

INTERNATIONAL BULLETIN

June 2013

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Editorial

David Croxson

Head of International, SMMT



Putting the Intern into International.

SME owner managers typically have good practical business experience but are nearly always short of just about all the resources that they need to grow the business - particularly people with the skills and time to do new things outside their everyday tasks.

They are often, for example, put off exporting because of not having the time to get an understanding of foreign markets. And many also have limited skills in marketing, computing, product design and engineering etc. Typically many working in the management team in an SME have no formal business training and there is often a very big shallow end in the average SME talent pool. Professional business consultants can fill these gaps for many larger businesses to help advise or muster additional resource for a new project or there are spare resources than can be shuffled – but these are not always easily afforded by or available to SMEs.

Conversely business schools and universities are full of 2nd and 3rd year students and post grads with a high number of very easily identifiable skills, often the latest formal business training and many, if in the UK to complete their education, with foreign language skills and from wealthy family backgrounds with senior family connections in their home country. They also have close ongoing connections with leading academics, the latest techniques and engineering developments; many have a passion and they are all seeking a career. But they have zero or limited business experience and a restricted CV as a consequence and typically limited funds, big loans to pay and long vacations to fill.

The very lucky ones have parents with connections and they get internships which lets them develop practical business experience, valuable contacts, in some cases income and often leads to permanent placement. The most proactive otherwise mainly get bar work. The rest add nothing to their CV nor the economy for weeks on end during each vacation or whilst they are seeking permanent employment. The intern position, however, is nearly always in a major organisation, not an SME.

SMEs it appears rarely think about offering an internship and students rarely think of approaching an SME for an intern role. I hope you may be prompted by this editorial to start thinking about how an intern this summer or next academic vacation could help you move forward - both in your international business and the wider business generally.

When I ran my business we worked at developing a very good connection with Manchester Business School. Each year, well ahead of the summer vacation, the management team would agree and set out a particular project that a suitably skilled student from one of the several Manchester universities could help us resolve on a one-off single project basis under limited supervision. One I recall was a marketing research study into an overseas market. One was a packaging design project. One was researching packaging, labelling and freight requirements for shipping our chemicals to different markets. Another was in setting up our IT with new inter-office ISDN and a new database and a further one was on looking at a factory process that needed a fresh eye to improve throughput and recommendation for new packaging equipment. Not all were totally successful but each moved us on a significant distance from where we would otherwise have remained and both the company and student intern benefited considerably as a consequence. We offered a minimal rate of pay which was always gratefully received. We also developed incidentally very good connections with the academics and as a result had some excellent research, that we desperately needed but couldn't afford, included in the university department doctorate programme free of charge and two of our managers later went on to take part time MBAs.

It would be easy for you to approach your local university or business school. Just define the project very briefly in 4 paragraphs. For example:

- 1) Name of company, location and website, sector and financial state / size.
- 2) Description of project, timescale start and finish.
- 3) The measure of outcome / output to be achieved.
- 4) Rate of pay and further career opportunities or not.

Then fix up to meet with the head of department to talk through what students or post grads they might propose. You may have to explain that you are not looking for the university to provide consultancy - they are also being driven to earn revenue - but their underlying drive is to secure practical experience and potential employment for their students and whilst big companies and accountancy firms and banks etc on the annual university "milk round" may well seek the cream we SMEs can stay slimmer and fitter by opting for low fat!

It's a long time since I was a student in the 60's when we had full employment but even then I was keen to make contacts in industry and I had already embarked on what subsequently became a lifestyle of spending more than I had in the bank - but I had no work experience or added value in my CV and I certainly only knew "big companies" hence I later joined Nestle!

With summer vacation approaching it could be opportune to take on an intern with language skills and connections in a market you want to research and move into. It could be worthwhile for both sides – and you can of course later then both thank me for the idea – in turn!

Key Dates

SMMT International Group Meetings 2013

Customs and Tariffs Working Group:

Wednesday 26 June 2013

Thursday 28 November 2013

International Business Group:

Thursday 4 July 2013

Thursday 28 November 2013

Personal Export Sales Group:

Friday 21 June 2013

Friday 6 December 2013

International Business Group

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

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@smtt.co.uk.

Customs & Tariffs Working Group Meeting

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

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

The next CTWG meeting 22nd June will have a senior representative from UKBF attending.

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@smtt.co.uk

SMMT Meet the Buyer event
Thursday 23 May in the West Midlands (UK)

This year SMMT is opening the event to buyers from outside the UK, it is an excellent opportunity for global vehicle manufacturers to meet world class UK suppliers in a series of 'speed-meetings' tailored to buyer's requirements. We are looking for overseas purchasing teams who are interested in sourcing products from the UK. You can also register your interest in attending as a supplier.

To register to attend please contact Rob Morbin | rmorbin@smmt.co.uk | 0207 344 9165

Website: <http://www.smmt.co.uk/members-lounge/member-services/business-opportunities/meet-the-buyer/#meet-the-buyer-2013>

SMMT International events

Book Now!



SMMT supported event

Automotive Business Group Visit to Mexico 50% Discount on OMIS to eligible companies Mexico 7 - 12 July 2013

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

The automotive business group visit to Mexico, which forms the next stage of the SMMT / UKTI programme to introduce UK-based companies to the many opportunities within the Mexican auto industry, is now confirmed for Sunday 7 July to Friday 12 July 2013.

The group itinerary will take in three key locations, commencing in Mexico's largest industrial centre, Monterrey, continuing to the automotive hub of Guanajuato and finishing in the country's financial and corporate capital, Mexico City. Additionally, there will be the opportunity to visit the PAACE Automechanika exhibition being staged the same week in Mexico City - Mexico's largest auto aftermarket exhibition.

The visit programme offers participants a unique opportunity to engage with potential customers and partners. There will be seminar presentations before a specially invited audience, one-to-one meetings with local automotive companies, site visits and high profile networking events. Throughout the visit, the group will be supported by an experienced Spanish-speaking SMMT manager and local UKTI staff.

The strong growth shown last year by the Mexican automotive industry has continued into 2013. January production levels were up by 20%, with exports to North America soaring by 32%. There was also an encouraging 12% expansion in domestic market sales. This sustained period of growth places increasing pressure on the local supply chain, offering significant exporting, manufacturing or investment opportunities to UK component suppliers.

For more details of the planned programme, and associated costs, please contact Pat Shaw

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SMMT, 71 Great Peter Street, London SW1P 2BN

T +44 (0)20 7235 7000 | F +44 (0)20 7345 7112 | www.smmt.co.uk/international



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@smt.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@smt.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@smt.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

Unleashing the Dragon China Business Seminar with HSBC

Reading, 3 July

Relaxations in Chinese regulations are creating new opportunities for trade, cross-border investment and funding in China's currency, the Renminbi (RMB), and by 2015, one-third of China's cross-border trade is expected to be in RMB. Join this seminar to find out how you can take advantage of these exciting developments.

