

# INTERNATIONAL BULLETIN

## November 2013

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## Editorial

David Croxson

Head of International, SMMT



### Equip Auto presents both SWAG Lady and SWAG Man

#### Paris is a wicked city!

I've just returned from Equip Auto Paris where we had a UK exhibitor group and it turned out to be an unusually exciting tradeshow which later prompted me to recall some of the past International Bulletin Editorials that I have written.

For example, I advised recently that when marketing in different countries you should always be aware that what means one thing in one language can mean something entirely different in another. I also said in another edition, that when you are on the exhibition stand you can be easily distracted by all sorts of things and susceptible to opportunistic theft.

So what prompted these recollections? Well, if we exhibit with a UK Group at Equip Auto in Paris again, we will certainly steer clear of the Bilstein Group subsidiary SWAG GmbH who were also exhibiting nearby at the show this year. Whilst SWAG is a highly regarded brand in Germany, in the UK it has, since the 19<sup>th</sup> Century, also been slang for stolen goods; so seeing people walking around the exhibition hall with bags over their shoulders brazenly bearing the word "SWAG" should have put us on our guard for what followed.

#### SWAG Lady!



And with André Müller, Managing Director of SWAG Autoteile GmbH, proudly announcing their new advertising campaign at Equip Auto by saying: *"the brand SWAG remains true to itself by developing further the attractive erotic imagery"* it is perhaps understandable that we might at times have been distracted by one or two of his "SWAG Lady" displays.

Suffice to say, whilst "distracted" a casual thief managed to grab a bag containing valuables from our stand without any of us noticing. It was, however, quickly discovered that the bag was missing and I realised that my money, passport, phone and jewellery had all been taken. You will also now perhaps remember another recent editorial when I was cautioning about losing items whilst abroad? Follow my advice by all means, but not actions!

Fortunately, one of the other exhibitors thought he had seen a possible suspect, so with an unusual rush of adrenalin I gave chase and both to my amazement and the suspect's I actually caught and apprehended him with the noble assistance of Chris Cameron of BGA who was part of the UK exhibitor group (and is now mentioned in dispatches – thanks again Chris!).

I found that in the dash for my cash we had chased the suspect right through our hall and into the next hall under the amazed gaze of the other exhibitors we passed *en route* (as they say in France) and in *full hue and cry* (as they used to say in England in the 19<sup>th</sup> century!).

Unfortunately, the suspect must have had an accomplice because although we recovered the bag with passport, credit cards and phone intact, by the time we had caught up with him we did not recover all the items that were stolen. The suspect was however marched back by Chris and me to Security and later arrested by the police to spend the night in the local gaol.



**SWAG Man?**

Afterwards it made me think just how vulnerable we are when travelling abroad and how as experienced travellers we all think we can handle emergencies and that the emergencies usually only happen to other people anyway.

Why I chased the suspect I really don't know, it could all have ended so very differently. The best advice when robbed or mugged is not to put up a fight. Fortunately, I speak some French but nobody in the Organisers security team or the police station spoke English (so a phrase book would also have come in handy).

We recovered the phone, credit cards and passport, but I had also followed the advice I had given in another earlier editorial and had a photo-copy of passport and credit cards and details of my phone serial number safely back in the hotel so I could easily have cancelled them had I needed to. I also had travel insurance that covered the value of the lost items. But it left me thinking it could all so easily have turned out very differently.

I say this not to show how smart I am but how stupid I am. Or rather how stupid I felt when I told the police how the bag had been left unattended for just a moment as we were being distracted. He raised his eyes upwards and sighed as he told me just how many mobile phones and laptops are lost during each tradeshow when left "for a moment" and how thieves operate in gangs with one distracting whilst the other lifts the goods!

At a tradeshow in particular (and at an airport for much the same reason) there are many distractions and many opportunists so with both the swag lady and swag man out there you need to keep your wits about you and have a fall-back plan for "just in case" the next time you travel abroad.

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## Key Dates

### SMMT International Group Meetings 2013

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#### **Customs and Tariffs Working Group:**

Thursday 28 November 2013

**HMRC presentation by Exports Unit of Expertise and Customs Directorate**

#### **International Business Group:**

Please note that there will not be a SMMT International Business Group meeting on 28 November. Apologies for any disappointment that this may cause.

The schedule for IBG meetings in 2014 will be announced shortly.

#### **Personal Export Sales Group:**

Friday 6 December 2013

#### International Business Group

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

If you would like to attend IBG meetings, please contact Pat Shaw at [pshaw@smtt.co.uk](mailto:pshaw@smtt.co.uk).

#### Customs & Tariffs Working Group Meeting

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

To register to attend please contact David Croxson at [dcroxson@smtt.co.uk](mailto: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](mailto:dcroxson@smtt.co.uk)

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## SMMT supported International events

### Book Now!

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#### SMMT supported event

***Automechanika Shanghai - last booth available!***

***China, 10 - 13 December 2013***

**Contact:** Sarah Thevenet | **E-mail:** [sthevenet@smtt.co.uk](mailto:sthevenet@smtt.co.uk) | **Tel:** 020 7344 9233

A booth has become available on the UK Pavilion. If you are interest in exhibiting, please contact Sarah Thevenet asap.



#### SMMT supported event

***Auto Expo 2014 – Components, New Delhi - UKTI GRANTS of £2,500***

***6 – 9 February 2014***

**Contact:** Sarah Thevenet | **Email:** [sthevenet@smtt.co.uk](mailto:sthevenet@smtt.co.uk) | **Tel:** 0207344 9233

SMMT will be returning with a group of UK exhibitors to Auto Expo New Delhi. There are 15 UKTI TAP grants available to eligible companies worth £2,500 each to contribute to the exhibitor's costs. To register your space on the UK Pavilion, please contact Sarah Thevenet.



#### SMMT supported event

***AutoInvest 2014 and Supply Chain Business Visit to St Petersburg Russia***

***February 2014***

**Contact:** Ruta Aisthorpe | **E-mail** [raisthorpe@smtt.co.uk](mailto:raisthorpe@smtt.co.uk) | **Tel:** 0207 344 9231

SMMT will be working closely with UKTI on a project to help UK companies to visit Automotive Component Industry in St Petersburg, Russia.

To book a space on the UK Pavilion, please contact Ruta Aisthorpe.



#### SMMT supported event

***Malaysia and Thailand,***

***Trade Mission – Automotive sector***

***17-21 March 2014***

UKTI East of England, with the support of SMMT, is organising a trade mission to Malaysia and Thailand. If you are interested in taking part, please contact Sarah Thevenet.

**Contact:** Sarah Thevenet | **E-mail:** [sthevenet@smtt.co.uk](mailto:sthevenet@smtt.co.uk) | **Tel:** 020 7344 9233

**SMMT supported event****Poznan TTM Automotive Technology Fair  
Poland, 27-30 March 2014****Contact:** Ruta Aisthorpe **E-mail:** [raisthorpe@smt.co.uk](mailto:raisthorpe@smt.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

**SMMT supported event****Automechanika Istanbul  
Turkey, 10-13 April 2014****Contact:** Ruta Aisthorpe **E-mail:** [raisthorpe@smt.co.uk](mailto:raisthorpe@smt.co.uk) | **Tel:** 020 7344 9231

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

**Automechanika Kiev  
Ukraine, 19-21 May 2014****Contact:** Ruta Aisthorpe **E-mail:** [raisthorpe@smt.co.uk](mailto:raisthorpe@smt.co.uk) | **Tel:** 020 7344 9231

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

**SMMT supported event *UKTI GRANTS of up to £3,000*****Automechanika Middle East  
Dubai, UAE, 3-5 June 2014****Contact:** David Croxson **E-mail:** [dcroxson@smt.co.uk](mailto:dcroxson@smt.co.uk) | **Tel:** 020 7344 9230

SMMT is once again organising a UK exhibitor group to UAE's leading Automotive Trade Fair, covering all sections of the industry. UKTI TAP grants available enhanced for first time exhibitors. If you are interested in exhibiting at the show, please contact David Croxson.

## Engine Expo, Novi, USA **UKTI GRANTS of up to £2,000** Michigan, 28 – 30 October 2014

Engine Expo, Novi, along with the co-located Testing Expo, is a well-established feature of the North American automotive exhibition calendar and an excellent way to connect with Detroit-based vehicle manufacturers on their own doorstep.

For the 2014 edition of Engine Expo, SMMT has secured a number of UKTI TAP exhibitor grants worth up to £2,000 per company, and, on that basis, we are considering the creation of a high-profile UK pavilion, incorporating individual exhibitor stands and a communal refreshment and hospitality area.

