

INTERNATIONAL BULLETIN

May 2013

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Editorial

David Croxson

Head of International, SMMT



Getting out of the red and into the blue – with a bit of red, white and blue overseas!

Like Alex Ferguson, retirement approaches (with smaller pension pot I fear) and as I approach the end of my career (if careering from one sector to another still does count as a career?) I can't help reflecting on how difficult it still is to get many companies to see the benefits of exporting and how, notwithstanding the huge advances in travel, accommodation and communication, whatever sector you are in the exporting challenges and opportunities for business are mainly the same as they have always been with perhaps just some minor variations on the theme.

Yet regularly various experts and research centres, descending from Mount Sinai with Tablets of Stone, report the obstacles and challenges as if they have only just become apparent.

For example, I attended recently the launch of an IoD report at an event in Westminster attended by high ranking Government Ministers, civil servants, and representatives of trade association and press. The report, published in April, *Ice Skates to Argentina* (<http://www.iod.com/influencing/policy-papers/enterprise-and-business-environment/iod-skates-to-argentina-iod-member-export-trends-201213>) is worth a read, as is a similar April report on exporting published by CBI "*The only way is exports: renewing the UK's role as a trading nation*" (http://www.cbi.org.uk/media/2021144/The_only_way_is_exports_April_2013.pdf). The reports endeavour to set out the obstacles and challenges facing UK exporters and what the country needs to do to achieve the goal of increased exports to get us out of the red and into the blue.

As I read the executive summaries, however, I found myself thinking – there's nothing new in this – its still the same findings that others before have reported. A listing of the challenges, obstacles etc that need to be overcome by those exporting-inclined SMEs with graphs showing trends on whether more or fewer are experiencing the problems currently. Not very encouraging reading if you are a new or potential exporter. Where are the solutions I kept finding myself thinking and how many times does the problem have to be understood to exist before action is introduced to ameliorate its effect on so many? Clearly there is no one easy "silver bullet" to increasing exports - it's a question of addressing and resolving many different issues that confront exporters.

Based on a sample of CBI members including many SMEs, their Report comments that UK has a great history as a leading trade power. We've lost ground, but we can renew our role as an exporting nation if government and business pull in the same direction. There is now, I am pleased to say, very good evidence of such concerted joint action.

The Report goes on to say: UK needs to shape a new global role for itself in an ever-changing international sphere as the power shifts away from the world's mature economies towards the higher-growth markets of Asia and Latin America. Britain's global market share has fallen in recent decades – UK export volumes remain stubbornly lower than their pre-recession levels despite a decline in sterling, which logic suggests would have provided a spur for exporters.

Key to improving our exports the CBI Report says is:

- Rebalancing trade towards countries with a higher economic growth potential.
- Boosting awareness of the agencies directly connected to trade, UKTI and UK Export Finance.

SMMT consistently promotes the excellent UKTI support schemes and UKTI contacts to Members and we have reported on the recent welcome news of increased Government funding to support UKTI initiatives. We have already experienced as a consequence a significant take up from Members of the newly enhanced Tradeshow Access Programme grants with significant interest and participation in our UK Pavilion groups at all our overseas trade shows. We have also had UK Export Finance present at a recent export finance webinar event to Members and we are focusing considerable effort on developing contacts and activities in Brazil, Russia, India and China as well as ASEAN opportunity markets next year and SMMT is recently confirmed as a UKTI Trade Challenge Partner.

But what about a bigger idea? CBI also added, almost as an afterthought, (and I find this really an interesting area to explore): *“other areas of government affecting trade should get involved too, with measures such as offering a new-markets tax incentive to support exploratory export growth”*. A tax incentive for exporters – a very interesting idea - a solution rather than a problem!

I'm no economist so perhaps naively over simplistic and I'm sure there will be a mnemonical (if not maniacal) organisation of some sort EU, WTO, OECD, that would not permit it – but what if Government simply set a lower rate of Corporation Tax on the profits derived from export revenue? We allow a tax offset for employment, R&D, capital investment etc.– so why not an offset for export income?

It would certainly focus business interest on exporting markets and opportunities, it would encourage foreign firms to set up their global exporting businesses in the UK, it would impact favourably on balance of trade, increase investment and employment and specifically incentivise and reward exporting growth businesses etc. It would also leave the company more of their profits to spend on what the management believe necessary to grow exports rather than rely and apply for the latest government grant paid for out of taxes.

if it were as simple as that I am sure we would have done it already, I hear you say. Well, the Americans do appear to have such a scheme called **IC-DISC**, that offers permanent tax savings for exporters.

Sounds an interesting concept to me! And if I wasn't shy as well as retiring I might just raise it!

Talented people looking for new international posts:

Experienced and successful interim Sales and Marketing Director, fresh from a role heading the sales and business development at a leading global brand within the Automotive and Motorsports sector. Over 14 years as an interim and 30 years leading the growth and business development of organisations within this sector and others such as Defence, Aerospace, Construction and Engineering, to name but a few. Proven track record of delivering successful new business and client relationships, building world class motivated teams, making powerful changes to pipeline and process, making a difference to the bottom line. Now available for a new challenge on a global basis.