More details and registration on http://www.cbcc.org/cbbc_calendar/event/view?id=518

Doing Business in China Clinics

London, 27 June, http://www.cbcc.org/cbbc_calendar/event/view?id=545

Oxford, 2 July; http://www.cbcc.org/cbbc_calendar/event/view?id=519

Reading, 3 July; http://www.cbcc.org/cbbc_calendar/event/view?id=520

Basingstoke, 9 July, http://www.cbcc.org/cbbc_calendar/event/view?id=521

Whether you are just starting to look for opportunities in China, or planning to develop your existing activities, you may benefit from participating in one of these clinics. An experienced China Business Adviser will discuss on a one-to-one basis with you matters ranging from the market potential for your products or services, to how to establish a presence in the market, as well as the support and services available to help you develop your business in the China market. Bookings will be taken on a first come, first served basis.

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

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@vincenz.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

Poland, Auto Moto Show

14 - 16 June, 2013, Sosnowiec

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

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

South Korea, KOAA Show

14 -15 November 2013, Seoul

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

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

Tanzania, Autoexpo Africa 2013

Dar-es-Salaam 6-8 June 2013

<http://expogpfairs.com/ca/>

Africa's biggest international automotive, spare parts and accessories trade exhibition

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

Vietnam, Auto Expo 2013

19 – 22 June 2013, Hanoi

<http://cisvietnam.com.vn/tlweb/auto/2012/auto/Default.aspx>

Vietnam AutoExpo is the place to exhibit, from creative ideas to completed products, representing the most comprehensive picture of the Vietnamese automobile industry Exhibitor profile: spare parts and components for producing, manufacturing and assembling automobile; Technologies in molding, welding, plating, painting; Automobile interior decor and car toys; Maintenance and Repair Machinery & Equipment; Fuel and Equipments to assist Fuel supplying; Design, Operation and Management software system; Quality control, Measurement and Diagnosis system; Hand tools and Handling equipments; Transportation rescue vehicles and devices, Security system.

Industry Support Initiatives

UKTI EXPORT TRADE SUPPORT

Useful links

[Contact your local international trade team](#)

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SMMT, 71 Great Peter Street, London SW1P 2BN

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[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

ASIA - Daimler Trucks is gearing for significant growth in Asia

Automotiveworld.com 23 May 2013

- **Activities of Mitsubishi Fuso Truck and Bus Corporation (MFTBC) and Daimler India Commercial Vehicles (DICV) are grouped under the umbrella of “Daimler Trucks Asia”**
- **Combined annual sales target of MFTBC and DICV to 290,000 sold units until the year 2020**
- **From now on production of five new FUSO truck models in Chennai for 15 export markets in Asia and Africa**

The company will bundle the activities of the subsidiaries Mitsubishi Fuso Truck and Bus Corporation (MFTBC) headquartered in Kawasaki, Japan, and Daimler India Commercial Vehicles Pvt. Ltd. (DICV) headquartered in Chennai, India, under the umbrella of “Daimler Trucks Asia”. For Daimler Truck, this cooperation opens up the opportunity for significant growth in promising, emerging markets in Asia and Africa. In this regard, MFTBC and DICV have planned a sales target of 290,000 units sold until the year 2020.

The Asia business will thus make a significant contribution to Daimler Trucks' sales target of over 500,000 trucks in the year 2015 and 700,000 trucks in the year 2020.

**Automotive World is not responsible for the content of this news release*

BRAZIL - Fiat ups investment in Brazil

Automotiveworld.com 10 May 2013 by Megan Lampinen

Fiat has reportedly stepped up its investment plans for Brazil. The *Wall Street Journal* reports that Fiat Chief Executive Sergio Marchionne has informed Brazilian President Dilma Rousseff of plans to invest Real 15bn (US\$7.45bn) in the country over the next three years.

CHINA - General Motors Sales in China Set May Record, Rise 9.4% to 252,942 Units

Automotiveworld.com 05 Jun 2013

General Motors and its joint ventures sold a May record 252,942 vehicles in China. Sales increased 9.4 percent from the same month last year. Shanghai GM and SAIC-GM-Wuling as well as all of their brands also had all-time sales highs for the month. Shanghai GM's domestic sales rose 18.4 percent from May 2012 to 117,381 units. SAIC-GM-Wuling sold 130,462 vehicles in China, an increase of 2.1 percent year on year. FAW-GM sold 4,727 vehicles in the domestic market last month, which was up 25.9 percent from last May.

Buick sales in China totaled 63,007 units in May, an increase of 22.7 percent from the same month last year. Sales of its original Excelle family continued to grow, rising 7.2 percent year on year to 24,756 units. Sales of the Excelle XT and GT were also strong, growing 36.9 percent to 16,410 units. Chevrolet sales in China were up 4.1 percent on an annual basis to 50,531 units. Sales of its most popular model, the Cruze, totaled 18,229 units in May. It was followed by the Sail, which had sales of 16,328 units, and the Malibu, which had sales of 7,983 units.

Cadillac sales were up 74.3 percent on an annual basis to 3,843 units in May. It was the brand's second-highest monthly sales ever. Leading the way for GM's luxury brand was the SRX, which had sales of 2,221 units, and the new XTS, which had sales of 1,503 units. Wuling sales in China rose 1.7 percent year on year in May to 121,756 units. The Baojun brand had sales of 8,706 units in May, which represented an increase of 73.7 percent on an annual basis. For the first five months of 2013 as a whole, GM and its joint ventures sold a record 1,331,185 vehicles in China, an increase of 10.6 percent year on year. Shanghai GM's sales in China rose 17.1 percent to 620,968 units, SAIC-GM-Wuling's domestic sales grew 5.8 percent to 682,354 units and FAW-GM's China sales were up 2.2 percent to 26,380 vehicles.

**Automotive World is not responsible for the content of this news release*

CHINA - Ford China - New May Record as Sales Jump 45%

Automotiveworld.com 05 Jun 2013

Ford China maintained its strong growth momentum in May as record sales of passenger vehicles pushed wholesales up 45 percent from a year earlier to 70,540 units. The May results bring Ford's total wholesales in China to 332,467 for the first five months of the year, up 48 percent from the same period a year earlier.

Sales were supported by Ford's full lineup of SUVs in China, including the all-new Ford EcoSport. In its second full month on the market, the urban SUV saw sales of 6,231 units, bringing total sales since its launch to 13,815 units. Sales of the Ford Kuga also remained strong at 7,892 units, and 28,164 units since its launch.

