GM JVs enjoy record first half

Tuesday July 5, 2011, justauto.com

General Motors and its Chinese joint ventures sold a record 1,273,502 vehicles in in the first half of 2011, receiving a boost from all-time record June sales of 193,878 vehicles.

China: "Breakthrough" improves diesel performance

Wednesday, July 06, 2011, AutomotiveWorld.com

The engine manufacturer Xinde Technology Company claims to have made a new performance-enhancing design breakthrough, tested in cooperation with Tianjin University

China: Chery exports up 89% in H1

Thursday July 7, 2011, justauto.com

Chery Auto says sales outside China surged by 106% to 16,500 vehicles in June. Brazil has become Chery's largest overseas market, taking some 25% of all exports in the year to the end of June. The company's other main foreign markets are Russia, Ukraine, Egypt and Iran.

China: Aston Martin plans China push and waits for IPO 'window'

Thursday July 7, 2011, Automotive News Europe

Aston Martin plans to increase sales to emerging markets and will soon start importing cars to China, as it keeps its sights on an initial public offering.

Aston Martin's "emerging market growth potential has not yet been fully explored," CEO Bez said. The maker of cars favored by Prince Charles and driven by James Bond, expects to "imminently" get an import license for China, allowing it to set up its own national sales company, he said.

China: June sales inch up 1.4%

Monday, July 11, 2011, AutomotiveWorld.com

According to figures released by the China Association of Automobile Manufacturers (CAAM), automotive sales in China increased 3.3% in the January-June 2011 period to 9.32 million vehicles.

China: Chinese province will develop 205 CNG stations

Friday July 15, 2011, ngvjournal.com

As Gansu's current natural gas refuelling infrastructure is considered too geographically fragmented to encourage investment in NGVs in the province, authorities plan to expand its station network with more than 200 new dispensing points.

Gansu, located in the northwest of China, has already approved the construction of 57 new CNG filling stations bringing the total number to be built in five years to 262, of which Lanzhou City, the province's capital, plans to unveil 46.

China: EU disappointed by China rare earth quotas

Friday July 15, 2011, Automotive News Europe

The European Union was disappointed at Beijing's new quota on rare earth material, which are crucial to making batteries for hybrids and electric cars. The quota, announced on Thursday, did not change amounts allowed for export to Europe, the EU's trade spokesman said.

China: Chang'an Suzuki to invest US\$825m to construct second factory in Chongqing

Tuesday 19 July, 2011, justauto.com

Chang'an Suzuki, the joint venture of Changan Auto and Suzuki, will add 250,000-unit vehicle production capacity by 2015 in Chongqing. Chang'an Suzuki will invest CNY5bn (US\$824.7m) to construct the factory. By 2013, an annual capacity of 150,000 vehicles and 150,000 engines will be created.

China: China promotes the use of alternative fuel buses

Tuesday 19 July, 2011, ngvjournal.com

While the city of Hohnot recently rolled out 50 CNG-electric units from bus manufacturer Chongqing Hengtong, the energy company Hebei Huagang Gas has teamed up with four Jiangsu Province-based mass transit operators to supply 107 LNG powered vehicles, said Huagang Gas representative Xu Fangtao to Interfax. According to Menafn.com, this represents China's top LNG bus project in the Yangtze River Delta region, and these vehicles are especially strategic options to push forward low-carbon transportation. Besides Jiangsu, Hainan province also plans to deploy LNG buses as part of project between Haikou Municipal Government and Kunlun Energy.

Czech

Czech Republic: Truck registrations increase in June

By: David Isaiah, Friday, July 08, 2011, AutomotiveWorld.com

Passenger car registrations in the Czech Republic continued to drop in June, falling 12.8% to 16,156 units. This figure compares with registrations of 18,538 cars in the same month last year.

India

India: Ford to focus on diesel-powered cars

Thursday, June 30, 2011, AutomotiveWorld.com

Ford of India intends to focus on diesel-powered cars for future launches, due to rising gasoline prices. The OEM has lined up a total of eight products for launch by the middle of the decade.