To assist this planning, we wish to gauge the potential level of demand for this type of centralised pavilion, and we need to hear your preferences. Whether you are already a regular participant in Engine Expo, or are considering exhibiting in Novi for the first time, please do register your interest with Pat Shaw at SMMT - tel 020 7344 9260, email [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk)

## Trade Events

### International events held abroad

#### Brazil, UK Excellence in Road Safety Seminar November

In the build-up to the Brazilian Grand Prix, run on 24 November 2013, UKTI will be staging a seminar in Sao Paulo to showcase the many facets of British expertise in delivering safer motoring for all.

Alongside the seminar, UKTI are compiling and distributing a brochure to highlight UK companies/organisations whose products, skills and research programmes contribute to increased road safety. If you would like to feature in this brochure, please contact Pat Shaw  
**Contact:** Pat Shaw | E-mail: [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk) | Tel: 020 7344 9260

#### 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](http://www.ukti.gov.uk)

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

The Japan mission will give you and your company the opportunity to explore the Japanese markets and get first hand insight into the Advanced Engineering sector in Japan. Japan is proud of its culture of "making things" ("monozukuri"). But it faces growing competition from other lower-cost and increasingly sophisticated manufacturing countries, notably Korea, Taiwan and China. Anxious to retain its manufacturing heritage Japan is moving up the value-chain to focus on highly-engineered advanced components, materials and machinery.

That requires ever-more sophisticated tooling, instrumentation and other manufacturing technologies at competitive prices. Germany and China are both active in trying to meet this need, but the former is expensive and the latter lacking in quality. UK companies, with their proven record of reliability, quality and cost-effectiveness, are therefore finding a ready market - one recent UKTI customer has tripled its business this year with our help.

Event Organiser: UKTI WM

Location: Japan,

Main Contact: Richard Smith

Tel: 01952208234 Email: [r.smith@uktiwm.co.uk](mailto:r.smith@uktiwm.co.uk)

## India – Market Visit to India (Multi Sector)

### March 2014

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

Event Organiser: UKTI WM

Main Contact: Jonathan Webber

Tel: 01216071758 Email: [j.webber@uktiwm.co.uk](mailto:j.webber@uktiwm.co.uk)

## MIA Events

### SEMA Show 2013


#### 5 November 2013 - 8 November 2013

**Location:** Las Vegas Convention Center, Las Vegas, Nevada

Held over four days (5-8 November 2013) in Las Vegas, SEMA is THE cornerstone event for USA aftermarket and performance tuning - bringing together 60,000+ international buyers. This is the ideal event for UK companies seeking to grow exports in performance aftermarket automotive supply. The Motorsport Industry Association (MIA), will assist all UK companies with TAP funding, advance pre-show briefing & tour, on-site 'US expert' support, tailored introductions, extensive networking opportunities and a dedicated area to host meetings and discussions.

Main Contact: Carrim Bundhun

Email: [carrim.bundhun@the-mia.com](mailto:carrim.bundhun@the-mia.com)

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

### Professional Motorsport World

#### 12 November 2013 - 14 November 2013

**Location:** Cologne, Germany


Held from 12-14 November 2013, in Cologne, Germany, the [Professional Motorsport World \(PMW\)](#) expo is Central Europe's leading trade-only motorsport exhibition - regularly attracting 7,000+ international motorsport professionals and over 250 exhibitors spanning every facet of motorsport, each showcasing the latest technologies, components and services. This is an essential event for all interested in growing international motorsport business.



The Motorsport Industry Association (MIA), will assist UK companies with TAP funding, tailored introductions, a dedicated meeting area, and exclusive high-level networking reception in Old Cologne.

Main Contact: Carrim Bundhun


Email: [carrim.bundhun@the-mia.com](mailto:carrim.bundhun@the-mia.com)

 [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

Held from 12-14 December 2013, in Indianapolis, USA, and now in its 26<sup>th</sup> year, the 'industry only' [Performance Racing Industry \(PRI\)](#) show is the world's largest, gathering 1,100 exhibitors and more than 40,000 buyers from 70+ countries. Valued at over \$13.5 billion, the US racing market comprises of 400,000+ participants. Buyers across international motorsport, from racing retail stores, to race car & engine builders and professional teams will attend - making this THE event for any UK company looking to grow business in this lucrative market. The MIA will assist with TAP funding, advance pre-show briefing and promotion, International business reception and 'meet the buyer' sessions, on-site 'US expert' support, tailored introductions and a dedicated area to host meetings and discussions.

Main contact: Clare Kelly

Email: [clare.kelly@the-mia.com](mailto:clare.kelly@the-mia.com)

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

### **Trade Mission to Indonesia and the Philippines November dates TBC**

The London Chamber International Business Team is currently planning a trade mission to Indonesia and the Philippines. To keep up to date please register your interest below.

[sleader@londonchamber.co.uk?subject=Trade](mailto:sleader@londonchamber.co.uk?subject=Trade)

## **Trade Events**

### **International events held in UK**

#### **Spain – Webinar: The Basque Country: Regional Opportunities Webinar (Multi Sector) 5/11/2013 Start/End Time: 11:00 - 12:00**

A webinar to highlight business opportunities in the Basque Country in the energy, automotive, aeronautic and railways sectors

THE SOCIETY OF MOTOR MANUFACTURERS AND TRADERS LIMITED

SMMT, 71 Great Peter Street, London SW1P 2BN

T +44 (0)20 7235 7000 | F +44 (0)20 7345 7112 | [www.smmmt.co.uk/international](http://www.smmmt.co.uk/international)

Event Organiser: UKTI British Consulate Bilbao Spain

Location: (Online), Spain

The Basque Country with 2.1 million inhabitants and contributing 6.24% to Spanish GDP is one of the most highly industrialised (26% of GDP attributable to industrial activity) and wealthiest (Euro 33,430 per capita) regions of Spain. The Basque Country is unique in Spain in that it raises and administers its own taxes and therefore can decide its future in a way that other areas of Spain cannot. Thanks to this unique approach, the region has maintained its industrial leadership in Spain despite the crisis and occupies an important position in Europe in a number of sectors.

The Basque Country is the home to Iberdrola, a world leader in green energy production and the owner of Scottish Power. Not surprisingly, a major energy industries cluster has emerged in the region that is heavily involved in renewable energy, including wind and marine and the home to industry leaders such as Gamesa and Acciona.

The automotive and aeronautic sectors also occupy an outstanding position on the industrial scene as does rolling stock building. With such an important commitment to industry, it is similarly no surprise that R&D is encouraged and supported by the Basque Government in order to keep ahead of competitors (2.1% of Basque Country GDP is invested in R&D).

This webinar will highlight business opportunities in these sectors and discuss how to take advantage of them. In addition, it will cover dealing with the region's unique relationship with Spain and long standing commercial ties with the UK. Please do join us.

To register, visit: <https://attendee.gotowebinar.com/register/6228489633502160130>

Main Contact: Maria Fitzpatrick

Tel: +34 913344767 Email: [maria.fitzpatrick@fco.gov.uk](mailto:maria.fitzpatrick@fco.gov.uk)

### **Grow with Turkey: Business is GREAT – SME Partnership (Multi-Sector) 27 November 2013**

Turkey is fast becoming the hotspot for export for UK SMEs in the ICT, Automotive, and Construction & Architecture sectors.

Event Organiser: UKTI

Location: Park Plaza , Westminster Bridge Road, SE1 7U, London, United Kingdom

As part of the Grow with Turkey Conference held on the 26th November 2013, the Turkish Foreign Economic Relations Council (DEIK) and UKTI are proud to host a SME networking day, in association with GREAT, the UK's international promotional brand.

This one day event will create a dynamic, insightful, and interactive meeting place for UK and Turkish SMEs in the ICT, Automotive, and Construction & Architecture sectors. Companies can expect keynote speeches from the Turkish-British Business Council, the Prime Minister's Trade Envoy, UK and the Minister of Economy from the Republic of Turkey. Further, a showcase of the Turkish market will provide an insightful overview into the attractive business and investment opportunities that the country has to offer.

This event will provide an opportunity to bolster business relations and develop potential business deals in this rapidly flourishing market.

You will benefit from:

- A showcase of Turkish business opportunities
- Sector specific workshops
- Bilateral networking sessions

If you're ready to export as an SME and you have an interest in the Turkish market, this is not an occasion to miss out on.