Changan Ford Automobile, Ford's passenger car joint venture in China, sold 51,099 wholesales in May, a 48 percent increase from May 2012. For the year to date, Changan Ford Automobile's sales total 231,818 units, up 71 percent from a year earlier. The Ford Focus remained the company's sales champion in May, with 27,345 total wholesales, up from 23,140 a year earlier. In the first five months of the year, Ford sold nearly 155,000 units of the Focus in China, up almost 87 percent from the same period a year earlier. China Jiangling Motors Corporation (JMC), Ford's commercial vehicle joint-venture, also enjoyed robust sales growth in May, with 17,057 vehicles sold, up 21 percent from 14,056 in May 2012. To the end of May, JMC's sales in China total 94,208 this year, up from 87,521 in the first five months of 2012.

**Automotive World is not responsible for the content of this news release.*

CHINA: Volvo tries to overcome late start in China; takes aim at BMW, Audi

4 June 2013, Automotive News Europe

Three years after buying Volvo Cars, Chinese tycoon Li Shufu may get to compete with Volkswagen Group's Audi and BMW on a more level playing field in his own country. Volvo Cars, a unit of Li's Zhejiang Geely Holding Group Co., will begin production this month at its first factory in China, allowing it to avoid the nation's 25 percent import tariff.

CHINA: Fiat-Gucci link fails in China

3 June 2013, by Luca Ciferri, Automotive News Europe

Fiat so far has failed to establish its tiny 500 as a chic city car in China despite a direct link to Italian luxury-goods maker Gucci.

The struggles of the 500 by Gucci could be foreboding to PSA/Peugeot-Citroen and Renault, which both hope to win sales in China because of local consumers' love of high-end French brands.

CHINA: GM to boost exports from China

3 June 2013, by Graeme Roberts, *justauto.com*

General Motors expects to boost exports from China by nearly 70% this year because of strong demand for its locally-developed, low-cost cars.

GM China chief Bob Socia told Reuters the carmaker plans to export up to 130,000 vehicles this year, up from 77,000 in 2012. The boost is largely from demand for the Chevrolet Sail in other emerging markets.

CHINA - GM to increase Chinese auto exports to emerging markets

Automotiveworld.com 03 Jun 2013 by David Isaiah

General Motors plans to increase its automotive exports from China by nearly 70% in 2013. This will translate into exports of around 130,000 cars produced in China, compared with a total of 77,000 such vehicles exported in 2012.

CHINA - Vice Mayor Ms Cheng Hong officially welcomes Formula E to Beijing as host city

Automotiveworld.com 01 Jun 2013

Vice Mayor Ms Cheng Hong today officially welcomed the FIA Formula E Championship to Beijing as one of 10 global cities to host the new fully-electric racing series, beginning in 2014.

CHINA - Hong Kong launches first all-electric taxi fleet

Automotiveworld.com 20 May 2013 by David Isaiah

Chinese electric vehicle manufacturer BYD recently announced the launch of Hong Kong's first all-electric taxi fleet. A ceremony was held at the Hong Kong Science Park to mark the launch. The electric taxi fleet comprises BYD's e6 electric crossover sedans. A total of 45 e6 Taxis have been placed

CHINA - SAE International and Leading Chinese Technology Research Center Agree to Collaborate on Key Technical Issues

Automotiveworld.com 06 May 2013

On April 25, 2013, standards development organizations of China Automotive Technology and Research Center (CATARC) and SAE International conducted a full-day workshop at SAE Automotive Headquarters in Troy, Mich., to review collaborative opportunities in areas of common interest.

The meeting, attended by CATARC and SAE International committees' technical leadership, focused on review of work in-progress and future development of critical standards. As a result, SAE International and CATARC agreed to conduct harmonized technical efforts in Fuel Cell Vehicle, Hybrid Vehicle, Vehicle Battery and Functional Safety standards development. This will be accomplished through enabling participation on each other's committees, series of regular technical reviews, increased awareness events of strategic direction in standards development, and collaborative research and technical exchanges in common areas of interest.

EUROPE - European car after sales market is faced with massive changes

The European car aftermarket will be facing major upheavals. The market is characterized by an increasing competitive pressure and a strong concentration process along with decreasing margins and growing costs.

Europe's total volume for the car aftermarket is around 115 billion Euros. The individual markets are diverging strongly. This means that the aftermarkets in Western-Europe, which are characterized by a high competitive density and an oversupply in car garages, will increasingly be facing pressure. This tendency will be more or less strongly pronounced - depending on the respective product group. In contrast to this, the Eastern European markets, particularly Russia, Ukraine, Poland and Romania, will increase significantly in long term. Especially Russia and Ukraine, which still today have more or less no garage concept chains at all, have considerable growth reserves.

INDIA: Tata Motors sells 49,304 vehicles in May

4 June 2013, by Graeme Roberts, justauto.com

Tata Motors' total sales (including exports) of Tata brand commercial and passenger vehicles in May 2013 were 49,304 vehicles. The company's domestic sales of Tata commercial and passenger vehicles for May 2013 were 45,430 units.

INDIA: Premium market set to double

4 June 2013, by Chris Wright, justauto.com

Sales of luxury cars in India are expected to double by the end of the decade increasing market share from 2% to 4% as total industry sales hit 8m in 2020.

INDIA - One in five auto dealers in India to post a loss this year

Automotiveworld.com 03 Jun 2013 by David Isaiah

With the current state of the new car market, an increasing number of automotive dealers in India expect their profits to decline this year. In fact, one in five dealers has said that they will likely record a financial loss this year, according to a J.D. Power Asia Pacific study.

INDIA - Weak demand continues to trouble Indian car industry

Automotiveworld.com 23 May 2013 by Radhe Shyam

After witnessing its first fall in over a decade in the last fiscal year, the Indian car and passenger vehicle industry has started 2013/14 on a nervous note, as sales remain sluggish and buyers remain reluctant to spend. Car companies, saddled with huge inventories despite offering attractive discounts and freebies

INDIA - Most BRICS markets post sales growth while India struggles

Automotiveworld.co 13 May 2013 by David Isaiah

While Brazil, China and South Africa reported year-on-year sales growth in April, India's new car market continued on the worst sales streak in the industry's history. The Indian automotive industry reported its sixth straight month of declining sales last month. The signs point to tougher times in the near future.

JAPAN - Toyota considers Etios hybrid for emerging markets

Automotiveworld.com 31 May 2013 by David Isaiah

Japanese vehicle manufacturer Toyota is considering a hybrid version of its Etios compact sedan for emerging countries. If the OEM does adopt a plan to introduce an Etios hybrid, it may consider producing this model in India.

JAPAN - Nissan and Dongfeng to make new truck in Europe

Automotiveworld.com 24 May 2013 by Megan Lampinen

Nissan and its Chinese partner Dongfeng Motor Group have announced plans to jointly develop a new medium-duty truck. The partners have been working together for ten years and Nissan says it has been keen to expand its light commercial vehicle business in China.

ROMANIA - has secured about Euro40bn from the future EU budget for the 2014 – 2020 period: Following tough negotiations in Brussels, the country will receive almost Euro40bn from the community budget over the next 7 years.