Business development specialist with 14 years experience working on market entry and growth. Held positions in San Francisco, Seoul and Kuala Lumpur with UK Trade Investment and now seeking business development or Government Affairs role in the automotive or motor sports sector, ideally in Asia. Strong communicator, experienced manager, pursuing MBA.

For further information on these please contact pshaw@smmt.co.uk

If you are looking to fill international vacancies or would like to anonymously promote your CV please contact SMMT International Department.

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

Personal Export Sales Group Meeting

PESG provides a discussion forum for vehicle manufacturer Members and non-Members engaged in the sale export / import of vehicles from and to the UK subject to special registration and tax /duty rules for diplomatic and military personnel in global markets and to interface with relevant government departments and agencies to facilitate the administrative arrangements.

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

SMMT 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@smtt.co.uk | 0207 344 9165

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

SMMT International events

Book Now!



SMMT supported event *NOW SOLD OUT!*

***Autopromotec, Bologna,
Italy, 22-26 May 2013***

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

Autopromotec, held every two years in Bologna, Italy, is the most specialised international trade show for automotive equipment and aftermarket products. Sectors include quality spare parts, tyres and accessories, garage equipment and tooling, body & repair products, car wash equipment and diagnostics. SMMT took a successful delegation to the last event and are hoping for similar success in 2013..

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



SMMT supported event *NOW SOLD OUT!*

***Global Automotive Component Supplier Expo (GACSE)
Stuttgart, Germany, 4-6 June 2013***

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

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

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



SMMT supported event

***Automechanika Middle East, NOW SOLD OUT! UKTI GRANTS of up to £2500!
Dubai, UAE 11-13 June 2013***

<http://www.automechanikame.com>

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

Automechanika Dubai got off to a great start in 2013. Due to increased demand, the original plan of expanding the show by one hall was re-evaluated to have two additional halls instead of one bringing it to a total of 11 halls. The high demand for exhibition space reflects the positive development of the industry and the value of Automechanika Dubai.

SMMT will again be taking a group of companies to exhibit on a UK pavilion. Automechanika Middle East 2012 presented over **1,300** exhibitors from over 55 countries spread over 9 halls.

With an increase of **21%** in space over the last edition; the exhibition is proud to receive the support of 32 international trade associations and the presence of **22** official country pavilions.



SMMT supported event

Automotive Business Group Visit to Mexico Mexico 7 - 12 July 2013

Contact: Pat Shaw, **E-mail** pshaw@smtt.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.



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@smtt.co.uk | **Tel:** 020 7344 9231 The Society of Motor Manufacturers and Traders (SMMT) in association with UKTI, is proud to present the UK pavilion at Automechanika Moscow 2013, the largest automobile aftermarket show in Russia. MIMS and Automechanika Moscow now at one platform. This exhibition is the number one event in the international industry of automotive equipment, components and services. It has gained recognition with the professionals worldwide

**SMMT supported event****Equip Auto UKTI GRANTS of £1,500****France, 16-20 October 2013****Contact:** Sarah Thevenet | **E-mail:** sthevenet@smmt.co.uk | **Tel:** 0207 344 9233

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

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

**SMMT supported event****British Group at EVS27, Barcelona UKTI GRANTS of £1,500****17 - 20 November 2013****Contact:** Pat Shaw | **E-mail:** pshaw@smmt.co.uk | **Tel:** 0207 344 9260

The World Electric Vehicle Symposium & Exhibition (EVS27)

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

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

**SMMT supported event****Industry and Academia Partnership Visit to Brazil****November/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 UKTI GRANTS of up to £2500!
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

Export Week – High Growth Markets
13-17 May 2013, UK, regional locations

UK Trade & Investment will once again be running a week-long series of activity during Export Week (13-17 May 2013).

Events will include master classes on High Value Opportunities, appointing Agents and Distributors, practicalities of doing business in key markets and much more.

There has never been a better time to explore doing business overseas in the high growth markets.

To find out more about these events and events held in your regions, follow this link:

<http://www.exportweek.ukti.gov.uk/full/>

UKIBC – The Indian Automotive Sector
4th June 2013, London

The UKIBC, together with the Asia-Pacific Technology Network (APTN) and the Society of Motor Manufacturers (SMMT), are organising an exciting seminar on the Indian Automotive sector. The seminar will provide an overview of the Indian automotive scene, with an assessment of its potential place in the overall global industry.

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At the same time, the discussion will tackle pertinent questions about the way that the British automotive industry will be affected by the rise of Indian automotive production.

To find out more about this event and to register, follow this link: <http://www.ukibc.com/>


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 for more information about this event.](#)


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

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

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, Automotive Engineering Show

6-8 June 2013, Chennai

<http://www.aes-show.com/>

The event, 7th in the series, centres sharply on automotive manufacturing processes, and is perhaps the only tradeshow in the world with the 'automobile factory' as its focal point. It concentrates on vehicle and Tier 1 auto-component companies as users / buyers / visitors and companies providing technologies, "manufacturing enablers" as exhibitors / sellers.

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

Japan, JSAE Automotive Engineering Expo 2013

22-24 May 2013, Yokohama

Since its inauguration in 1992, the Automotive Engineering Exposition has been held annually at PACIFICO YOKOHAMA along with the Technical Paper Presentation.