Registration for this event will soon be open. If you would like further information or would like to express your interest now, please contact [ukti.growwithturkey@innovision.eu](mailto:ukti.growwithturkey@innovision.eu)

Main Contact: Hayley Wellfair

Telephone: 0207 034 3270

Email: [ukti.growwithturkey@innovision.eu](mailto:ukti.growwithturkey@innovision.eu)

## UKTI Regional events - SouthWest Events

### ExploreExport Tour 2013 comes to Exeter and Bristol

More

*11 November 2013*

The Rougemont Hotel, Exeter, EX4 3SP

**08:30 - 16:00** and

*12 November 2013*

Tortworth Court, South Gloucestershire, GL12 8HH

**08:30 - 16:00**

**£50 (per delegate)**

UKTI Commercial Officers from over 50 global markets will visit the South West and offer valuable export advice to local businesses. Explore Export provides a unique opportunity for 1-2-1 meetings with these specialists who provide direct routes to market and new business opportunities, all delivered to help you enter new markets with confidence.

### How to Sell Across Different Cultures

More

*19 November 2013*

Gloucester Rugby Club, Gloucester, GL1 1NS

**08:45 - 17:30**

**FREE to attend**

Avoid making costly mistakes by recognising cultural differences. To export with confidence it helps to understand the culture and customer that you want to do business with. This highly practical one-day workshop provides you with the opportunity and the toolkit to recognise cultural difference, learn effectively from the different people and situations you encounter and build productive inter-cultural relationships.

### Welcome to Horizon 2020

More

*21 November 2013*

HP Labs, Bristol, BS34 8QZ

**12:30 - 15:00**

**FREE to attend**

Horizon 2020 is the financial instrument for the European Union's investment in research and innovation. It runs from 2014-2020 with a €70billion+ budget. Enterprise Europe Network South West, in partnership with HP Labs and the Technology Strategy Board, are hosting this launch event for delegates to be introduced to the programme and to be provided with an update on new rules, eligibility and funding priorities.

## 6 Key Steps in Planning for Overseas Growth

More

21 November 2013

Leigh Court, Bristol, BS8 3RA

**08:45 - 17:00**

**FREE to attend**

Now is the time to grow overseas and getting your priorities right from the beginning will save you both time and money. This highly practical workshop will provide you with the toolkit to take a more pro-active approach to developing your overseas markets. Learn from real-life examples of those who have successfully expanded their international sales in new markets.

### European SME Week events - Free to attend

The following events are taking place at the Greater Birmingham Chambers of Commerce, 75 Harborne Road, Edgbaston, Birmingham, B15 3DH.

MEP: What kind of Europe do you want?

Date: Monday 25 November 2013

Time: 09:00 - 12:00

To register please click [here](#)

EU-US: Doing Business in the US Market

Date: Tuesday 26 November 2013

Time: 09:00 - 12:00

To register please click [here](#)

Financing your Business Growth

Date: Wednesday 27 November 2013

Time: 09:00 - 14:00

To register please click [here](#)

EEN Explore Your Growth Potential

Date: Friday 29 November 2013

Time: 09:00 - 13:30

To register please click [here](#)

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## Training Courses

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### London Chamber of Commerce and Industry

#### A Masterclass on Financing your Exports

On 11 November 2013, 2.30pm - 6.30pm  
London Chamber of Commerce and Industry,  
33 Queen Street, London EC4R 1AP

Find out how to finance your exports and protect your company against the risks involved in international trade. Learn how banks, UK Export Finance and credit insurance can help your business expand overseas.

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHI-0/c.aspx>

### **Training course - Export Documents**

London Chamber of Commerce 12 November.2013

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHN-0/c.aspx>

### **Training course - Letters of Credit**

London Chamber of Commerce 2 December 2013

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHO-0/c.aspx>

In order to attend the above events you must be a small or medium sized enterprise (SME) based within the South East, one of London's 32 boroughs or the City of London and must have been trading for a minimum of 24 months. You must have fewer than 250 employees, with a turnover of under £40m and be looking to increase your overseas market access.

<http://londonchambernewsletters.co.uk/HIE-1W854-2OL41F-S6X9B-0/c.aspx>

For further information, please contact:

Marta Zanfrini

London Chamber of Commerce, 33 Queen Street, London EC4R 1AP

T: +44 (0)20 7203 1822, E: [mzanfrini@londonchamber.co.uk](mailto:mzanfrini@londonchamber.co.uk)

### **The Institute of Export**

The Institute of Export is the only professional body in the UK offering accredited training courses in export, import and International Trade.

With the growing need for companies to invest in expanding into international markets, we offer courses to suit whatever level of knowledge you require, whether you are completely new to international trade or just wish to update your knowledge and skills with the latest information. Our import and export courses cover every conceivable area of international trade from an essential introduction through to international marketing, online trading and financial and legal issues. Read our [top 10 reasons](#) you should be investing in export training

[Starter Courses](#)

[Intermediate Courses](#)

[Management Courses](#)

## **Industry Support Initiatives**

### **UKTI Trade Export Support**

Useful links:

[Contact your local international trade team](#)

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

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T +44 (0)20 7235 7000 | F +44 (0)20 7345 7112 | [www.smmmt.co.uk/international](http://www.smmmt.co.uk/international)

## 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](http://www.opentoexport.com) and help your business successfully grow overseas.

## Automotive Investment Organisation to help attract inward investment to the UK

The Automotive Investment Organisation (AIO) is aiming to double the number of jobs created or secured in the automotive supply chain through Foreign Direct Investment over the next three years to 15,000. This full online edition with links is available at <http://www.ukti.gov.uk/uktihome/item/546040.html>

## Young Entrepreneurs programme funded by the European Commission

Do you want to expand your business, or enter other European markets? Do you want to get in contact with other entrepreneurs and wonder how to get some fresh ideas for your business? Erasmus for Young Entrepreneurs is an exchange programme for entrepreneurs financed by the European Union. The person you host gets a grant, and there is no charge to your company. This offers you the opportunity to share experiences with new entrepreneurs who will work with you at your own company base. The exchange lasts for between one and six months.

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

## 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](http://www.ukti.gov.uk/headstart)

### Are you looking for business partners abroad?

Through the Enterprise Europe Network (EEN) you can submit your company's profile onto the Business Co-operation Database for Europe and beyond.

The service is completely free of charge and is a great way of finding distributors, agents, joint venture partners, reciprocal production partners, subcontractors or outsourcing opportunities, and many more.

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHJ-0/c.aspx>

## Global News Round-up

– Extracts from some recent news sources, copyright acknowledged

### ASEAN: Global carmakers need to look beyond BRICs for growth, study says

22 October 2013, *Automotive News Europe*

Boston Consulting broke the most promising markets into four regional clusters: the ASEAN nations in Southeast Asia, the emerging Mideast, the Andean countries in South America and the North African belt.

### AUSTRALIA: Traditional motor shows 'thing of the past' - survey

22 October 2013, by Graeme Roberts, *Just-auto.com*

Traditional motor shows appear to be on the way out 'down under' after a survey of Australian automotive industry marketing managers found an overwhelming majority believe such shows are no longer viable in the country.

### CHINA: Getrag JV launches dual-clutch transmissions

23 October 2013, by Tony Lewis, *Just-auto.com*

A 50-50 joint venture between Germany's Getrag Group and China's Dongfeng will produce dual-clutch automatic transmissions starting in early 2016.

### CHINA: FAW-VW JV shows Carely brand on Bora-based EV

22 October 2013, by Graeme Roberts, *Just-auto.com*

Volkswagen and one of its two local joint venture partners, First Auto Works (FAW) have unveiled a new China only brand - Carely.

It appeared at a 'green auto show' in Beijing on the EV, an all electric model derived from the Chinese market Bora compact sedan (a local version of the global Jetta).

### CHINA: Toyota Boshoku seat cover plant starts operations

21 October 2013, by Dave Leggett, *Just-auto.com*

Toyota Boshoku has said that it has started seat cover production at a new joint venture in Heyuan in the southern China province of Guangdong.

### **INDIA: Hyundai manufactures five millionth car in Chennai**

22 October 2013, by Dave Leggett, *Just-auto.com*

Hyundai Motor India Limited (HMIL), a wholly owned subsidiary of Hyundai Motor, has marked the production of the five millionth car at its manufacturing unit in Chennai, since it started local production in 1998.

### **INDONESIA: ASEAN vehicle market down 5.4% in Q3**

22 October 2013, by Tony Pugliese, *Just-auto.com*

New vehicle sales in the ASEAN region's six main markets declined by 5.4% to 856,998 units in the third quarter, from 906,233 units a year earlier, according to data compiled by Tony Pugliese for just-auto.