ROMANIA - Dacia celebrates 400,000th Duster produced in Romania: the Dacia plant in Mioveni, owned by French carmaker Renault, celebrated at the beginning of the month the production of the 400,000th Duster produced in Romania. The cars will be delivered to France, their main export market.

RUSSIA - Automotive World has published a new forecast report on Russia's new vehicle market.

Automotive World has recently published a brand new report on *Russia's New Vehicle Market: Prospects To 2017*. For more information or to obtain a copy of this report please click on the link below:

<http://www.automotiveworld.com/research/russias-new-vehicle-market-prospects-to-2017/>

The Russian light vehicle market plunged 50% to 1.5 million units in 2009. Some growth over the following three years saw it reach a new peak of 2.9 million units in 2012. Lada remains the Russian car market leader, although its market share fell in 2012 to below 20% for the first time in over a decade against intense competition from foreign brands.

Following a small decline in the early months of 2013, the Russian LV market is expected to return to growth in the latter part of the year. Beyond 2013, the market will be further boosted by rising levels of car ownership and the need to replace an ageing parc.

In Russia's commercial vehicle (CV) sector, 80% of the truck parc is over ten years old. Demand has not yet returned to pre-downturn levels, although it recovered from the 2009 trough of 50,700 units, to reach 137,900 units in 2012. Russian truck OEMs occupy the top three places in terms of market share, but they are being squeezed from below by cheap Chinese imports and from above by the premium products of western OEMs.

Russia's truck market is expected to be relatively subdued in 2013 as the market adjusts to the new emission standards as well as the import tariff and recycling levy changes. A small increase of less than 1% is anticipated before the market returns to higher growth rates in 2014 and 2015.

RUSSIA - GAZ/Westport deal furthers Russian CNG push

Automotiveworld.com 03 Jun 2013 by Megan Lampinen

Russian OEM GAZ Group is tapping the expertise of natural gas engine specialist Westport in introducing CNG engines for its commercial vehicles. The move comes in response to the Russian government's push to encourage the use of natural gas as an automotive fuel.

SOUTH AFRICA - South Africa ups EV ambitions

Automotiveworld.com 03 May 2013 by Megan Lampinen

South Africa has outlined ambitions to become a leader in electromobility. The country's Department of Trade and Industry (dti) presented its Electric Vehicle Industry Road Map on 2 May at a press event in Johannesburg. Under the new EV roadmap, the government has promised incentives to manufacturers

SOUTH KOREA: Bosch eyes expansion opportunity

5 June 2013, by Graeme Roberts, justauto.com

Bosch will spend KRW170bn won (\$151m) this year to expand facilities in Korea.

SOUTH KOREA: BMW makes gains in South Korea on free-trade deal

4 June 2013, Automotive News Europe

BMW's South Korean sales have tripled since 2009 as it takes advantage of a free-trade deal that will get even more advantageous for European carmakers next month.

Under new rules, tariffs on cars with engines bigger than 1,500 cc such as BMW's 3 series will halve to 1.6 percent as of July and drop to zero next year, posing a small-but-growing threat to domestic carmaker Hyundai Motor's ambition to sell more premium cars at home. Tariffs on U.S. imports will be phased out completely in 2017.

UKRAINE applies import tariffs on light cars

Ukraine's government decided on March 14 to implement an import tariff on light automobiles starting in 30 days. Tariffs of 6.46% will be applied to cars with engines between 1,000 and 1,500 cubic cm, while a 12.95% tariff will be applied to cars with engines of 1,500 to 2,200

cubic cm. The decision was originally reached in April 2012 by the Interdepartmental Commission on International Trade Issues.

Alexander Paraschiy: This measure is aimed at protecting domestic car producers, including Bogdan Motors (LUAZ UK), an assembler of Russian Ladas, and UkrAvto (AVTO), which produces several of its own ZAZ models, as well as those of Daewoo, Chevrolet and Chery. A 40% yoy decline in Bohdan Motors' car production to 13,500 units (or less than 10% of its annual production capacity), as well as a 60% yoy decline in its 2M13 output, is the best indicator the problems faced by all local producers. The protective measure, therefore, came of little surprise (refer to our LUAZ news from Oct. 5, 2012).

We don't see any significant benefits from these protective measures for Bogdan Motors, for whom Russia remains the key target market, not Ukraine. Moreover, Ukraine's demand for Ladas declined 31% yoy in 2012, according to a local trade association, while total demand for new cars increased 15% yoy, which is more a sign of a radical shift in consumer preferences. The import duties won't help to change this, in our view.

The duties should have a more visible effect on UkrAvto, as demand for its brands (ZAZ, Chery, Chervrolet) declined only 10% yoy in 2012, and therefore have a chance to recover on its improved pricing position.

International Market Reviews

ASEAN market performance and forecasts

ASEAN growth prospects May 2013 management briefing:

Mark Bursa, 29 May 2013, Just Auto

In the last decade of last century, before the term "BRICs" had even been coined, there was another acronym that loomed large on the agenda of any global automaker. ASEAN, the Association of Southeast Asian Nations, looked like a potential powerhouse for growth. In this month's management briefing, Mark Bursa takes a look at the region's automotive prospects. In this instalment, he looks at developments in the major markets with forecasts.

ASEAN has recovered well in the past decade, and while it hasn't undergone the stellar growth seen in China, the progress has been steady. 2012 was a strong year in the region, and ASEAN sales totalled around 2.5m vehicles. Of this, around 1.5m are cars and 1.0m are commercial vehicles. This is a relatively high penetration for CVs compared to other emerging markets, eg India or Brazil.

Within ASEAN, Thailand, Indonesia, Malaysia and the Philippines all recorded 2012 sales at record levels, thanks to local governments keen to encourage sales with low interest rates and, in some markets, special incentive schemes. The need to grow domestic sales was largely driven by a fall in exports in the ongoing global economic downturn.

Of the five major ASEAN markets (Indonesia, Malaysia, Philippines, Thailand and Vietnam) the growth drivers have been Thailand and Malaysia, with Indonesia emerging as a major player. In Thailand, first-time buyer incentives exceeded government projections and the market jumped by more than 80% to 1.44m units.

Economic growth in Indonesia exceeded 6.2% last year, driven by rising domestic consumption and investment. The vehicle market continued to benefit from strong consumer demand and low interest rates, with growth expected to continue in the medium term.

Sales in Malaysia and the Philippines will likely slow after the recent strong growth, while Vietnam is likely to post a moderate recovery following successive interest rate cuts over the last year.

Overall, analysts forecast strong mid-term growth Frost & Sullivan estimates growth at a compound annual growth rate (CAGR) of 10% from 2011 to 2018, mainly driven by growth in Thailand and Indonesia. This would almost double vehicle sales in the region to 4.7m units, comprising 3.1m passenger cars and 1.6m CVs – a similar growth projection to India. It would make ASEAN the sixth-biggest automotive market globally by 2018.