Analysis: India set for growth surge

Wednesday July 6, 2011, justauto.com

India's rise as an automotive market is set to make it the world's third largest by 2020 according to a report by JD Power. JD Power says that increased economic activity will propel India's light vehicle market to 11m units a year by 2020, making it the third largest light vehicle market in the world (after China and the US). China is projected to reach 35m units in 2020 while the US is projected at 17.4m.

India: SIAM to review sales growth forecast for 2011-12

Wednesday, July 06, 2011, AutomotiveWorld.com

The Society of Indian Automobile Manufacturers (SIAM) is likely to lower its sales growth forecast for the Indian automotive industry for the 2011-12 financial year.

India: Sales growth rate slows in June

Monday, July 11, 2011, AutomotiveWorld.com

Passenger car sales in India rose by 1.6% in June to reach 143,370 units. This compared with car sales of 141,087 vehicles sold in the corresponding month in 2010.

India: Government to set up two auto hubs

Tuesday, July 12, 2011, AutomotiveWorld.com

The Indian government has said it plans to set up two automotive manufacturing hubs in central and eastern India

Indonesia

Indonesia: New car sales improve by 12% in H1 of 2011

Friday, July 08, 2011, AutomotiveWorld.com

New car sales in Indonesia rose by 12% in the first half of 2011 to 415,276 units. This compared with 370,214 cars sold in the country during the January-June 2010 period.

Iran

Iran: Output to reach 1.75 million by fiscal year-end

Tuesday, July 12, 2011, AutomotiveWorld.com

According to Iranian commerce minister Mehdi Ghazanfari, the country's automotive industry will produce around 1.75 million vehicles in the current Iranian year, which started on 21 March.

Malaysia

Malaysia: ASEAN OEMs urged to implement 3R & ELV

Tuesday, July 12, 2011, AutomotiveWorld.com

The Malaysia Automotive Institute (MAI) has urged ASEAN automotive manufacturers to implement 3R (Reduce, Reuse, Recycle) and ELV (end-of-life) practices in their business model

Poland

Poland: TRW to expand EPS build

Friday, July 08, 2011, AutomotiveWorld.com

TRW has outlined plans to expand production of electrically powered steering systems in Poland due to rising demand.

Russia

Russia: GM-AvtoVAZ boosts output 48.8%

Tuesday, July 12, 2011, AutomotiveWorld.com

GM-AvtoVAZ built a total of 24,486 cars in the January-June period this year, a 48.8 % rise from the same period last year. The joint venture makes the Chevrolet Niva model.

Russia: Light vehicle market expands 40% in June

By: David Isaiah, Monday, July 11, 2011, AutomotiveWorld.com

The recovery of the Russian light vehicle market continued in June, with sales of passenger cars and light commercial vehicles rising by 40% year-on-year.

South Africa

South Africa: June sales rise 12.6%

By: David Isaiah, Tuesday, July 05, 2011, AutomotiveWorld.com

The South African automotive industry posted mixed results in June, with an overall 12.6% improvement in sales compared with June 2010.

World Trade Organisation Notifications



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

OMAN

G/TBT/N/OMN/123

13 July 2011

This Omani/GSO draft technical regulation concerns with the requirements for the lateral protection (side guards) of trucks and trailers having maximum mass exceeding 3.5 tonnes used for the carriage of goods. This regulation does not apply to tractors for semi trailers and vehicles designed and constructed for special purposes where it is not possible for practical reasons to fit such lateral protection.

OMAN

G/TBT/N/OMN/122

13 July 2011

This Omani/GSO draft technical regulation concerns with the requirements for the front under-run protective devices (FUPD) of trucks having maximum mass exceeding 3.5 tonnes used for the carriage of goods. This TR does not apply to off road vehicles and vehicles such that their use is incompatible with the provisions of front under-run protection.

OMAN

G/TBT/N/OMN/121

13 July 2011

This Omani/GSO draft technical regulation concerns with the requirements for the rear under-run protective devices (RUPD) of trucks and trailers having maximum mass exceeding 3.5 tonnes used for the carriage of goods. This TR does not apply to Traction units for articulated vehicles, special trailers constructed for the carriage of very long loads such as timber, steel bars etc.