Nevertheless, sales in the first nine months of the year were up by 7.3% at 2,668,830 units, compared with annual growth of 14.6% in the first half of the year.

### **JAPAN: Toyota boosting SUV output in China**

23 October 2013, by Tony Pugliese, *Just-auto.com*

Toyota is spending JPY5bn to expand capacity at its FAW Toyota Motor joint venture plant in Chengdu, China, to 50,000 units per year by March 2015.

### **MALAYSIA: New Magneti Marelli plant comes on line**

24 October 2013, by Chris Wright, *Just-auto.com*

Magneti Marelli has begun operations at a new plant in Batu Kawan, Penang, to boost production for ASEAN countries and Japan.

Chief executive Eugenio Razelli said the new plant, which replaces one in Bayan Lepas, will expand production from 1.7m lighting units to 2.2m, including front and rear lights, with the potential to increase capacity to 2.9m.

### **SOUTH KOREA: Kia looks to move upmarket in Europe**

24 October 2013, *Just-auto.com*

Kia is planning a small-scale introduction of more upmarket models in western Europe as a prelude to possibly making them fixtures in its range from 2016.

### **THAILAND: Nissan starting Teana/Altima production**

24 October 2013, by Chris Wright, *Just-auto.com*

Nissan said it will begin producing and selling a new model of its latest Teana sedan - called the Altima in the US and Australia - in Thailand as it looks to increase exports from the country.

## **International Market Reviews**

### **ASEAN suppliers look for competitive advantage**

21 October 2013, Editorial, *Supplierbusiness.com*

As manufacturers start to take interest in the region, suppliers are attempting to craft a key niche for automakers in the region With car demand slowing in China and reversing in India,



OEMs with excess capacity are setting out new strategies in southeast Asia, moving into previously overlooked markets such as Indonesia, Malaysia and even Myanmar, a mere 18 months after the west restarted diplomatic relations with the previously isolated nation.

“With the BRICs becoming crowded with both global and local players, many global automakers are now looking to tap white space in what up to now have been more marginal or volatile markets,” says Ian Fletcher, senior analyst at IHS Automotive.

Japanese manufacturers such as Honda, Nissan and Toyota have led the way in the ASEAN region, rolling out low-cost models in countries that are seeing increasing average incomes combined with low car ownership levels. With these new strategies, suppliers in the region are gearing up to take advantage of the localised needs of consumers in the region, such as low-cost, smaller and more fuel efficient vehicles.

Last month, Toyota announced plans to open its third vehicle manufacturing plant in Malaysia. The plant will accommodate production of completely knocked down units of Toyota's newly launched Vios, as well as components for the sedan, including seat padding and headrests.

Malaysia-based APM Automotive Holdings secured a permit from Myanmar Investment Commission (MIC) in August this year to open a plant in Bago region of Myanmar. The investment plan signifies APM's intention to establish its manufacturing presence in the country following the suspension of investment sanctions and the introduction of democratic reforms in 2012. Myanmar is increasingly being seen as a potential production location by global automakers. Because of this change in the legislation many automakers, including Nissan, have expressed an interest in beginning vehicle production in Myanmar – the Japanese automaker plans to begin manufacturing in Myanmar in 2015.

Hyundai-affiliated components manufacturer Hyundai Mobis announced last week that it plans to spend KRW1.8 trillion (USD1.7 billion) on research and development (R&D) through to 2015. The company also revealed that it has recently spent KRW60 billion on building a new R&D centre in South Korea to test newly developed auto parts.

### **Smaller local suppliers**

Suppliers in the region are looking to take advantage of the moves by automakers, using their local knowledge and niche skills to gain a competitive advantage. Taiwanese electronics component suppliers have set a long term goal of gaining an indispensable status in the global car supply chain on the back of their massive efforts in development and production. The manufacturers, in particular those involved with passive components, such as resistors, capacitors, inductors and transformers.

Among these ambitious component makers, Lelon Electronics Corp is one of the earlier players to enter the auto parts supply chain. Lelon, which provides aluminium electrolytic capacitors, largely used in audio-video entertainment systems, automatic car windows, as well as air bag systems.

Holy Stone Enterprise Co, is another local supplier of multi-layer ceramic capacitors (MLCC) and micro control units (MCU). Meanwhile, Nichidenbo Corp., a MLCC supplier, is currently working with Chinese automakers in East and South China to provide power management systems to electric cars.

However they face stiff competition for global suppliers who are establishing themselves in the region. Last week, Visteon Electronics, started a new automotive electronics production facility in Rayong, Thailand. The plant under the subsidiary called Visteon Automotive Electronics (Thailand) Limited, will supply instrument clusters, audio products and multi-function displays to Ford, Mazda, Nissan and Honda.

In addition, Magneti Marelli has opened a plant in Batu Kawan, Penang in Malaysia to manufacture headlamps, rear lights, fog lamps and LED lights. The plant replaces the supplier's plant in Bayan Lepas, increasing capacity from 1.7 million lighting units per year to 2.2 million components. The plant has potential to increase production further to 2.9 million units per year.

### Automotive sector in Brazil – UKTI report

**Brazil is the 7th largest producer of vehicles in the world. In total, there are 42 automotive plants established in thirty-nine cities within 9 States.**

#### Market overview

Brazil is a major manufacturer of small and medium-sized vehicles. The current fleet amounts to 34.5 million units for a population of 190 million. The ratio of people to vehicles in Brazil is 6.1, meaning there are 6.1 people to every vehicle. This is a significant increase in vehicles from 2011, when the ratio was 8.6. In addition, there are 500 autoparts manufacturers with 650 plants and 5 thousand dealerships. The whole chain employs 1.5 million people.

Brazil is also attracting massive overseas investments to the industry. Brazilian OEMs invested US\$ 11.2 billion in the market between 2010 and 2012.

#### Key opportunities

- Low carbon technologies (including fuel efficiency);
- Engineering services (software, consultancy, etc);
- Lightweight components and advanced materials;
- Construction equipment used in the Heavy Construction and Mining industries (safety and environment focus).

#### Getting into the market

ANFAVEA has revealed significant performances in Brazil's vehicle market, with an overall growth in of 4.6% in 2012.

By 2017, Inovar-Auto (The Incentive Program for Technological Innovation and Strengthening of the Motor Vehicle Production Chain) is estimated to have been responsible for about R \$60 billion in investments made by the industry.

[More about doing business in Brazil](#)

## Contacts

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 the specialists in country - or contact your local international trade team.

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## Trends of the automotive industry in CEE

The winner of the past years within the Automotive industry is clearly the Central-Eastern European CEE region (Czech Republic, Hungary, Slovakia). As an example, in 2006, 300.000 vehicles were produced in Hungary and Slovakia, by 2012 this number increased to over 1.1 million units. News is published almost every day about plant extensions, greenfield investment and improvement of the supplier network.

In Hungary five major OEMs are producing their products such as Audi, Mercedes, Opel, Suzuki and Hungarian truck manufacturer Rába. Besides vehicle assembly lines, these factories have an even greater focus on engine manufacturing. Thus this industry adds 10% to the total GDP of Hungary, receiving great attention from government as well.

For more information please contact:

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## Mexico

The automotive sector in Mexico is on a roll. Just as the UK has been successful in attracting the lion's share of new automotive investment in Europe, so Mexico has been hoovering up the bulk of new funds flowing into the industry in North America. With the global giants like Nissan, Honda, Mazda, VW, Toyota, Mercedes Benz, Ford and General Motors all committed to new facilities or major expansions of their existing plants, Mexico is set to receive up to \$10 billion of automotive investment by 2015.

What's behind this surge of interest in manufacturing in Mexico?

Cost is, of course, a key item. With hourly rates for a production engineer of between \$6.50 - \$8.00 (and general workers earning as little as \$3.00 per hour), Mexico has a significant –and long-standing – attraction as a manufacturing location within NAFTA. However, as energy and labour costs surge in other markets, and transportation expenses rise steeply, Mexico finds itself with an additional advantage for companies wishing to supply the North (and, indeed, South) American markets.

This is backed up by a network of existing free trade agreements that Mexico is actively seeking to expand into new regions, and by a new-found economic stability at home. There are also strong indications that the new government is serious about achieving further economic reform and business liberalisation. For example, the cross-party “Pact for Mexico” seeks to break open the energy market to competition, with the opportunity for further cost reductions for manufacturing industry.