Vijayendra Rao, research manager, Frost & Sullivan Asia Pacific Automotive Practice, said none of the ASEAN countries has individually featured in the top ten markets globally, but as a region, it has assumed greater importance following the implementation of ASEAN Free Trade Agreement in 2010.

Indian and Chinese automotive companies are also looking at expanding to ASEAN. Rao said ASEAN was a competitive automotive production base and a net vehicle exporter with strong competency in certain product ranges. “Thailand is expected to continue its dominance as a production hub in ASEAN due to the significant investments by Japanese OEMs, incentives from the Government, a good supply base and required talents,” Rao said.

He also said that production in Indonesia will cater to local demand, mainly driven by the shift of ownership to cars, multi-purpose vehicles and sports utility vehicles from motorcycles.

Thailand

Thailand took a bold decision in the 1980s to open up its car industry to foreign manufacturers, and to establish the country as a global centre for pick-up and utility vehicle manufacturing.

This resulted in major investment in the local car industry from US and Japanese vehicle makers. Thailand is now the centre of global production for 1-tonne pick-ups for Toyota, Isuzu, General Motors, Mitsubishi, Ford, Mazda and Nissan.

As a result, Thailand is by far the region’s biggest producer of vehicles, and the biggest overall market thanks to the immense popularity of pick-up trucks. The Thai pick-up market is one of the significant factors behind high CV market share in ASEAN.

Thailand also has the highest levels of localisation – well in excess of 80% - for vehicles built in the country. Malaysia is around 80%, while Indonesia is in the mid-70s. There is a much larger installed supplier base in Thailand, mainly Japanese companies, of which there are around 500, compared to 100 in Malaysia and 160 in Indonesia.

The Thai Government decided in late '00s to repeat the pick-up incentive plan, this time with small “eco-cars”. Manufacturers were offered incentives to invest in new capacity, including tax-free holidays of up to five years and duty-free import of manufacturing equipment for companies investing in new facilities to produce a minimum of 100,000 small “eco-cars” cars per year for sale domestically and for export.

Again, the manufacturers took the bait. So far, Nissan, Mitsubishi, Honda, Suzuki and Toyota have signed up to the programme, and the Thai government is now looking to extend the investment scheme to attract more automakers, with a view to growing annual Thai output to 3m units.

The Government's generous first-time buyer incentive programme finished at the end of 2012, but orders placed before the end of the year qualified – and many of those orders were not fulfilled, so strong was the demand. As a result, new vehicle sales in Thailand remained strong in Q1, up 48% to 412,680 against 277,635 in the same 2012 period, according to the Federation of Thai Industries.

Most of these orders should be fulfilled by the end of June 2013, but although new vehicle sales are expected to weaken in the second half of the year, full-year sales may end up at roughly the same level as in 2012.

Malaysia

Malaysian market is relatively sophisticated, and hosts two internationally-known “national car” brands – Proton and Perodua. Proton was launched under the long-running administration of Prime Minister Mahathir Mohamed in the 1980s, as an attempt to emulate Japanese and Korean car companies, which had become established as global brands by this time.

Proton was initially Government-owned and backed, and enjoyed significant tax advantages over imported and locally assembled foreign brands. Technology was sourced initially from Mitsubishi, and production of the Proton Saga, a version of the Mitsubishi Lancer, started in 1985. A second ‘National Car’ programme, building smaller vehicles, was set up in the early 1990s. This company, Perodua, used technology sourced from Daihatsu.

While both brands became established, Perodua is in a stronger position than Proton, which has struggled to re-establish its position following the disastrous economic collapse of the Tiger Economies in the late 1990s. Major expansion plans, including the construction of the so-called “Proton City” manufacturing plant, were delayed. Proton City was originally intended to build 1m units a year; it finally opened in scaled-down form in 2003, but capacity is only 150,000 cars.

The main loser has been Proton. Proton has also lost ground as an exporter – in the 1990s it was seen as a competitive alternative in Europe to brands such as Kia and Skoda, but these brands have raised their game significantly while Proton has been left behind, and after a promising start, Proton has now pulled out of mainland Europe, and has only a token presence in the UK.

Uncertainty over ownership and a long-running search for a technology partner saw Proton's local share slump to around 26%. Perodua overtook it to become the number one brand in the market with 34%, thanks to continued technology transfer from Daihatsu and its parent, Toyota. Proton was taken out of government control in January 2012 when it was acquired by local industrial conglomerate DRB-Hicom.

The new owners are starting the process of reviving Proton. The company signed a technology alliance with Honda in October 2012, which could make Proton more competitive once again, while deputy chief executive officer Datuk Lukman Ibrahim said at the 2012 Thailand International Motor Show that Proton planned to increase exports in 2013 and restart shipments to Australia and the UK.

He said: "Proton's exports for this year are in the region of 14,000 units. Next year, we are aiming to sell at least 20,000 units." He also said Proton intended to ship more cars to Thailand – it sold around 3,000 cars to its ASEAN neighbour last year.

Interestingly, Lukman said the highly competitive Thailand market was the testing ground for attempts by Proton to go global. He said: “If Proton wants to be successful in the future, it must

be able to produce global products with global specifications. It must also meet global requirements and regulations and be able to sustain that level up to the services.”

While Proton has struggled, Japanese brands have also gained ground in Malaysia, notably Toyota (13.3% in 2012) followed by Honda (6.9%) and Nissan (4.9%). The other significant local player is Naza, which assembles and distributes Kia and Peugeot cars via a large 140,000 unit CKD facility.

The overall market was 627,753 vehicles in 2012. Sales started briskly in 2013, with a rise of 14% in Q1, but the Malaysian Automotive Association (MAA) expects vehicle sales to reach 640,000 units this year, an increase of just over 2% on last year’s level.

Indonesia

Indonesia has put the grim days of the Suharto regime behind it, and the nation is expected to be a major growth driver in the ASEAN region over the next decade. Indonesia is the fourth-largest nation on the planet, with a population of 230m, though its geography – many small islands covering an area comparable to the size of the US – makes it a logistical nightmare. Nevertheless, it has already overtaken Malaysia and is growing at a much faster rate, to a point where it will challenge Thailand as the number one market in the region, perhaps as early as this year. Q1 sales in Indonesia grew 18.3%, well ahead of an earlier Frost & Sullivan estimate that full-year domestic vehicle sales in Indonesia will rise by 7.5% to 1.2m this year. Meanwhile 2012 car and CV production rose 27% to 1.065m in 2012.

The Indonesian government wants to export more cars, so it has launched similar incentive scheme to Thailand. The government’s “low carbon emission program” is designed to spur the development of eco-friendly vehicles to include hybrid cars, electric cars and “low-cost green cars”.