EUROPEAN UNION

G/TBT/N/EEC/314/Add.1

30 June 2011

The European Union would like to inform the WTO Members that Regulation (EU) No 510/2011 of the European Parliament and of the Council setting emission performance standards for new light commercial vehicles as part of the Union's integrated approach to

reduce CO2 emissions from light-duty vehicles was adopted on 11 May 2011 and published in the Official Journal of the EU L 145 on 31 May 2011. The text of the regulation is available on the EU-TBT website in English, French and Spanish:

<http://ec.europa.eu/enterprise/tbt/>

JCC Customs Information Papers



Customs Information Paper (11) 64

Establishing the future relationship between the tax agent community and HMRC – Consultation

Relevant to: All agents, trade associations and customs consultant
 HMRC is consulting on proposals and options for implementing a strategy for engaging with tax agents. HMRC welcomes views from all tax agents, their representative bodies, those from the voluntary sector and individuals who provide support and advice on complying with tax obligations - as well as individuals or businesses who use the services of a tax agent.

On 31 May HM Revenue & Customs (HMRC) launched a consultation exercise to develop a strategy for its engagement with Tax Agents. This CIP to invite comments from Customs agents, trade associations and consultants on the proposals included within the HMRC consultation document which can be found on the HMRC web page entitled Establishing the future relationship between the tax agent community and HMRC

Response by: 16 September 2011

Customs Information Paper (11) 62

Tariff Preference: EU-South Korea Trade Agreement - Further Information

Relevant to: All involved with importing goods from, or exporting goods to South Korea
 Further information about certain features of the major new reciprocal preferential trade agreement between the EU and South Korea which entered into force on 1 July 2011

Effective: 1 July 2011

Customs Information Papers (11) 15 and (11) 50 provided information about the major new EU-South Korea preferential trade Agreement which entered into force on 1 July 2011. We have also published on HMRC web site: A guide to the new Reciprocal Preferential Trade Agreement with South Korea

The EU Commission has recently provided Member States with some further information which amends certain areas of the guidance. The Web Guide to the new reciprocal Agreement will be updated as soon as possible. In the meantime, this paper provides details of the changes:

- a) Monetary Limits for the use of low value origin declarations and for low value consignments for which no formal proof of origin is required
- b) The format of approved exporter authorisation numbers issued in South Korea
- c) Time limit for the issue of retrospective origin declarations

Customs Information Paper (11) 60 - Consultation

Proposal for a New Regulation on Intellectual Property Rights to replace Council Regulation 1383/2003

Relevant to: All importers of non-EU goods; freight forwarders, customs agents, owners/operators of storage facilities for imported goods at, or associated with, ports/airports

Effective: Immediate Expires 15 August 2011

Action at the border against goods suspected of infringing an intellectual property right (IPR) is carried out under Council Regulation 1383/2003. This regulation is in need of update particularly to address the growing problem of internet sales and to reduce the administrative burdens on customs and right holders. Following a formal public consultation procedure held between 25 March 2010 and 7 June 2010 the European Commission has introduced a draft regulation to replace the current Council Regulation. A copy of the draft Regulation plus the Impact Assessment and other documents can be viewed on the Europa web site: Interested parties should pay particular attention to the proposed regulation (COM/2011/285) and address any comments to the contact below by 15 August 2011.

Customs Information Paper (11)59

Buying commission - Changes to the value for import VAT

Relevant to All importers who employ buying agents

The non – inclusion in the value for import VAT of buying commission

With effect from 1 January 2010 changes were introduced to the place of supply of services rules which, for VAT purposes, determine the place where a service is treated as being supplied. The services affected include those of intermediaries such as buying agents. As a result the way buying commission is treated in the determination of the value for import VAT has been reviewed.

Customs Information Paper (11)58 - This Customs Information Paper (Cip) Updates Cip (11) 02

Tariff Classification of certain types of LCD Monitor with effect from 1 January 2011;

Update

Relevant to: companies involved with the importing of Liquid Crystal Display (LCD)

Monitors - The extension of a Nil duty suspension covering certain types of LCD Monitor.