Whilst Mexico’s automotive sector remains primarily focused on supplying the USA, there are encouraging signs that exports to other countries are also developing well. Mexican assembly plants have proved that they can supply competitively to the major Brazilian and Argentinian markets (rather too successfully for the liking of those national governments, who are seeking to impose limits on the free trade of automotive products with Mexico), and also to smaller, but expanding, South American destinations like Chile and Columbia. At home, there has been a return to positive growth in the domestic Mexican market, which rose almost 9% in the first half of 2013, and is set to top 1 million units this year. Vehicle sales in Mexico have long been held back by the large numbers of second-hand imports flowing officially – or unofficially – across the border from the USA, but, in a country with a population in excess of 100 million, there is clearly strong potential for rapid growth.

It is predicted that, by 2020, Mexico will be in a position to build one in every four vehicles sold in North America.

The very volume of expansion at the top of the industry itself creates major new opportunities within the Mexican automotive supply chain. Although Mexico is host to numerous international component makers, and also has a number of indigenous tier 1’s, there are significant gaps within the supply chain, which are set to increase as vehicle production is ramped up. Currently, Mexico annually imports parts worth \$36 billion. There are, therefore, clear openings for UK-based companies to meet this growing demand, either with direct exports or from a local manufacturing base.

It is one thing to read about Mexico’s automotive success, much better to experience it at first hand. And that is precisely what a group of UK companies did in July, when they joined a SMMT/UKTI organised mission to Mexico. In a tour of three key industrial centres, the group visited the manufacturing facilities of Navistar (the largest heavy truck building plant in Mexico) and GKN (the no 1 UK automotive investor in Mexico), and also had ample opportunities to engage with local industrials, investment agencies and potential business partners.

The UK delegates were very positive about the scale and scope of opportunity in Mexico, and, in post-visit feedback, all commented that they would recommend other British companies to make first-hand investigation of the Mexican market. One of the group already plans to divert investment from another (BRIC) market into opening a manufacturing plant in Mexico.

For more information about the Mexican market and activities planned there for 2014, please get in touch with Pat Shaw – tel 020 7344 9260, email [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk).

UKTI has also produced a report on the Mexican Automotive Market, which is reproduced on next page.

## Automotive sector in Mexico – UKTI report

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.

### Market overview

2011 was a record breaking year for the Mexican automotive sector and forecasts predict ongoing success for the next few years. The country is 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

[More about doing business in Mexico](#)

## Contacts

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

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## Russia

### Renault will continue investment in the Moscow plant

Due to adoption of tax remissions statute for car makers, Renault confirms its intention to continue investment in further development of Renault car production in Moscow. According to the new statute the enterprise can get reduction of tax in Moscow.

Having operated in the Russian market since 1998, Renault invested over 1.5 billion euro in car industry, including 480 million euro in development of its plant in Moscow. Total investment in further modernization of Renault production in Russia should come up to 21 billion roubles. This money will be invested in manufacturing equipment and total step-by-step modernization of car production under investment plan of the State supported company. These are long-term investments aimed at stable growth of production.

In 2012 Renault plant in Moscow assembled 167,400 cars. In 2013 its production capacity should come up to about 180,000 cars per year. Under Renault production localization in Russia, the company increases a range locally produced components. Today 75% of production (for the Renault Logan and the Sandero) is localized. The company is planning to increase this level up to 80% in 2016.

Under the further production development program, the company will continue improvement of staff training system in collaboration with specialized higher and secondary schools in Moscow. Today Renault company employs over 6,000 people in Moscow, including 290 design engineers. By 2014 the number of engineers at the enterprise should grow 1.5 times.

In 2012

Renault strengthened its investment position at the Moscow enterprise, having purchased shares from Moscow government. Last year production capacity of the plant were increased up to 188,000 cars per year.

## GAZ Group invests about 6 billion roubles in production in 2013

GAZ Group is planning to invest about 6 billion roubles in production in 2013, Evgeniy Belinin, the vice-president of the Group said.

Capital expenditure of the Group came up to 11.8 billion roubles in 2012, Prime agency informs. According to the GAZ Group president Bo Andersson, last year the company invested in three major spheres – modernization of current products, new products (particularly, the GAZel Next and the Unimax buses) and industrial cooperation, contract assembly projects. According to Bo Andersson, the company is planning to start production of all-metal van and new generation bus on the GAZel Next base in 2014 and develop production of sightseeing buses and the Unimax bus family in the future.

“We are working on modernization of our product range at Ural automobile plant,”- the president of the Group said.

On 15 July 2013 GAZ is launching workshop for the Mercedes Sprinter and the GAZel Next painting.

“In September we are launching production of frame microbus. The Sobol Next, all-metal van and 5-ton GAZel Next will be put into production next year,”- Bo Andersson informed. The launch of the new generation Next-based medium-duty trucks is also scheduled for the next year.

## Production of the Mitsubishi Pajero Sport started in Russia

Mitsubishi Motors started production of the Pajero Sport at PSMA Rus plant in Kaluga, Russia, joint venture of the Japanese company and PSA Peugeot Citroen. There is still no information about production capacity and the date of introduction of locally assembled cars in the Russian market. Today the Pajero Sport is offered with three packages and two engines – 3-liter petrol (222 h.p.) and 2.5-liter diesel (176 h.p.) engines. The price of the Mitsubishi Pajero Sport start from 1.299 billion roubles, Motor.ru informs.

The car comes standard with all-wheel drive system, RC central lock, fog-lights, 16-inch light alloy wheel disks, heated front seats, air conditioner and MP3 audio system.

Last year in November PSMA Rus started CKD production of the third generation Mitsubishi Outlander. Moreover, the Kaluga enterprise assembles the Peugeot 408 sedan and the Citroen C4 Sedan.

## Great Wall can construct plant in Primorye

Great Wall Motors is planning to construct its plant in Primorsky Territory. Government of district informed that the new Great Wall enterprise for 150,000 cars per year is planned to be built in Ussuriysk.

Investment will come up to \$350 million in the first stage. In this stage the company is planning to construct four processing lines – pressing, welding, painting and final assembly lines as well as car component workshops.



Other \$250 million will be invested in expansion of production capacity and productivity gain. In the second stage production localization will come up to 65%. The enterprise will create 3,300 new jobs and after the second line of the plant is launched this number will increase up to 4,200 jobs.

Great Wall has already found 150 hectare greenfield site for industrial construction. The investors intend to complete construction on a tight timetable – from 20 to 24 months.

Meanwhile Great Wall and its Russian partner Irito have already started construction of a plant in Lipetsk. At the end of May Wang Feng Ying, Great Wall president informed that the enterprise was planned to be launched in October 2013. Production capacity will come up to 100,000 cars. The H6 will become the first model on the production line. Later it will be added with the H2 and the H8. "We expect that Irito sales in Russia will double after the plant is launched", - Wang Feng Ying said. The enterprise will manufacture cars with CKD method including body welding and painting. Investment in the project will be \$100 million. We should remind that today Great Wall and Irito assemble the Hover and the SUV G5 at the plant of the Russian company in Gzhel, Moscow area.

### EU requests WTO panel with Russia over vehicle exports

The EU has today requested the establishment of a dispute settlement panel at the World Trade Organization (WTO) in Geneva to rule on the legality of the so-called 'recycling fee' which Russia imposes on imported vehicles. This is the next step under WTO litigation procedures, after the EU has held formal consultations with Russia in July this year. The fee, which the EU considers discriminatory towards imports, has a severe impact on EU vehicle exports to Russia, worth €10 billion a year. The EU has repeatedly raised the issue in bilateral talks with Russia, and then in formal WTO consultations. However, more than a year after the fee was introduced, the discrimination continues.

"We've used all the possible avenues to find with Russia a mutually acceptable solution", said EU Trade Commissioner Karel De Gucht. "As the fee continues to severely hamper exports of a sector that is key for Europe's economy, we are left with no choice but to ask for a WTO ruling to ensure Russia complies with its international obligations."

On 9 July this year, the EU requested formal consultations in the WTO hoping Russia would propose an alternative to its discriminatory measures. Japan made a similar request on 24 July. The EU consultations with Russia held on 29 and 30 July failed to resolve the dispute and Moscow continues to apply the fees.

Why is the 'recycling fee' a problem?

The fee creates an additional burden for EU exports and offsets the reduction in import tariffs Russia accepted when joining the WTO. The fee, introduced on 1 September 2012, only days after Russia's WTO accession, is levied on imported cars, trucks, buses and other motor vehicles. For cars, it ranges from about €420 to €2,700 for a new vehicle and from €2,600 to €17,200 for a vehicle older than three years.

For some vehicles, such as certain mining trucks, the fee is as high as €147,700. According to Russia's own estimates, the fee brings an additional €1.3 billion a year into the country's coffers.