Traditionally Indonesia has favoured large cars and MPVs, such as the Toyota Innova and Avanza. Indeed, MPVs account for more than 50% of the Indonesian auto market. Small cars account for less than 10% of sales, so the incentive programme is targeted at a sector with plenty of potential. Also, Indonesian emission standards lag badly behind the rest of the region – Euro 2 is still in place, compared to Thailand and Malaysia, which have now moved to Euro 4. Fiscal incentives include a reduction of a luxury-goods sales tax for locally made cost-effective green cars (priced below US\$10,000) and engines that can run more than 20km on 1 litre of fuel. Overall, the green car Programme is expected to add 100,000 units of production in 2013, though production will continue to cater for domestic demand in the short term. As with the Thai programme, first-time buyers are targeted; these make up around 30% of the market in both countries.

So far, Toyota Motor Manufacturing Indonesia (TMMIN) and Astra Daihatsu Motor (ADM) have announced they would take part in the programme. The two companies last year unveiled their jointly-produced Toyota Agya and Daihatsu Ayla models, which meet the requirements. Nissan will also participate in the green car project as part of a wider plan to revive the Datsun brand as a low-cost, eco-brand in Indonesia, as well as Russia and India. Nissan is investing US\$400 million to prepare for the production start of Datsun models, hiking up the capacity at its existing Indonesian plant five-fold to 250,000 units per annum by 2014.

Honda also seems likely to join the programme from 2014. Japanese brands dominate Indonesia – combined market share is around 95%, with Toyota and Daihatsu claiming more than 50% of the market.

The future

The ASEAN Automotive Federation has worked hard to abolish of tariffs, remove of non-tariff barriers, streamline of customs procedures and harmonise technical regulations. This process has taken time, and is still not complete, but should be finished by 2015.

Theoretically, this should open up the ASEAN market, for example allowing Thai suppliers to export parts to Malaysian producers, in return for finished car imports flowing in the opposite direction.

This should happen to some extent, as well as flow of components from ASEAN's regional neighbours, India and China, which both have FTAs with ASEAN. But the individual governments of the three main car producing nations are still very keen on promoting their national industries, and competition for new investment from car companies and Tier 1 and 2 suppliers will intensify.

The fear then would be an overheated market, If a repeat of the late '90s economic crisis should hit, the region will find itself with vast amounts of unused capacity – rather like Proton, which still has not recovered fully fifteen years later.

The other fear is that the Chinese automakers, whose own R&D capabilities are expanding at a rapid rate, will start to target ASEAN with Chinese-produced vehicles, produced at a lower cost and shipped in under the FTA, or even CKD-assembled.

This is already starting: although Chinese cars account for less than 1% of the Thailand and Indonesian markets, some Chery cars are already assembled from kits in Indonesia and Malaysia, while Dongfeng makes small mini trucks in Thailand from SKD kits, with a capacity of 5,000 a year. Thai assembler Naza has assembled small cars adapted from Hafei Motor kits, though these have been relatively unsuccessful.

Meanwhile, Geely has announced plans to establish a factory near Jakarta with Indonesia-based car maker Astra International, with a view to selling cars across ASEAN, exploiting the tariff-free ASEAN FTA.

Indeed, at a recent China-ASEAN Expo in Nanning, Guanxi Province, 10 Chinese auto companies, including Dongfeng, FAW and Jinbei Automotive, showed their latest cars aimed to appeal to ASEAN markets. "China and ASEAN are both newly-emerged, rapidly-developing auto markets. Cooperation in auto industry between China and ASEAN will bring a win-win situation for the two sides and make their cars more competitive in the international market," said Gu Xiangdong, deputy secretary-general of China Association of Automobile Manufacturers.

The implication for Western automakers, prominent by their absence in the ASEAN market, is that the chance to enter the market may already have gone, and the Chinese will take up whatever slack remains in the markets after the Japanese have continued their expansion.

BMW Group posts best ever April sales

13 May 2013

- 155,419 vehicles sold last month, an increase of 6.8%
- Highest sales in first four months with 603,619 vehicles
- Strong gains in Asia and the Americas

The BMW Group continued on its successful course in April with an increase of 6.8% in sales. A total of 155,419 (prev. yr. 145,541) BMW, MINI and Rolls-Royce vehicles were sold worldwide last month. Over the past four months the number of deliveries climbed 5.7% to a new all-time high of 603,619 vehicles (prev. yr. 571,084).

Worldwide sales of BMW brand vehicles climbed 7.5% to 130,598 (prev. yr. 121,507) in the month under review. Demand for the BMW X1 remained strong with 11,837 vehicles delivered in April, an increase of 14.8% over the same month last year (10,310). The BMW 3 Series also reported strong gains with a total of 38,491 vehicles delivered to customers, an increase of 16.0% compared to last year (33,192). The BMW 3 Series Touring contributed to this growth, with 8,358 units delivered last month, an increase of 104.6% on the previous year (4,085). The BMW 5 Series reaffirmed its position as segment leader, with 29,955 units delivered last month (prev. yr. 26,770/ +11.9%). Growth was further driven by the BMW 6 Series which was delivered to 2,200 customers worldwide in April (prev. yr. 1,559/ +41.1%). A total of 512,000 BMW vehicles (prev. yr. 478,069) have been delivered to customers worldwide since the start of the year – an increase of 7.1%.

MINI: With 24,581 vehicles delivered in April, worldwide sales for MINI increased by 3.3% (prev. yr. 23,794). In the month under review, MINI achieved solid growth in retail sales in some of its key markets such as Great Britain/Ireland (3,393/ +43.6%), and China (2,038/ +7.0%). The new MINI Paceman has had a successful start with around 1,500 vehicles delivered to customers since its launch in mid-March. Year-to-date, MINI sales are around last year's level with 90,737 units sold in the first four months (prev. yr. 92,005/ -1.4%).

The BMW Group made gains on nearly all continents in the month under review. The company achieved robust sales in Asia with 43,872 vehicles delivered (prev. yr. 39,769/ +10.3%). China accounted for 30,311 deliveries, an increase of 11.4% over the same month last year (prev. yr. 27,197) in China.

Sales were solid in The Americas with 36,547 vehicles delivered in April (prev. yr. 32,705/ +11.7%). In the U.S., 29,011 vehicles were delivered in April which reflects an increase of +8.3% over the same month last year (26,793). In Europe, sales increased by 2.8% to 69,957 vehicles (prev. yr. 68,070). Several markets attained solid growth in April, for example Belgium/Luxembourg (4,499/ +13.9%) and Russia (3,489/ +7.5%).

**Automotive World is not responsible for the content of this news release.*

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France – Energy Store Assembly For Formula One

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/432820.html?null

A French Formula One manufacturer is looking for a subcontractor to carry out assembly, testing and delivery of an energy store system for next generation F1 engines.