In recent years, there have been as many as 400 exhibitors which range from four/two-wheel automobile manufacturers to auto-parts/material suppliers, system component suppliers, testing/measurement equipment makers, IT/software companies and associations/organizations related to automotive industry. Ride and drive activities have also proved very popular.

Poland, 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 Africa, Automechanika Johannesburg
8-11 May 2013

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

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

South Korea, European Business Week
13-14 June 2013, Seoul

SMMT has been approached by KOTRA, the Korean Trade and Investment Promotion Agency to invite its chargepoint manufacturer/provider members to attend the European Business Week Consultation taking place in Seoul. The invitation is for companies interested in arranging consortium, JV or co-R&D with Korean companies as Korea is currently developing its infrastructure and is looking to bring in expertise from Europe for support. KOTRA will contribute up to € 1,000 to your airfare and provide 3 nights hotel accommodation. If you are interested, please contact Sarah Thevenet – sthevenet@smtt.co.uk, T: 020 7344 9233

South Korea, KOAA Show
14 -15 November 2013, Seoul

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

KOAA Show is the largest exhibition for auto parts and automotive-related industries in Korea. Organized by the Automotive Industry Globalization Foundation (AIN Global Foundation), KOTRA and SAE International, the event brings together a large number of international

participants and buyers from across the world. Korea Autoparts & Auto-related Industries Show will demonstrate an extensive range of auto products, including auto-electronic, car care products for the car owners, as well as interior and exterior products.

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](#)

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

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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.

NOVA - Notifying HMRC and paying VAT on vehicles brought into the UK – changes coming

From 15 April 2013, vehicles entering the country for permanent use on UK roads will have to be notified to HMRC within 14 days and any VAT due paid or 'secured'. Until this is done it will not be possible to register or licence a vehicle with the DVLA/DVA.

A new online system called Notification of Vehicle Arrivals (NOVA) will support this change. Find out more at hmrc.gov.uk/nova

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

UK-India Business Council (UKIBC)

UK Trade & Investment Minister, Lord Green, announced recently that the government would invest over £1.1million in a new, business-led pan-India network of British Business Centres. This is part of a global initiative to strengthen British business networks in 20 overseas markets.

The UK India Business Council will lead this initiative in India, to open six business centres by 2017. Within the first 12 months, UKIBC will open its first two business centres in New Delhi and Mumbai. It will offer a range of accredited services to UK companies, including market research and advice on what works in India, incubation services for UK companies entering India, ancillary support services, hot desking and meeting facilities, support for delegations, and networking and mentoring by British business leaders with expertise in India.

For more information, visit www.ukibc.com

Global News Round-up

– Extracts from some recent news sources

CHINA: Ford's April sales jump 37%

10 May 2013, by Dave Leggett, *justauto.com*

Ford China sales continued to climb in April, selling 75,331 wholesale vehicles, an increase of 37% compared to April 2012, bringing year to date sales to 261,927 wholesales, up 49% on last year.

CHINA: Passenger-vehicle sales rise 13% in April

9 May 2013, *Automotive News Europe*

China's passenger-vehicle sales rose 13 percent in April on rising demand for new models in the world's biggest vehicle market.

Wholesale deliveries of cars and SUVs climbed to 1.44 million units last month, the state-backed China Association of Automobile Manufacturers said on Thursday.

CHINA: GM's April sales rise 15.3% to 261,870 units

8 May 2013, by Graeme Roberts, *justauto.com*

Vehicle sales by General Motors (GM) and its joint ventures in China increased 15.3% year on year last month to an April record of 261,870 units.

Shanghai GM and SAIC-GM-Wuling, as well as their Buick, Chevrolet, Wuling and new Baojun brands, all set April sales records while Cadillac set a monthly sales record.

CHINA: BMW studies China for hints on global trends

1 May 2013, *Automotive News Europe*

BMW is studying ways to meet the fast-changing demands of its customers in China to better serve the world's largest auto market and to determine whether trends there – such as tele-dining and a heavy reliance on voice messaging – will expand globally.

THAILAND: Sales surge by 41% in March

22 April 2013, by Tony Pugliese, *justauto.com*

New vehicle sales in Thailand jumped by 41.5% to 156,953 units in March, from 110,928 units a year earlier, according to data released by the Federation of Thai Industries.

The market continues to benefit from high levels of order fulfillment from last year's first-time buyer incentives as well as buoyant domestic sentiment due to the recent increases in minimum wages and salaries increases awarded to civil servants.

VIETNAM: Sales jump 34% in April

10 May 2013, by Tony Pugliese, *justauto.com*

New vehicle sales in Vietnam jumped by 34% to 8,001 units in April, from a depressed 5,972 units in the same month of last year, according to data released by the Vietnam Automotive Manufacturers Association.

[...] Over the four-month period, sales of passenger cars, MPVs and SUVs increased by 27.7% to 15,264 units, while commercial vehicle sales were 8% lower at 10,991 units despite a 13% rebound in April.

International Market Reviews

Shanghai Auto Show 2013: A Turning Point In China's EV Strategy?