While the fee is imposed on all imports from the EU, the charges are not applied to vehicles produced in Russia and its Customs Union partners, Kazakhstan and Belarus. The EU considers therefore that the fee is incompatible with the most basic WTO rules that prohibit treating domestic products better than imported ones and applying different conditions depending on the origin of a product.

Next steps in WTO dispute settlement procedures

The WTO Dispute Settlement Body (DSB) will discuss the EU's request for the establishment of a panel when it meets on 22 October 2013. At that meeting Russia has the right to object to the establishment of the panel. If the EU raises the issue again at the following DSB meeting in November, Russia will be unable to block the request for a second time. Once the panel is formally established, the parties and/or the WTO Director-General will select the panellists in charge of the adjudication procedure.

Trade facts and figures

Russia is the EU's third largest trading partner. In 2012, the EU exports to Russia were worth €123 billion and imports €213 billion. This makes also the EU Russia's biggest trading partner. While Russian exports to the EU are mainly raw materials (80%), EU exports to Russia are mostly machinery and transport equipment (50%), including vehicles.

## 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](#):

### Bangladesh - Procurement of vehicles for an investigation agency

<http://www.ukti.gov.uk/uktihome/businessopportunity/626120.html>

Tender for procurement of vehicles (jeep & microbus) for an investigation agency. An Investigation Agency has invited an international tender for procurement of vehicles (jeep & microbus) for an investigation agency. Cost of tender document: BDT 1000.00 For more information register your interest below with UKTI's Bangladesh team.

### Bangladesh - Runway sweeper for international airport

<http://www.ukti.gov.uk/uktihome/businessopportunity/635620.html>

Supply of 2 nos. brand new latest model runway sweeper for international airport UK company who have 10 years experience in producing/manufacturing of Runway Sweeper and also have an agency ship/distributorship in Bangladesh and compliance with the ITT Clause specified in the Tender document are eligible to participate in the tender competition. Cost of tender document: BDT 1000.00

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### **Bulgaria - Varna integrated public transport project**

<http://www.ukti.gov.uk/uktihome/businessopportunity/635400.html>

The Project focuses on the development of sustainable urban transport.

The main component is a 14.85km BRT corridor supplemented by an integrated electronic ticketing system, real time passenger information on board the public transport vehicles and at bus stops, and an overall update to the traffic management system. The Project also includes bus and trolleybus fleet renewal, an upgrade of the bus depot and the three bus terminals. Finally, the Project will also promote alternative means of transportation through the development of a 16.3 km network of cycling routes.

City will be the implementing agency. The Bank intends to co-finance the following Project components:

- Bus Renewal
- Depot Upgrade
- Trolleybus Renewal
- Publicity

### **Brazil - Company interested in new suppliers of autoparts**

<http://www.ukti.gov.uk/uktihome/businessopportunity/632920.html>

Drugovich Auto Peças is a seller of autoparts for heavy vehicles. They offer more than 13.000 items for Scania, Volvo, Volkswagen, Mercedes, Ford and Iveco trucks.

The company is interested in automotive parts for trucks (Brands: Scania, Volvo, Mercedes, MAN/Volkswagen and Iveco).

List of products:

1. Cabin - Shock absorber HCC: 87088000
2. Engine - Vibration damper HCC: 84099999
3. Intake and exhaust - Rocker ARM HCC: 84099999
4. Engine fuel pump HCC: 84133090
5. Engine oil pump HCC: 84133030
6. Cabin Hydraulic pump HCC: 84133090
7. Engine water pump HCC: 84133090
8. Gearbox oil pump HCC: 84133030
9. Clutch master cylinder HCC: 87089300
10. Viscous fan HCC: 87089990
11. Knob gearbox HCC: 87084090
12. Solenoid valve HCC: 84818092
13. Temperature sensor HCC: 90329099

### **Canada - Two all terrain vehicles for the royal canadian mounted police**

<http://www.ukti.gov.uk/uktihome/businessopportunity/635340.html>

Royal Canadian Mounted Police requires the supply and delivery of two new 2014 (or most current model of manufacture production) standard all terrain vehicles.

The Royal Canadian Mounted Police (RCMP) require two All Terrain Vehicles which must be new 2014 or latest manufacturer model year, high performance model (ATV), 2 cylinder, with a minimum fuel tank capacity of 19.5L. Vehicles must be delivered and received by them no later than 21 calendar days after the contract is awarded.

### **China-Seeking technology & partnership for high-horsepower tractor & agricultural machinery**

<http://www.ukti.gov.uk/uktihome/businessopportunity/626220.html>

A leading feed processing machinery manufacturer in East China would like to seek technology for high-horsepower(100-400horsepower) tractor. Advanced agricultural machinery is a key focus of China's efforts in developing modern agriculture and improving agriculture productivity. This Chinese company is based in Jiangsu Province, east China, with activities covering design, development, fabrication and installation of the machinery & engineering of various industries such as feed production, grain milling, environment protection, food processing, bulk solids handling and storage, steel structure building as well as industrial automation. This company currently has over 4000 employees, including 1000 technicians and engineers. This company is interested in technologies for high-horsepower tractor and other advanced agricultural machinery. In the long run, they would like to collaborate with proper UK company (preferably with recognized brand) to possibly establish manufacturing JV in Jiangsu Province.

### **Czech Republic – 2 trailers/platforms needed for helicopter transport**

<http://www.ukti.gov.uk/uktihome/businessopportunity/622500.html>

Czech state institution is searching a supplier of 2 trailers/platforms for transport of police helicopters.

Czech state institution is searching through a public tender for a supplier of 2 trailers/platforms for transport of police helicopters. The value of the tender is GBP 55,000 excluding VAT. The tender should be finished on 15 December 2013.

### **Denmark - Military vehicles and parts for DALO**

<http://www.ukti.gov.uk/uktihome/businessopportunity/628080.html>

Unique business opportunity within the Danish Defence Acquisition and Logistics Organization (DALO).

Supply/purchase contract.

CPV kode 35400000-8 - Military vehicles and parts for military vehicles

Award criteria: The most economically advantageous tender

### **Denmark - Tender for two vacuum tankers**

<http://www.ukti.gov.uk/uktihome/businessopportunity/622300.html>

The Municipality owned Samaqua in Odense, Denmark are looking to purchase two Vakuum Tankers on behalf of owners; "Vand & Affald A/S" and "Vandcenter Syd A/S".

### **Denmark - Odense**

The Municipality owned Samaqua in Odense, Denmark are looking to purchase two Vakuüm Tankers on behalf of owners; "Vand & Affald A/S" and "Vandcenter Syd A/S".

The contract is for two tankers and a 10 year service contract on the two vehicles. The purchase is for a total solution of chassis and custom structure. The contact will be made with one supplier who can supply the total solution including service contract. The price range excluding VAT: 3.000.000 - 6.500.000 DKK (£350.000-750.000).

### **Egypt - MOD/Procurement is looking for British exporters to provide garbage collecting cars**

<http://www.ukti.gov.uk/uktihome/businessopportunity/602080.html>

Egyptian MOD procurement department is looking for British Businesses to supply garbage collecting cars. This is a funded project. The army in Egypt are not only a powerful political entity, but they are also involved with several civilian projects like: construction of buildings, renovation of roads, raising cattle, chicken and providing dairy products, olive oil, bread and also home appliances. They have budgets and hence help the economy of Egypt thrive. On this ground, the procurement department of the MOD is calling for British Businesses to provide garbage collecting cars. The ministry is looking to pay the relevant and most appropriate supplier direct and then sell/ or lease to the end user (other ministries and local garbage collecting companies) and keep the profit. There is an allocated budget already emplaced for this project.

### **Germany - Outsourcing service specialist looking to support companies in German market**

<http://www.ukti.gov.uk/uktihome/businessopportunity/639120.html>

The company is looking to help British companies wanting to do business in Germany and set up sales and distribution channels.

The company has 20 years experience in assisting international companies from a range of sectors enter the German market. British businesses might be looking to use them to help set up an European sales team or looking to use the company's services as an alternative to investing in an own subsidiary.

### **Germany – Measurement and sensor technology opportunity**

<http://www.ukti.gov.uk/uktihome/businessopportunity/607260.html>

Great opportunity for companies supplying sensor and measurement technology solutions.

We are working with an agent who wishes to hear from UK companies who can supply technological equipment for measuring and sensors for physical quantity/physical values. He has customers across a range of sectors and wishes to build links with UK companies in order to meet the needs of his clients across the board. He has particular knowledge of the military, medical and automotive sectors.

The agent speaks superb English, having previously lived in England and America. He has over 20 years experience as working as an agent and represents companies from numerous European countries.