The company is looking for a subcontractor to assemble energy store systems for the next generation of Formula One engines following the change in regulations as of 2014. The subcontractor should have experience with Li-on cells and high voltages as well as the electronic and mechanical competence to assemble energy store cells.

China— A private company seeking for technical cooperation on automatic transmission tech

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/513282.html?null

A Jiangsu based private company is actively seeking technical cooperation, specifically applied to cars' and passenger cars' new CVT automatic transmission technology

This Chinese company is specialized in design, manufacture and sales of the electronic products and automotive components. It has now built the basis of technological R&D platform, and is in a rapid growth and market expansion phase.

Currently, the company is actively seeking technical cooperation, specifically applied to new CVT automatic transmission technology of passenger cars.

Potential corporate partner of this project is expected to be able to design and manufacture automotive electronics products and to provide product design and manufacturing technology to support the completion of production lines. Specific format of cooperation could be subject to later discussion.

Response deadline: 29/11/2013

Ethiopia - Supply of different kinds of Tractors, Sprayers and motor cycle

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/514720.html?null

An Ethiopian governmental factory is seeking for a bidder who can supply different types of sprayers, tractors and motor cycles.

Description

LOT-I 175-185CC two stock on/off road motor cycle

- LOT-II** 380 HP heavy duty 4WD Tractor
- LOT- III** Herbicide Boom sprayer
- LOT- IV** Heavy Duty tractors with laser unit
- LOT- V** Battery Powered Electric tractors
- LOT- VI** Iron Sulphate sprayer
- LOT -VII** Fire fighting truck
- LOT -VIII** Oxygen Plant Rehabilitation

Deadline: 14/06/2013

USA – Nashville Electric Buses Procurement

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/515120.html?null

The City of Nashville’s MTA is looking to procure 7 electric buses to implement in their transit system.

The Nashville Metropolitan Transit Authority (Nashville MTA) has received approval for a funding application through the Clean Fuels Bus and Bus Facilities Program for the purchase of up to seven (7) pure electric transit buses equipped with wayside inductive power transfer system that will operate on the Music City Circuit downtown circulator routes with zero tailpipe emissions.

This project will also include the installation of a charging station, where the Music City Circuit routes begin service. Using the wayside inductive power transfer charging system will help bridge the gap between providing fixed-route service with diesel or hybrid-electric vehicles and providing fixed-route service with pure electric vehicles.

Specific requirements are as follows:

1. Up to Seven (7) 30’ – 40’ battery electric transit coaches. Buses must be Heavy-Duty with 12 years life expectancy and/or 500,000 miles and zero tailpipe emission.
2. Charging equipment to support the above coaches which may include one en route charging stations that enable charging of buses in less than ten minutes while exchanging passengers at scheduled stops within the designated routes, and a depot-based charging equipment (could be more than one station) to support overnight charging of the coaches and to be used for maintenance purposes.
3. Oversight of the design and installation of charging equipment including obtaining permits and coordination with utility providers;
4. Operator training and manuals for the operation of buses and charging equipment;
5. Maintenance plan, training and manuals for the maintenance of buses and charging equipment,;
6. An operational and maintenance performance assessment of proposed coaches and charging equipment, as well as a performance assessment of Agency’s trained operators and maintenance staff, at the end of the first complete year of service; and,
7. Maintenance support for the charging equipment for the first three years with options for nine more years

Response deadline: 28/06/2013

Bangladesh - 16 nos. of Garbage dump truck

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/512960.html?null

1.5 ton of garbage dump trucks for a infrastructure improvement project

An infrastructure improvement project has invited an international tender for procurement of 16 nos. (1.5 ton) of garbage dump trucks.

Price of tender document is: BDT 6000.00

Response deadline: 07/07/2013

Chinese Auto OEM is looking for suppliers of good in-wheel motors

This leading Chinese Auto OEM has intention of developing new energy vehicles equipped with advanced in-wheel motors. Therefore they are open to related suppliers and R&D entities.

The expectations on potential supplier or partner are:

- Good reputation in industry
- Advanced technologies and reliable quality
- Willingness to customize for OEM's specific requirements

Response deadline: 30/09/2013

Bolivia – Airport fire engines

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/507680.html?null

Bolivia's public airport management company SABSA wishes to buy three fire engines.

The Bolivian airport management company SABSA is receiving quotations from different suppliers around the world (e.g. Rosenbauer, etc) on fire engines for its operations in Bolivia.

China - Motor sourcing requirements

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/506260.html?null

Chinese company looking to import high-efficiency and energy-saving motors from the UK

Motor system accounts for about 60% of the Chinese electricity consumption. All types of motor system have capacity of 420 million kilowatts, however the efficiency of the motor is running 10-20 percent lower than the advanced level in other countries.

The main problems with many motors in current use in China: 1) outdated device; 2) inappropriate system matching, the device subject to long-time operating under low-load; 3)

The way of system control is outdated. Most of the fans, pumps are controlled through mechanical throttle.

Sourcing requirements:

- High-efficiency & energy-saving motors for mining and industrial field, to be used in items such as fans, pumps, compressors and so on;
- Advanced technologies that can improve the motor system operation efficiency, and optimise the controlling of the motor system.

Response deadline: 31/07/2013

Trinidad & Tobago - Expression of Interest – Executive fleet of compressed natural gas vehicles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/506140.html?null

Providers are being sought for the procurement of CNG vehicles or vehicles fuelled primarily by compressed natural gas.

The vehicles are required for senior management and the prospective provider must be capable of providing vehicles in the following categories:

1. Motor Cars (Sedans)
2. Sports Utility Vehicles (SUVs)

Reputable firms/joint ventures/manufacturers and/or agents are invited to submit Expressions of Interest (EOI) for the supply of an executive fleet of CNG vehicles for consideration, and Interested parties must submit packages in a sealed envelope no later than July 12th 2013 at 4.00 p.m.

Response deadline: 08/07/2013

Canada – Spare parts for defence vehicles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/501260.html?null

Procurement of non-aircraft spare parts such as engine accessories, circuit breakers, pressure, temperature and humidity measuring instruments, as well as miscellaneous hardware.

The purpose of this opportunity is to provide Canada's Department of National Defence with non-aircraft spare parts such as vehicular furniture, engine accessories, circuit breakers, pressure, temperature and humidity measuring instruments, as well as miscellaneous hardware.

The items are required to be delivered to Quebec and Alberta by August 15, 2013. The competitive procurement strategy will focus on the most economic bid.

Response deadline: 20/06/2013

Hong Kong – 35-passenger buses required

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/503740.html?null

Tender opportunity for the supply of 35-passenger buses to the Government Correctional Services Department

7 units of 35-passenger buses required. Delivery within 10 months from the date of order.

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

Response deadline: 13/06/2013

Czech Republic - Low-floor city buses and coaches required

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/502840.html?null

A bus transport company is looking for a supplier of low-floor city buses and coaches.