25 April 2013, by Martin Kahl, Editor, Automotive World

It appears China may not be the saviour of the battery EV (BEV) after all. Despite ambitious government targets, EV sales continue to disappoint in China. OEMs cannot ignore China as far as pure electric vehicles are concerned, and global manufacturers continue to launch China-only EV brands with their local partners: BMW Brilliance has recently announced Zinoro; Daimler and BYD used Shanghai to display the latest incarnation of their first Denza brand electric SUV, and Toyota and FAW showed a Ranz-branded vehicle; Venucia (Dongfeng Nissan), by comparison, is almost a household name.

Whilst EVs may have captured the headlines at the Shanghai Auto Show, where Detroit Electric decided to launch the world's fastest EV, *Automotive World* caught some insight from a Shanghai show that appeared to be more about hybrids than EVs. Where once it was impossible to walk through the Shanghai show without tripping over EV wires, at Shanghai 2013, very few were visible, and instead, writes Bertel Schmitt, it was "hybrids, hybrids, everywhere". Volkswagen China executive, Jochem Heizmann, was quoted as saying that plug-in hybrids a much better chance than pure EVs, and there was widespread assumption at the show that the government is about to broaden its incentive strategy to include hybrid vehicles. Could the 2013 Shanghai auto show mark a turning point in China's electrification strategy which, it must be remembered, now also includes hybrid and plug-in hybrids?

This would be good news for Toyota, which at the end of March reported cumulative global sales of 5.125 million hybrid vehicles since the Prius was launched in 1997. Toyota has two joint ventures in China developing EVs, namely the aforementioned Ranz, and a Corolla-based EV developed with Guangzhou. But at the expense of definitive BEV development, even for China, it continues to hawk its hybrid technology - even for China, where it sold 17,000 hybrids last year.

Hydrogen is inching ever closer to the mainstream, with development coming not just from OEMs and major suppliers, but also from smaller, innovative companies like ACAL Energy of the UK which is promoting its affordable fuel cell technology, and Alset Global, which has created a way of using hydrogen, gasoline, or a mix of the two, in a conventional combustion engine.

And as ever in the fuel economy and efficiency debate, there remains a role for clean internal combustion engine technology, where the industry appears to favour investment, particularly as EVs fail to deliver – at least, in terms of sales.

Nonetheless, governments continue to set targets, and the industry continues to brace itself: Continental has just invested €2.6m (US\$3.4m) in the expansion of its Nuremberg centre of excellence for electric and hybrid drive systems.

Whilst China targets sales of 500,000 electric vehicles by 2015 and 5 million by 2020, Germany has a target of producing 1 million EVs by 2020 and 5 million units by 2030.

Look at these targets, then look at what those in the industry think, now. An *Automotive World* study into the prospects for battery electric vehicles over the next ten years, *Technology Roadmap: battery electric vehicles*, found that BEVs will account for less than 5% of the new light vehicle market by 2020; more than 5% of new light vehicles globally will have some form of powertrain electrification by 2020; and hybrid-electric powertrains will be the dominant type of electrified powertrain by 2020. Hybrids, hybrids, everywhere...

Automotive sector in Mexico – UKTI update

As of 2012, Mexico is the 8th largest automotive producer in the world, just above Spain, according to the Organisation Internationale des Constructeurs d'Automobiles (OICA) and has the highest growth percentage in the top 10 group.

The Mexican wave rolls on

Auto investment and production levels continue to rise

The \$3.7 billion surge in automotive investment that Mexico attracted last year has showed no signs of abating in the early part of 2013. The laying of the foundation stone for Audi's new plant at San Jose Chiapa and Honda's announcement of a 350,000 capacity CVT plant alongside their new assembly facility at Celaya are two recent examples of the growing tide of motor industry confidence in Mexico.

At tier one level, Sanden, KYB, Hella, Autoneum and Mitsubishi Electric are just some of the component suppliers to commit to new or expanded production facilities to support their major customers in Mexico. There is also an on-going shortage in local foundry capacity and increasing demand for local metal pressings and stampings.

Mexico's geographical proximity to the USA, and to the growing markets in South America, coupled with its network of free trade agreements, now makes it the preferred location for automotive manufacturing in the Americas. Underpinning this trend are Mexico's modest labour costs and increasingly skilled workforce – hourly rates for production line workers can be only 10% of equivalent costs in the USA, and barely \$0.50 higher than those now commonly found in China.

For UK-based companies wanting to learn at first-hand about the business opportunities in Mexico and to meet key contacts within the Mexican industry, there is still time to join the UKTI/SMMT automotive visit to Monterrey, Guanajuato and Mexico City, which will take place between 7 – 12 July 2013. For further details, please contact Pat Shaw on 020 7344 9260, email pshaw@smmt.co.uk

Market overview

2011 was a record breaking year for the Mexican automotive sector and forecasts predict ongoing success for the next few years. Three light vehicles Original Equipment Manufacturers (OEM's) announced completely new plants in the country and four more announced expansion of their current investment. The country is also the world's 6th heavy vehicle producer. Skilled workforce, a stable economy, low country risks, a mature supply chain, a clear legal framework, large logistics infrastructure and a network of Free Trade Agreements (FTA's) have all been factors behind this growth. In 2011 the automotive industry accounted for 4% of the nation's GDP and 20% of manufacturing production. The sector is one of the top 4 drivers of the Mexican economy along with mining, oil & gas and remittals.