### **Greece - Bus tyres**

<http://www.ukti.gov.uk/uktihome/businessopportunity/628920.html>

A Greek Transport Authority has issued a Tender for 3,800 Bus Tyres.

A Tender for 3,800 Bus Tyres has been issued by a Greek Transport Authority. These should be 275/70R 22.5 Tubeless. Total Vaue of Tender (Excl. VAT): Euros 950,000

### **Indonesia – Government launches incentive scheme for manufacturers of low cost green cars**

<http://www.ukti.gov.uk/uktihome/businessopportunity/622020.html>

Indonesia's government aims to make Indonesia the ASEAN production hub for LCGC's ahead of the start of the ASEAN Economic Community in 2015. Production has been forecast to reach 1.5 million units by 2014 and 2 million units by 2016. With the development of a production hub for low cost green cars (LCGCs), Indonesia hopes to become the leading car producer within ASEAN. Total car sales in ASEAN in 2012 surpassed three million. The two largest contributors to these sales were Thailand (1.3 million) and Indonesia (1.1 million). Currently, Thailand is still the largest car production hub in the ASEAN region, both in terms of production rate and domestic sales, despite having only 60 million citizens to Indonesia's 240 million. Eleven automotive manufacturers in Indonesia are currently interested in participating in the incentive scheme, which is still in the early stages of implementation. For UK companies with expertise in this field, there is a potential opportunity to work with car manufacturers in Indonesia on the provision of the technologies needed to meet the requirements of the scheme. UKTI Indonesia can provide the details of the car manufacturers in Indonesia with plans to participate in this government incentive scheme for LCGCs. Under OMIS, we can undertake to introduce the UK company and their products to the manufacturer in Indonesia, gauge interest and arrange a visit programme, if required.

### **Libya - A local private company offering support to enter the Libyan market**

<http://www.ukti.gov.uk/uktihome/businessopportunity/625860.html>

A private Libyan company offering support to UK companies wishing to enter the Libyan market in various specialities.

A private Libyan company established after the revolution with solid financial background is looking to establish some sort of local agreement with UK companies to provide logistical and market entry services in the following fields: - Automotive-dealerships.

### Philippines – Invitation to submit quotation for the supply of 2,000 electric jeepneys

<http://www.ukti.gov.uk/uktihome/businessopportunity/624220.html>

In line with the Philippines' transformational project of the country's cultural icon, the jeepney, a local project proponent is accepting proposals for the design and supply of 2,000 electric jeepneys.

The jeepneys, Philippines' cultural icon, are a popular mode of transport in the country with 55,000 jeepneys emitting up to 10 million tons of CO2 annually. An accredited local project proponent plans to acquire new electric jeepneys (ejeepneys) and is currently accepting proposals for the design and supply of 2,000 units of ejeepneys with the following specifications:

1. Seating capacity: 16 to 20 plus 1 driver with each adult passenger weighing approx 50kg and a seat width of 360mm
2. Climbing ability of hilly terrains of at least 30% or 20 degrees
3. Top speed at least 60Kph
4. Operational range at least 120 kms
5. Left hand drive with the entry / exit door at the right side
6. Bench type seats with passengers facing each other
7. Runs purely on electricity with onboard charger and a regenerative braking system
1. Suppliers or manufacturers should be prepared for a prototype.

### Spain - Used and/or flat vehicle batteries

<http://www.ukti.gov.uk/uktihome/businessopportunity/628240.html>

Spanish importer of non-ferrous products is interested in contacting UK suppliers of used and/or flat vehicle batteries. They are currently focused in importing used and/or flat batteries from cars, trucks, industrial machinery etc. for recycling and cannibalising purposes. They have all the relevant certifications to carry out this task. UKTI's contact in the company has requested that all UK companies interested are filtered through UKTI. They will then provide the contact details of the suitable ones so that the Spanish company can get in contact directly.

### St Vincent – Consultancy services for vehicle weight control

<http://www.ukti.gov.uk/uktihome/businessopportunity/630160.html>

The Government of St Vincent invites expressions of interest towards its highway rehabilitation and upgrade project. The objective of the consultancy is improving vehicle weight control. The assignment will assist government implements its action plan by determining the extent of vehicle overloading and recommendations for improved weight control.

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## World Trade Organisation Notifications

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**No WTO updates from BIS received in October**

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## JCCC updates

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### **CUSTOMS INFORMATION PAPER (13) 67**

#### **Community Transit procedures at the London Gateway port.**

Presentation of a comprehensive Community Transit guarantee certificate or guarantee waiver certificate at the London Gateway port (GB000170). Relevant to traders presenting goods for community transit departing from the recently opened London Gateway port. Effective immediate.

### **CUSTOMS INFORMATION PAPER (13) 66**

#### **The National Clearance Hub – Move from Custom House, Salford to Ralli Quays, Salford**

Relevant to All traders involved in the import and export of freight. Effective 11 November 2013.

### **CUSTOMS INFORMATION PAPER (13) 65**

#### **Statistical threshold: sterling figure to apply for 2014**

The statistical threshold will be unchanged for 2014. Relevant to all traders and agents/representatives responsible for completing customs export declarations and Merchandise in Baggage importers. Effective January 2014.

### **CUSTOMS INFORMATION PAPER (13) 64**

#### **Changes to the classification of Monitors (subheading 8528 59)**

Effective immediately until further notice.

### **CUSTOMS INFORMATION PAPER (13) 63**

#### **Use of Form C81 – To Amend a Customs Export/Re-Export Declaration**

Form C81 is a post clearance notification to the Trade Statistics unit (TSu) of an amendment relating to a customs export/re-export declaration. It is completed for statistical purposes only and is required for any statistical amendments for declarations that have been given clearance for export and have departed the office of export. Revisions to trade statistics are made in accordance with Council Regulation No 471/2009. HMRC is concerned that not all amendments to a post clearance export declaration are being notified to the TSu. HMRC is confirming that all traders are required to notify the TSu of any post clearance amendments to an export declaration including Customs Procedure Code (CPC) amendments.

### **CUSTOMS INFORMATION PAPER (13)62**

#### **The Union Customs Code (UCC)**

CIP (13)38 announced the conclusion of the work to recast the Modernised Customs Code (Regulation (EC) 450/2008 of the European Parliament and of the Council of 23 April 2008) – known as the MCC. The recast – the Union Customs Code (UCC) – has now been published. Relevant to CCC members, freight forwarders, shipping agents, exporters, importers, trade bodies and any other economic operators involved in international trade. Effective immediate, expires 31 January 2014



## **CUSTOMS INFORMATION PAPER (13) 61**

### **Tariff classification of set-top boxes**

A Judgment by the Court of Justice of the European Union (CJEU) concerning the classification of certain types of set-top boxes. Relevant to all involved in the tariff classification of set-top boxes. This Customs Information paper replaces CIP (13) 12. The CJEU has published a Judgment in respect of certain types of set-top boxes, which clarifies the scope of subheading 8528 71 13, 0 per cent Customs duty, the subheading ceased to be valid on 30 June 2011. The Judgment has no effect on the classification of set-top boxes imported from 1 July 2011.

## **Trade Shows Around the World By month**

**We are compiling a listing of auto sector related trade shows around the world as information is received from organisers or from internet searches. The list is not yet complete and will be updated. If you are aware of shows that we should add to the list, or are able to report on the show having previously attended please contact the SMMT International team.**

Below is a selection of key automotive events in the next 12 months. For further listing of events visit: [www.biztradeshows.com/automotive](http://www.biztradeshows.com/automotive).