Effective: immediate

Certain types of LCD Monitor were subject to a Nil duty suspension for the period 1

January 2009 to 31 December 2010 in accordance with Council Regulation 179/2009

(Official Journal L63(1) dated 7 March 2009). The Nil duty suspension expired on 31 December 2010. From 1 January 2011, the products were classified in codes attracting 14% duty.

International Market Snap-Shots



Technology and research teams link to build a better, cleaner bus

From UKTI website extracts

A United Kingdom consortium is planning to speed the worldwide growth of the hybrid diesel-electric bus market by pioneering new exhaust-energy technology that will further reduce its fuel consumption and CO2 emissions.

A bus maker, university and technology companies have been brought together in a United Kingdom initiative that promises to boost the appeal of hybrid diesel-electric buses by harnessing their exhaust heat energy to achieve new low levels of fuel consumption and CO2 emissions.

The Thermal Energy Recovery Systems initiative - funded through the UK Government Technology Strategy Board - has been conceived with the aim of reducing carbon dioxide (CO2) emissions of the latest breed of hybrid buses by another 10 per cent. This can be achieved through the capture and use of waste exhaust heat that would otherwise be lost during bus operation, while also improving fuel consumption by halving the power consumption of the air-conditioning systems.

The three-year project is led by the Wrightbus company from Ballymena, Northern Ireland, and also involves Ulster-based Queen's University and the Ricardo and Revolve technology companies. It is said to be "a potentially important step forward in public transport technology".

The first-generation heat-recovery devices are expected to lead to a production-ready Thermal Energy Recovery Systems (TERS) system within the next six years.

The Wright Group's managing director Mark Nodder explained: "TERS brings an interesting new dimension to the development of hybrid bus technology and seeks to find responsible solutions to the world's environmental challenges. This exciting new initiative, in close cooperation with our TERS project partners, is a key strand of our on-going work to deliver the next generation of hybrid buses."

Website: www.wright-bus.com

The battle for China's hybrid industry: lost and won?

By: Thomas Williams, mergermarket, Monday, July 04, 2011,

Courtesy of: AutomotiveWorld.com

The future of vehicle manufacturing could be about to take a radical turn. Manufacturers of hybrid vehicles are waiting to see whether China in the next few months follows through on what has been hailed as a "smash and grab" assault on ownership of hybrid component production. In April, China's National Development and Reform Commission (NDRC) proposed new rules which would mean that any foreign entity engaged in the manufacturing of "key components for new energy vehicles" in China may not hold more than a 50% equity interest in the enterprise. Similar restrictions have already been applied in China to key sectors like steel, aviation, broadcasting and film. According to a *mergermarket* report, the move could be enough for [Delphi](#), which has plans to manufacture products in China, to consider shifting to Singapore if it had to move its operations at all.

Meanwhile, the US-China Business Council, which represents more than 220 US companies with significant investment and operations in China, has requested drafters of the new catalogue to change the proposed stance on new energy vehicle (NEV) components and allow foreign companies to establish majority-owned JVs and wholly-owned foreign enterprises in this space. The stage seems set for the long-awaited showdown between the traditional OEMS from the old worlds of Europe, North America and Japan and a nascent China seeking to corner the clean vehicle market.

But in a sense we have been here before. While China has been a member of the WTO since 2001, there have been few signs that a country which is rapidly replacing the US as the world's powerhouse is keen to slow the breakneck growth of domestic industries in the name of equitable free market capitalism. And to be fair, China's interest in the hybrid automotive sector has not exactly been clandestine.

[The country last year trumpeted plans to invest US\\$15bn in expanding NEV use](#), and the World Electric Vehicle Association has predicted that China will become the leader of the NEV sector with a 15% market share by 2020. China has been preparing to eat more traditional vehicle manufacturers' NEV lunch for some time. The truth is, though, that foreign automotive companies may not be as exposed to China and the protectionist whims of the Chinese authorities as one might think. While *mergermarket* figures show that having fallen back heavily from a peak of US\$754m in 2008, foreign buyer investment in Chinese automotive and component companies has already reached more than 70% of this in the first half of 2011 alone, total foreign investment in the country's automotive sector still accounts for a mere 3.4% of all foreign buyer acquisitions in China over the last five years. And the number of deals which foreign vehicle manufacturers are doing with Chinese targets is small; 136 deals out of a total 3,479 over the same period. Vehicle manufacturers, it would seem, just aren't that in to China.