In addition, last year was a record breaking year in exports. Automotive exports reached 2.14 million vehicles in 2011; a 15% increase from the previous year, placing Mexico as the 5th largest vehicle exporter worldwide. Automotive exports represent 23% of the total country's exports.

The auto parts sector is a key part of Mexican automotive growth. Around 1,100 companies manufacture automotive components in the market and represent almost US\$68 billion worth of production. This is a clear sign of how the local supply chain is so attractive for FDI in this sector

Key opportunities

Engineered parts for diagnostic and assembly equipment:

- Braking systems.
- Electrical components.
- Transmission and engine components.
- Stamped steel parts steering assemblies.
- Interior trims and light weight alternative metals.

Opportunities for Tier 1 & 2

- OEM parts & components.
- Hybrid vehicle components.
- Materials.
- Stampings.
- Electronic components.
- Equipment and specialised tooling.

High Technology

Key opportunities for the UK include high tech components and the mainstream application of the motor sport technology industry. This includes high-end manufacturing, design and automotive engineering. British companies such as GKN Driveline, Goodridge and Invensys, with superior quality auto parts, are already taking advantage of the opportunities the country is offering.

Opportunities for suppliers are expected to continue growing and, according to current forecasts, a higher demand for hybrid and high tech applications is anticipated.

The main reason behind these forecasts is increased demand for environment friendly and smaller sized vehicles. This is also combined with an increased social awareness to reduce the carbon footprint in the United States.

Market Prospects

With production rising there is excellent market potential for exporters in the aftermarket sector. Electrical systems, panels, windscreen wipers, transmission and engine assembly. bring further opportunity. Other key aftermarket products include:

- Rims.
- Stereo and CD/radio equipment.
- Alarm and security systems.
- Special shock absorbers.
- Tail lights.
- Floor mats.
- Waxing material
- Cleaners and additives.
- Paint restoration kits.
- Tool boxes.
- Collision repair parts.
- Catalytic converters.
- Steering wheels.
- Brakes and other general services.
- Sound systems.
- Tune-Up products.
- A/C parts.
- Engine, steering and suspension parts.
- Electric and electronic components

Getting into the market

For most SMEs the best route to market is through a distributor with a good customer base and market experience. Some medium sized SMEs also establish branches, subsidiaries or sales offices with locally engaged staff when they already have a customer base in the market or have identified sufficient market potential. A few mid-sized companies even establish a manufacturing operation in Mexico if the demand justifies the resources involved.

Larger companies are usually advised to begin full operation in the country as Mexico is a strategic gateway to both North and South America. Although it really depends on the business structure and particular situation of each company, automotive companies usually benefit from having an operation in the country and taking advantage of the favourable conditions Mexico offers in this sector

Market intelligence is critical when doing business overseas, and UKTI can provide bespoke market research and support during overseas visits through our chargeable Overseas Market Introduction Service (OMIS).

To commission research or for general advice about the market, get in touch with our specialists in country - or contact your local international trade team.

- Carlos Botello, British Embassy Mexico. Tel: +52 (81) 8356 5359 or email: cbotello@ukconsulate.org.
- Alejandra Rodríguez, British Embassy Mexico. Tel: +52 (81) 8356 5359 or email: arodriguez@ukconsulate.org

Automotive sector in France – UKTI update

Home to 16 domestic and international carmakers, as well as 315 component manufacturers France is the second largest producer and fourth largest market in Europe.

Market overview

The vehicle production industry employs over 170,000 people, compared with 150,000 at the beginning of the decade, and generates an average annual turnover of EUR88bn.

Latest estimates from the OICA have shown that autos production in France increased nearly 2.9% y-o-y to 2.29mn units in 2011.

Domestic groups PSA Peugeot Citroen and Renault dominate the sector (road and sport), nevertheless foreign carmakers such as Ford Motor, Volkswagen (VW) and Opel also have their share of the market.

There are substantial production facilities in France. Both PSA Peugeot Citroen & Renault have plants in 4 locations across France.

France is also home to major tier one suppliers such as Michelin (tyre manufacturer), Faurecia (seat manufacturer) and Valeo (braking, thermal, and electrical systems).

Car ownership rates are relatively high, creating a large market for parts and accessories. The market is now the fourth largest in the EU after Germany, the UK and Italy.

Many manufacturers cite the 'quality of the automotive infrastructure' as a reason for their presence in the country.

Manufacturers have shown significant development of eco-friendly technology.

France rolled out a car-sharing plan in September 2011 in Paris called Autolib, which will see some 3,000 EVs being made available to the public.

The French Motorsport sector is worth an approximate EUR1.5 billion, consistently less than the UK but significant nonetheless. Rallying dominates the sector, followed by single seater racing, Offroad and Sportcar racing. France is in negotiations to hold a Formula 1 race again.