A bus transport company based in the Northern Bohemia is looking for a supplier of low-floor city buses CNG and diesel oil powered and a coach with diesel oil used in public line and touring transport.

They are looking for the following types of buses:

- 1x fully low-floor city bus with length up to 18m, CNG
- 2x low-floor city buses with length from 9.5m up to 10.5m, CNG
- 4x low-floor city buses with length up to 9m, diesel oil
- 3x low-floor city buses with length up to 11m CNG
- 1x low-floor city bus with length up to 10m, CNG
- 1x coach diesel oil powered with length up to 12m used in public line and touring transport

The estimated value is 51 200 000 CZK without VAT.

The tender deadline is on 2 July 2013 at 09:30 local time.

Deadline: 02/07/2013

USA - Sewer trucks (design / build)

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/499420.html?null

Major US city seeks 2 heavy duty sewer trucks (with equipment) for Sanitation Department.

US City is soliciting bids from qualified contractors to provide two sewer trucks to the City that meet the specifications. This bid consists of TWO packages:

- 2013 Ford F-650 Super Duty (or equal), dual rear-wheel truck with mounted sewer rodding machine
 - 2013 Ford F-750 4 X 2 (or equal) heavy duty sewer repair truck with utility body
- The City reserves the right to award one or two contracts based upon the lowest bid for

Response deadline: 11/06/2013

World Trade Organisation Notifications

AUSTRALIA

G/TBT/NAUS/74

4 June 2013

The Australian Government is examining the case for mandating brake assist systems (BAS) in the new light vehicle fleet in Australia through the Australian Design Rules (ADRs). The vehicles fall under ADR categories MA, MB, MC and NA. It is proposed that an ADR be developed that adopts the requirements for BAS contained in United Nations Economic Commission for Europe (UNECE) Regulation 13-H—Uniform Provisions Concerning the Approval of Passenger Cars with Regard to Braking.

AUSTRALIA**G/TBT/N/AUS/73**

4 June 2013

The Australian Government is examining the case for regulating the control of vehicle stability in light commercial vehicles through the Australian Design Rules (ADRs). These vehicles fall under ADR category NA. It is proposed that an ADR be developed that adopts the requirements for ESC contained in United Nations Economic Commission for Europe (UNECE) Regulation 13-H – Uniform Provisions Concerning the Approval of Passenger Cars with Regard to Braking.

USA**G/TBT/N/USA/811/Add.2**

3 June 2013

Control of Air Pollution from Motor Vehicles: Tier 3 Motor Vehicle Emission and Fuel Standards. The U.S. Environmental Protection Agency ("EPA") is announcing an extension of the public comment period for the proposed rule "Control of Air Pollution from Motor Vehicles: Tier 3 Motor Vehicle Emission and Fuel Standards" (the proposed rule is hereinafter referred to as "Tier 3"). EPA published a notice of proposed rulemaking, which included a request for comment, in the Federal Register on 21 May 2013. The public comment period was to end on 13 June 2013. The purpose of this document is to extend the public comment period an additional 18 days, to 1 July 2013.

DATES: Written comments must be received on or before 1 July 2013.

URLs: <http://www.gpo.gov/fdsys/pkg/FR-2013-05-29/html/2013-12749.htm>

USA**G/TBT/N/USA/811/Add.1**

24 May 2013

Control of Air Pollution from Motor Vehicles: Tier 3 Motor Vehicle Emission and Fuel Standards. This action would establish more stringent vehicle emissions standards and reduce the sulfur content of gasoline beginning in 2017, as part of a systems approach to addressing the impacts of motor vehicles and fuels on air quality and public health. The proposed gasoline sulphur standard would make emission control systems more effective for both existing and new vehicles, and would enable more stringent vehicle emissions standards. The proposed vehicle standards would reduce both tailpipe and evaporative emissions from passenger cars, light-duty trucks, medium-duty passenger vehicles, and some heavy-duty vehicles. This would result in significant reductions in pollutants such as ozone, particulate matter, and air toxics across the country and help state and local agencies in their efforts to attain and maintain health-based National Ambient Air Quality Standards. Motor vehicles are an important source of exposure to air pollution both regionally and near roads. These proposed vehicle standards are intended to harmonize with California's Low Emission Vehicle program, thus creating a federal vehicle emissions program that would allow automakers to sell the same vehicles in all

50 states. The proposed vehicle standards would be implemented over the same timeframe as the greenhouse gas/fuel efficiency standards for light-duty vehicles, as part of a comprehensive approach toward regulating emissions from motor vehicles.

DATES: Comments must be received on or before 13 June 2013.

<http://www.gpo.gov/fdsys/pkg/FR-2013-05-21/html/2013-08500.htm>

EUROPEAN UNION

G/TBT/N/EU/109

24 May 2013

This proposal for a new directive updates directive 96/53/EC on the maximum dimensions and weights of heavy goods vehicles and coaches travelling on European roads.

JCC Customs Information Papers

CUSTOMS INFORMATION PAPER (13) 36

Croatia Accession to the European Union

Entry into force and accession of Croatia to the EU is expected to take place on 1 July 2013.

Croatia will become the 28th Member of the European Union. Further CIPs covering specific arrangements and requirements for particular Customs regimes and procedures may be issued as necessary.

CUSTOMS INFORMATION PAPER (13) 35

UK Balance of Competences Review

The UK Government is conducting a review of the effect of EU action on international trade, and how this affects the UK's national interests. This review provides a unique opportunity to state your views about EU international trade laws and to influence the wider debate about the UK's relationship with the EU. Relevant for all businesses involved in international trade; trade associations; civil society groups; consumer groups; and individuals interested in EU action on international trade. Effective immediate.

CUSTOMS INFORMATION PAPER (13) 34

Compliance with Community Transit

Changes to transit inquiry procedures, identification of main compliance issues, and consultation on revision of transit web pages. Relevant for Traders using Transit Procedures. Effective immediately.

CUSTOMS INFORMATION PAPER (13) 33**Upgrade to the New Computerised Transit System (NCTS) and the Export Control System (ECS) to accommodate the accession of Croatia (HR) to the European Union.**

Relevant for exporters, agents and other economic operators who submit declarations to Customs Handling Import Export Freight (CHIEF), and Principals, agents and other economic operators responsible for submitting Transit declarations to the NCTS. Effective immediately.

CUSTOMS INFORMATION PAPER (13) 32**Export Declarations: Requirement for statistical value and update of certain export CPC****Tariff notes**

- (i) Completion of Box 46 on SAD export / re-export declarations.
- (ii) Amendment to the Tariff CPC completion notes for CPC 10 00 042, 10 00 096, 10 00 097 & 10 00 098

Relevant for all involved with completing and submitting declarations to CHIEF for goods being exported outside the EU. Effective 31 July 2013.

SMMT International Team

David Croxson

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

Pat Shaw

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

Ruta Aisthorpe

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

Sarah Thevenet

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

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