The World Electric Vehicle Association has predicted that China will become the leader of the NEV sector with a 15% market share by 2020.

The reasons for this are legion; deal-making in China for western corporations keen for a quick close is notoriously difficult, and a less robust accounting and corporate governance environment governed by a radically different culture in which the Chinese state has more than a passing influence don't help. But it does at least mean that when and if Chinese regulators tighten their grip on the hybrid industry, it will be only the most foolhardy foreign automotive firms which take the hit. If there is a battle for control of China's hybrid industry, then China has already won.

The opinions expressed here are those of the author and do not necessarily reflect the positions of Automotive World Ltd. nor SMMT

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The AutomotiveWorld.com Expert Opinion column is open to automotive industry decision makers and influencers. If you would like to contribute to Automotive World an Expert Opinion piece, please contact

editorial@automotiveworld.com

Published on Monday, July 04, 2011

International Business Opportunities



Urgent Requests

Iran– automotive rubber components - Technology transfer, manufacturing support/ consultancy - Did you manufacture parts for Peugeot 206?

Iranian family company, started 50 years ago, is producing rubber and metal engine mountings and automotive rubber parts generally, employing 500 in Teheran supplying major Iranian OEMs producing Peugeot 206 / 405, own-brand SAMAND passenger car produced by Khodro and SAIPA produced by Kia. They are now seeking UK company with experience in this area to assist them develop the business / product line further with technology transfer and management consultancy services support. The Iranian owner has been brought up in UK and maintains a UK base with his family. Iran produces 1.5 million vehicles each year and business owner sees major opportunity with UK support to introduce a wide range of products to the Iran OEM and aftermarket. The owner would like to meet a UK company with similar manufacturing expertise and with technology know how they would be prepared to introduce to Iran with a flexible arrangement open to discussion and mutual agreement to suit all parties. Other products of interest include TPE weatherstrip, windscreen wipers, all kinds of water and petrol hose.

There is also an opportunity for an experienced former senior automotive executive to provide management expertise to assist the owner develop the company on a flexible consultancy basis. Must be automotive sector experienced and able to travel to Iran for 1 week in six or 10 days every two months. Skills sought are in new product development, new parts introduction / project management.

contact: Mr. Naser Nabipour, Gilan Rubber Compant Ltd. Tehran

tel: +98 (131) 5554760 Mobile: 00989121162006

UK Mobile: 00441246416855

email: n.nabipour@gilanrubber.com

India car, truck and tractor parts wanted

K.I.S. International inform us that they are leading importers into India for all kinds of Japanese, European and American cars, trucks and tractors.

They invite UK exporters to send detailed catalogues. They advise they have immediate interest in sourcing parts for:

CARS

PEGUEOT- 206 AND 405,

KIA PRIDE,NISSAN Z-24

MAZDA,RENAULT

HILLMAN,

RANGE ROVER

LANDROVER

TRUCKS

MERCEDEZ ALL MODELS,
VOLVO ALL MODELS.
LEYLAND ALL MODELS,
MACK ALL MODELS,
SCANIA, BEDFORD, DAFF,IVECO,MAN

TRACTORS

MESSEY FERGUSON 240/285
ROMANIAN TRACTOR UTB 650
FORD,ZETOR, IMT
JOHN DEERE

Contact: Singh, Import Manager, K.I.S.International, New Delhi
Office: 7/20, Industrial Area, Kirti Nagar, New Delhi – 110015 (India)
Tel: + 91-11-25927540, 25441464, 25927749
Fax:++ 91-11-25927416, 25927497

Business opportunities from UKTI website**Bulgaria – Tipper Trucks**

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/163680.html?null

Opportunity for UK companies to supply tipper trucks to Bulgarian water utility company.

Bulgarian capital city water utility opened a tender for tipper trucks. The contract is due to be completed within 63 months from its signing.