Key opportunities

- Electric vehicle (EV) segment and Hybrid EV – It ranges from industrial research to infrastructure development and provision of subsidies for electric car purchase.
- The Government announced on 25/07/12 a plan to support the automotive industry which focuses on incentives for the purchase of clean vehicles.
- New product lines could boost demand for French cars in export markets.
- The future for small cars looks bright as consumer preferences shift following the implementation of an eco-tax.

Getting into the market

France is often perceived as a difficult market to penetrate although a British company with innovative and competitive products/services will stand good chance of winning business in

France. It is important to note that the journey from engaging with a company to signing a contract can be very lengthy and British companies should be prepared to spend time building up the relationship and to demonstrate persistence in proposing their offer.

Although a lot of business people would speak some English, the preferred language for doing business will be French. [More about doing business in France](#)

Contacts

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To commission research or for general advice about the market, get in touch with our specialists in country - or contact your local international trade team.

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- **Daniel Ashley**, Trade Advisor, British Embassy Paris Tel: +33 (0)1 44 51 31 82 or email: daniel.ashley@fco.gov.uk.

Other events

Mondial de l'automobile

29 Sep-14 Oct 2012, Paris, every two years

<http://www.mondial-automobile.com>

Equip'Auto

October 2013, Paris, every two years

www.equipauto.com

See also these other recent UKTI auto-sector reports:

Automotive sector in India – UKTI Report

<http://www.ukti.gov.uk/uktihome/sectorbriefing/365700.html>

Automotive sector in Mexico – UKTI Report

<http://www.ukti.gov.uk/uktihome/sectorbriefing/366000.html>

Automotive sector in Russia – UKTI Report

<http://www.ukti.gov.uk/uktihome/sectorbriefing/409360.html>

Motorsport in Russia – UKTI Report

<http://www.ukti.gov.uk/uktihome/sectorbriefing/410380.html>

Automotive sector in Austria – UKTI Report

<http://www.ukti.gov.uk/uktihome/sectorbriefing/357920.html>

UKTI International Business Opportunities

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

USA - Research Boards Seeks NOX Reduction Technologies

<http://www.ukti.gov.uk/export/howwehelp/businessopportunity/453680.html>

Technologies, engine tuning practices, and engine management practices that will enable heavy-duty diesel and natural gas vehicles to achieve lower NOX emission rates.

The proposed research aims to optimize and evaluate emissions over three required cycles:

- the cold and hot start heavy-duty Federal Test Procedure (FTP) as required by federal engine certification test procedures,
- a second engine dynamometer test cycle associated with lower operating temperatures than the FTP, and
- an extended idling test as performed for California Clean Idle certification.

Response deadline: 9 April 2013

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.

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

Hong Kong – Ambulances

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/496100.html?null

Tender: A trading fund in Hong Kong is tendering for the supply of 35 units of ambulances

Delivery within 12 months from the date of acceptance of offer

Uganda – Ambulances

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/497220.html?null

Government ministry is seeking purchase of nineteen ambulances.

A government ministry in Uganda wants to buy, through the ICB bidding process, 19 ambulances (two of type 1 for regional referral hospitals and 17 of type II for general hospitals).

Pre-qualification requirements are:

- Audited financial accounts for the last 3 years with an average turnover of USD 4,000,000
- Minimum of three similar scope contracts in the last three years
- No record of non-performance in the last five years

India - Heavy machinery driving simulation equipment

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/497180.html?null

Public sector unit wishes to form a joint venture with OEM to develop a driving training simulator for Heavy Earth Moving Machinery and defence equipment.

An Indian public sector unit is seeking bids from OEMs who are willing to jointly develop a driving simulator equipment for Heavy Earth Moving Machinery and defence equipment.

Brief scope of activity under joint development includes:

- Development of customized 6-DoF (Degree of Freedom) Motion platform;
- Development of customised visual display / console system/projection system;
- Development of customized Simulation software. GUI (Graphic User Interface) for the end users should be in Hindi/English/Regional Language;
- Development of Instructor station;
- Development of input / output system;
- Development of Customised Audio system;
- Development of Training needs / product Manuals;

Vietnam – Vehicles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/496600.html?null

Leading oil and gas company wants to buy one ambulance and one fork-lift truck.

A leading Vietnamese oil & gas company is inviting bids to provide them with:

- one ambulance
- one fork-lift truck (7 tons)

Bidding documents are available at a cost of VND 1,000,000 (about US\$50).

Deadline for bids will be: 27 May, 2013 (2pm Vietnamese time).

Kenya - Fire fighting vehicles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/496460.html?null

Bid to supply, deliver and commission fire fighting vehicles for a fire service improvement project.

A Kenyan Ministry is inviting sealed bids to supply, deliver and commission fire fighting vehicles for a fire improvement project in two Lots:

- Lot 1 - seven 4x4 Diesel propelled 10,000 litres fire fighting vehicles
- Lot 2 - seven 4x4 Diesel propelled 5,000 litres fire fighting vehicles

You may bid for one or both Lots and each Lot will constitute a contract. More details specification of the vehicles are contained in the bidding documents. A complete set of bidding documents in English may be purchased upon payment of a non-refundable fee of Ksh. 5, 000 per set (or equivalent in freely convertible currency).