Bid guarantee: estimated at EUR 8.750

The performance security is 3% of the amount of the contract.

Tender dossier: available upon payment of EUR 5.

Deadline for submitting the tender offers: 29 August 2011

Opportunity Type: General Procurement

Tender deadline: 29 August 2011

China - Battery Manufacturing Technology for New Energy Vehicles in Shenyang

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/155181.html?null

An automotive company is looking for British companies that can provide battery manufacturing technology for new energy vehicles.

The company was established in 1991 and is mainly engaged in designing and manufacturing three branded vehicles-Zhonghua sedans, Jinbei passenger cars and Grace commercial vehicles. Its annual production capacity was 500,000 vehicles with an annual turnover of RMB 60 billion (£6 billion) in 2010.

They are now looking for British companies who can provide battery manufacturing technology for new energy vehicles. They are interested in the related manufacturing technologies and would like to receive information for further discussion.

Response deadline: 31 December 2011

China - Manufacturing Technologies for Automotives

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/161520.html?null

Chinese automotive company seeking manufacturing technology for special purpose vehicles.

A Chinese company, mainly involved in manufacturing special purpose vehicles, such as ambulances, police cars, vans-body trucks, refrigerator vehicles, saloon cars, garbage trucks, fuel supply tanks and water spraying trucks, are now seeking manufacturing technologies from the UK for such special purpose vehicle. The nature of the cooperation could be technology transfer or possible merge and acquisition.

Tender deadline: 31 December 2011

Czech Republic - Spare Parts and Accessories for Motorsport

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/158540.html?null

A motorsport distributor is looking for an UK supplier of motorsport spare parts and accessories.

A Czech motorsport distributor is looking for an UK supplier of motorsport spare parts and accessories. Established as a limited liability company in 1991. The company's portfolio contains air & oil filters, sports seating, sports chassis, measurement devices, safety belts, sports steering wheel, silicone hoses, sports springs. They also sell car and motorbike spare parts of all brands. The company has e-shop and their own car and tyre repair service. They represent foreign companies on the local market including companies from the UK.

This is an opportunity for UK companies to establish new contact with a Czech distributor active in the motorsport sector.

Tender deadline: 15 September 2011

India - Joint Venture for Manufacturing High End Bicycles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/160680.html?null

An Indian company, which manufactures tubular and press components for automotive and construction equipment manufacturers, is looking for a JV to manufacture high end bicycles in India for the Indian market.

The current market for High end/sports bicycles in India is around 20,000 per annum and has a growth of over 100% since last three years. These high end bicycles are generally priced upwards of Rs 15,000 (Aprox £225) for imported versions. Once they are assembled/ localised in India, the cost will drop substantially (High import duty) making this a viable business.

The Indian group has a turnover of £35 Million and directly employs staff of 700. The group can invest in land and equipment to support this joint venture if required.

Tender deadline: 30 September 2011

Mexico – Supply of Engine Filters for Automotive Industry

<http://www.ukti.gov.uk/uktihome/item/176500.html>

A Mexican filter manufacturer is looking for potential UK suppliers of air filters for car engines.

Established for over 20 years, this company specialises in air filters for the automotive industry. Although they manufacture 90 per cent of their products, their air filters for car engines are imported from overseas.

They are currently looking for UK suppliers of these filters, with a view to improving quality and expanding their range of products. For more information, register your interest with the team in Mexico.

Switzerland – Buses

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/159640.html?null

Supply of electric low floor buses.

Delivery of one electric low floor bus, with the option of a further 4 equal vehicles within an annual or bi-annual rhythm.

Tender deadline: 12 August 2011

Switzerland - Bus Procurement

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/162940.html?null

Tender for procurement of various types of buses.

Automobile procurement 2012

CPV: 34121100 – Public Transport buses,

CPV: 34121200 – Articulated buses,

CPV: 34121400 – Floor buses

- 7 Articulated buses Euro 5 / EEV / Length: 18 meters
- 5 Three- Axle buses Euro 5 / EEV / Length: maximum 14 meters
- 2 Intercity buses Euro 5 / EEV / Length: 12 meters
- 2 Standard buses Euro 5 / EEV / Length 12 meters

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