Bidding will be conducted through the International Competitive Bidding (ICB) procedures specified in the World Bank's Guidelines: Procurement under IDA Credits published by the Bank in January 2011. The basis for bid evaluation and contract award will be on lot-by-lot basis.

All bids shall be accompanied by a Bid Security (in the form of a bank guarantee) per lot as follows:

- Lot 1: Kshs. 4,500,000 (Kenya Shillings Four Million Five Hundred Thousand);
- Lot 2: Kshs. 3,000,000 (Kenya Shillings Three Million); or equivalent amount in freely convertible currency.

For more than one Lot, the required bid security will be the sum of the bid securities of the two Lots or equivalent amount in freely convertible currency.

To be able to bid, you must show:

- Experience and Technical Capacity: The Bidder shall furnish documentary evidence to demonstrate having undertaken and successfully completed one contract of a similar nature, value and technology within the last ten (10) years on a lot by lot basis.
- Provide documentary evidence to demonstrate that the Goods offered meet the required technical specifications, contained in the bidding document. A margin of preference for goods manufactured domestically shall not be applied.

Deadline for bids: 12 June, 2013 (12pm East Africa time). Electronic bidding is not permitted. Late bids will be rejected.

France - Electric minibus and midibus for public transport operator

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/496281.html?null

A French public transport operator is looking to acquire electric minibuses and midibuses for a maximum of €28 million

The contract includes the supply of:

- Electric minibuses with a capacity of 20 to 30 places
- Electric midibuses with a capacity of 40 to 50 places

The layout is pre-defined for the minibuses and open to proposals from candidates for the midibuses.

Deadline: Please note that bids must be made in French by 11am on 31/05/13

Trinidad & Tobago - Supply and delivery of vehicles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/492380.html?null

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

Tenders are invited for the Supply and Delivery of Vehicles for the Trinidad and Tobago Fire Service as follows:-

Trinidad

- Item 1 - Six (6) Ambulances
- Item 2 - One (1) Staff Car

Tobago

- Item 1 - Three (3) Ambulances
- Item 2 - One (1) Command Vehicle

Tunisia - Supply of 25 dumpers, 15 bulldozers and 6 loaders

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/482480.html?null

Tunisian state owned company issued international call for tenders for the supply of 25 dumpers of different capacity, 15 bulldozers and 6 loaders

The tender is for the following equipment:

- Lot I: 14 mechanical dumpers of 190-210 US tons capacity
- Lot II: 4 electric dumpers of 190-210 tons capacity
- Lot III: 15 bulldozers
- Lot IV: 17 dumpers of 90-110 US tons capacity
- Lot V: 6 wheeled loaders

Bid bonds for each lot is:

- Lot I: 600,000 Tunisian Dinars (TND) (approx: £ 300,000)
- Lot II: TND 150,000 (approx £ 75,000)
- Lot III: TND 250,000 (approx: £ 125,000)
- Lot IV: TND 200,000 (approx: £ 100,000)
- Lot V: TND 100,000 (approx: £ 50,000)

Guyana - Two waste rear loader mini-compact 6-7m³ vehicles required.

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/479540.html?null

The Government of Guyana, with funding from the Inter-American Development Bank, invites bids for the supply of two waste rear loader mini-compact vehicles.

Vehicles should have the following specifications:

- diesel engines;
- manual transmission;
- right hand drive;
- two - three seats;
- hydraulic booster;
- not less than 130cv/128 HP;

- Year of manufacture - 2013 (unused).

For more information on this opportunity, please register your interest below. UKTI Guyana will be able to assist you in:

- developing a bid strategy;
- placing the bid document in the tender box; and
- attending the bid opening meeting.

Response deadline: 14/05/2013

India - Joint venture to manufacture medium size buses

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/479220.html?null

An Indian company which manufactures three wheeler passenger and commercial vehicles is interested in a joint venture to manufacture buses in India for the Indian market.

The Indian company manufactures 3 wheelers in India and sells across various parts in India and Africa. The company has a large distribution network in India, which can be utilised for distribution of buses. These buses can be used for intercity and intra-city transportation. The Indian company is willing to invest in a new plant for this JV.

India - Joint venture for mag alloy wheels for cars and other 4 wheelers

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/473220.html?null

An Indian company which manufactures mag-alloy wheels for two wheelers is interested in a JV with a UK company, which is looking to enter the Indian market, preferably in cars and heavy commercial vehicles.

The Indian company which is a manufacturer of cast auto components is interested in a joint venture for mag-alloy wheels for cars. The company is a Tier II supplier of mag-alloy wheels to two wheeler manufacturers with a daily volume of 1000 units per day. The company has the requisite land for setting up a new plant for the JV and are also willing to commit financial investments.

Brazil - São Paulo Announces Brl 1.1 Billion Project For Integral Vehicle Management

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/452860.html?null

Winner will manage logistical operation of the removal and deposit of vehicles.

The São Paulo Traffic Department (Detran-SP) plans for a BRL 1.1 billion investment in the construction of an Integrated Vehicle Management Yard. The winner will be responsible for the implementation and logistical operation of the removal, deposit, protection and transportation of vehicles, as well as the modernisation of activities deriving from state vehicle inspections. The project is currently in the modelling phase and should be open for public consultation in April. Bidding process should be open in June 2013, and proposals will be received until November 2013.

Brazil – Development and implementation of an Intelligent Transportation System for Bus Services.

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/445420.html?null

A state-owned consortium responsible for the public transportation system in the Recife metropolitan area seeks to hire a specialized company to develop and implement a traffic monitoring and information system.

The hired company will assist the Recife metropolitan area to develop and implement its Intelligent Transportation System (commonly known as ITS). The main goal of this project is to put into practice a plan to monitor vehicle movement to provide users with information about services within the network. Deadline for submission of written proposals is still pending until the release of the official tender, which will happen by the end of February 2013. The official tender also establishes all the requirements from the participating companies and the criteria for evaluation of proposals.

World Trade Organisation Notifications

USA

G/TBT/N/USA/811

12 April 2013

The EPA is announcing two public hearings to be held 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"), which will be published separately in the Federal Register. The hearings will be held in Philadelphia, PA on 24 April 2013 and in Chicago, IL on 29

JCC Customs Information Papers

CUSTOMS INFORMATION PAPER (13) 31

Review of Low Value Bulking Imports (LVBI) – A progress update and next steps

CUSTOMS INFORMATION PAPER (13) 30

Import Control System – ICS

Relevant to Carriers, Software suppliers and all businesses involved with International Trade & Imports into the EU. This CIP provides details about:

- ICS software release 5 and the new ICS Technical Specification (version 2.3)
- The new schemas and WSDL files that are compatible with this release and
- TPVS down time
- ICS downtime

CUSTOMS INFORMATION PAPER (13) 29

Current Month Adjustments

Introduction of a lower limit for CMA applications. Applicable 1/6/13.

CUSTOMS INFORMATION PAPER (13) 28

Airworthiness Certificate Scheme - New Customs Procedure Codes (CPCs) to permit removal from customs warehousing. Introduction of two new customs procedure codes to allow goods to permit the airworthiness certificate scheme (free circulation) to be claimed upon release from Customs Warehousing. Relevant to Importers and their agents involved in declaring goods to the airworthiness certificate scheme. Effective immediate.

CUSTOMS INFORMATION PAPER (13) 27

Inward Processing – Authorisations and responsibilities of agents and IP Authorisation holders

IP Issues including: retrospective IP Authorisations, restriction of coverage of IP with a Simplified Authorisation, IP Authorisation holders' and agents' responsibilities. Relevant to all businesses using Inward Processing (IP) and agents/representatives who are employed by IP traders. Effective immediate.

CUSTOMS INFORMATION PAPER (13) 26

Inward processing / Customs Warehousing - ECJ Cases C262/10 and C 28/11

Notification of two European Court of Justice cases and their impact on businesses that operate/use a Customs Warehouse and/or operate Inward Processing. Relevant to All warehouse keepers and businesses who use or operate a Customs Warehouse and all businesses who operate **Inward Processing. Effective immediate.**

CUSTOMS INFORMATION PAPER (13) 25

Inward Processing – Throughput period, Bills of Discharge and Compensatory Interest calculation. Updated guidance on IP requirements: Throughput period, Bills of Discharge and Compensatory Interest. Relevant to all businesses using Inward Processing (IP) and agents/representatives who are employed by IP Authorisation holders. Effective immediately.

CUSTOMS INFORMATION PAPER (13) 24

Additional Rates of Duty on Goods from the USA

An increase from 6% to a 26% additional duty rate which is as a result of the retaliatory action under the Byrd Amendment. Relevant to anyone planning to import goods from the USA.. effective 1/5/13.

CUSTOMS INFORMATION PAPER (13) 23

Tariff Preference: Updated information regarding Importation of goods from Israel.

A new Notice to Importers published by the European Commission updating the means by which importers can access the up to date list of postcodes relating to Israeli Settlements. Relevant to all involved with importing goods from Israel under the Tariff Preference regime. Effective 1/2/13.

JCCC Customs Newsletter 38 March 2013 Edition

An update on what has been happening since we announced the LVBI review, where we are now and the next steps we will be taking. There is no action to be taken at this stage, but affected operators need to be aware of forthcoming changes Relevant to LVBI approved operators and their agents or representatives **and** those who seek LVBI approval for the first time.

Issues in the Customs and International Trade area

Reports from EU/ International Meetings

- Customs Code Committee Tariff & Statistical Nomenclature Section (Tariff Classification)
- Textile Sector - 105th Meeting (9-10 Feb 2013)
- Agriculture and Chemical Sector - 106th Meeting (6-8 Mar 2013)
- Mechanical/Miscellaneous Sector - 103rd Meeting (6-8 Feb 2013).

Reports on Projects/ Customs matters

- Joint Working Group on the Further Alignment between the AEO and Regulated Agent/Known Consignor Schemes
- Review of Low Value Bulking Imports (LVBI)

Changes in Customs

- Alterations to Customs Notices
- List of recent Anti-Dumping Measures
- List of CIPS
- Removal of CIPS from the HMRC website

EUROPA website

Hints on Moving goods to a warehouse

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