### **November 2013:**

#### **Brazil GP DO BRASIL FORMULA 1**

Date: 22-24 November 2013

URL: [www.gpbrasil.com.br](http://www.gpbrasil.com.br)

#### **Shanghai China**

##### **China International Auto Air- conditioning & Transport Refrigeration Exhibition**

12.11.2013 - 14.11.2013

[www.autocoolexpo.com/en](http://www.autocoolexpo.com/en)

#### **Bucharest Romania**

##### **Autoexpotehnica**

13.11.2013 - 16.11.2013

[www.autoexpotehnica.ro](http://www.autoexpotehnica.ro)

#### **Shanghai China**

##### **Reifen China**

13.11.2013 - 15.11.2013

[www.reifen-china.com](http://www.reifen-china.com)

**Shanghai China**  
**RubberTech China**  
13.11.2013 - 15.11.2013  
[www.rubbertech.com.cn](http://www.rubbertech.com.cn)

**Shanghai China**  
**SMTCE**  
13.11.2013 - 15.11.2013  
<http://www.emotorcn.com/>

**Norbertstrasse , Germany**  
**Essen Motor Show**  
30 November - 08-December 2013  
[www.essen-motorshow.de/](http://www.essen-motorshow.de/)

**Almaty Kazakhstan**  
**Central Asia Autoparts**  
14.11.2013 - 16.11.2013  
[www.catexpo.kz/central\\_asia\\_autoparts\\_2013](http://www.catexpo.kz/central_asia_autoparts_2013)

**Luxembourg Luxembourg**  
**International Motor Show**  
22.11.2013 - 24.11.2013  
[www.euro-racing-show.com](http://www.euro-racing-show.com)

**Tokyo Japan**  
**Tokyo Motor Show**  
22.11.2013 - 01.12.2013  
[www.tokyo-motorshow.com/en](http://www.tokyo-motorshow.com/en)

**Jeddah Saudi Arabia**  
**Autocare & transport arabia**  
11.11.2013 - 15.11.2013

**Seoul , South Korea**  
**KOAA Show**  
14.11.2013 - 15.11.2013  
[http://www.koaashow.com/english/infocenter/notice\\_view.php?TT=1&no=335&page=1](http://www.koaashow.com/english/infocenter/notice_view.php?TT=1&no=335&page=1)

**Birmingham, United Kingdom****Classic Motor Show**

15-17-November, 2013

[www.necclassicmotorshow.com](http://www.necclassicmotorshow.com)**Las Vegas, USA****Automotive Aftermarket Products Expo (AAPEX)**

5-7 November, 2013

[www.aapexshow.com](http://www.aapexshow.com)**Los Angeles, USA****LA Auto Show**

20.11.2013 - 01.12.2013

[www.laautoshow.com/](http://www.laautoshow.com/)**December 2013:****Vienna Austria****Vienna Autoshow**

16.01.2014 - 19.01.2014

[www.viennaautoshow.at](http://www.viennaautoshow.at)**Montreal Canada****Montreal International Auto Show**

17.01.2014 - 26.01.2014

[www.montrealautoshow.com](http://www.montrealautoshow.com)**Shanghai, China****Automechanika Shanghai**

10-13 December, 2013

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)**January 2014:****Cairo Egypt****Automech Formula**

14.01.2014 - 19.01.2014

<http://www.automech-formula.com/>

**Tokyo Japan**  
**Automotive Weight Reduction Expo**

15.01.2014 - 17.01.2014

[www.altexpo.jp/en](http://www.altexpo.jp/en)

**Tokyo Japan**  
**EV Japan**

15.01.2014 - 17.01.2014

[www.evjapan.jp/en](http://www.evjapan.jp/en)

**February 2014:**

**Guangzhou China**  
**AAITF 2014 - The 10th China International Automotive Aftermarket Industry & Tuning**  
**(Guangzhou) Trade Fair**

17.02.2014 – 19.02.2014

[www.aaitf.org](http://www.aaitf.org)

**Beijing China**  
**CIAACE**

20.02.2014 - 23.02.2014

[www.ciaacexpo.com](http://www.ciaacexpo.com)

**Beijing China**  
**AMR Auto Maintenance & Repair**

26.02.2014 - 01.03.2014

[www.auto-maintenance.com](http://www.auto-maintenance.com)

**Halle Germany**  
**Motortrend**

07.02.2014 - 09.02.2014

[www.motortrend.com](http://www.motortrend.com)

**Cologne Germany**  
**Tire Technology Expo**

11.02.2014 - 13.02.2014

[www.tiretechnology-expo.com](http://www.tiretechnology-expo.com)

**Freiburg im Breisgau Germany**  
**automobil**

21.02.2014 - 23.02.2014

[www.automobil-freiburg.de](http://www.automobil-freiburg.de)

**New Delhi / India****Auto Expo India**

05 - 12 February 2014

[www.autoexpo.in](http://www.autoexpo.in)**New Delhi India****automechanika**

26.02.2014 - 28.02.2014

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)**March 2014:****Kassel Germany****Technorama** - Classic car exhibition

15.03.2014 - 16.03.2014

[www.technorama.de/](http://www.technorama.de/)**Frankfurt, Oder Germany****Reisen & Mobil**

15.03.2014 - 16.03.2014

[www.mobil-reisen-plus.de](http://www.mobil-reisen-plus.de)**Mexico City Mexico****GlassLat**

19.03.2014 - 21.03.2014

<http://en.neventum.com/glasslat-2013/>**Jakarta , Indonesia,****IIBT and INAPA 2014**

19.03.2014 - 22.03.2014

**St Petersburg Russian Federation****Autoprom Russia**

12.03.2014 - 14.03.2014

[www.autopromrussia.ru](http://www.autopromrussia.ru)**Taipei Taiwan****MotorFueling Complex**

12.03.2014 - 14.03.2014

**April 2014:****Klagenfurt Austria****Auto & Bike**

11.04.2014 - 13.04.2014

**Brazil AUTOMECC (Autoparts Intl Trade Fair)**

16-20 April 2014

URL: [www.automeccfeira.com.br](http://www.automeccfeira.com.br)**Brazil AUTOMECC HEAVY AND COMMERCIAL VEHICLES**

1-5 April 2014

[www.automeccpesados.com.br](http://www.automeccpesados.com.br)**Schweinfurt Germany****Car Leisure Sports**

04.04.2014 - 06.04.2014

**Nairobi Kenya****Autoexpo**

27.04.2014 - 29.04.2014

[www.expogr.com/kenyaauto](http://www.expogr.com/kenyaauto)**Taipei, Taiwan****AutoTronics**

09.04.2014 - 12.04.2014

[www.taipeiampa.com.tw](http://www.taipeiampa.com.tw)**Bangkok Thailand****Thailand Auto Parts & Accessories**

28.04.2014 - 01.05.2014

[www.thailandautopartsfair.com](http://www.thailandautopartsfair.com)**Istanbul Turkey****automechanika**

10.04.2014 - 13.04.2014

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)

**May 2014:****Bergheim Germany****Auto Motor Schau**

18.05.2014 - 18.05.2014

Auto show

**Essen, Germany****Reifen (Tire)**

27.05.2014 - 30.05.2014

[www.reifen-messe.de/en/reifen\\_messe](http://www.reifen-messe.de/en/reifen_messe)**Leipzig Germany****Amistyle**

31.05.2014 - 08.06.2014

[www.leipziger-messe.de](http://www.leipziger-messe.de)**Leipzig Germany****Amicom**

31.05.2014 - 08.06.2014

[www.amicom-leipzig.com](http://www.amicom-leipzig.com)

Exhibition for the in-car electronics industry

**Astana Kazakhstan****Autoworld Astana**

13.05.2014 - 15.05.2014

<http://www.eventseye.com/fairs/f-autoworld-astana-8170-1.html>**June 2014:****Curitiba Brazil****Autopart**

04.06.2014 - 07.06.2014

**Dubai, UAEi****Automechanika**

03.06.2014 - 05.06.2014

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)

**August 2014:****Moscow Russian Federation****Interauto**

28.08.2014 - 31.08.2014

[www.eng.interauto-expo.ru](http://www.eng.interauto-expo.ru)**September 2014:****Frankfurt, Germany****Automechanika**

September 16-20, 2014

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)**October 2014:****Oslo Norway****Oslo Motor Show**

10.10.2014 - 12.10.2014

[www.messe.no/en/Oslo-Motor-Show](http://www.messe.no/en/Oslo-Motor-Show)**November 2014:****Buenos Aires Argentina****automechanika Argentina**

12.11.2014 - 15.11.2014

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)**January 2015:****Salzburg Austria****AutoZum**

21.01.2015 - 24.01.2015

[www.autozum.at/](http://www.autozum.at/)



**February 2015:****Lillestrom Norway****Automessen**

04.02.2015 - 07.02.2015

[www.messe.no/en/Automessen](http://www.messe.no/en/Automessen)**March 2015:****Kuala Lumpur Malaysia****automechanika Malaysia**

19.03.2015 - 21.03.2015

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)**Saint Petersburg Russian Federation****Autoprom Russia**

12.03.2015 - 14.03.2015

[www.autoprom.restec.ru/en](http://www.autoprom.restec.ru/en)**June 2015:****Nuremberg Germany****Automotive Engineering Expo**

09.06.2015 - 11.06.2015

[www.automotive-engineering-expo.com/](http://www.automotive-engineering-expo.com/)**October 2015:****Oslo Norway****Oslo Motor Show**

23.10.2015 - 25.10.2015

[www.messe.no/en/Oslo-Motor-Show](http://www.messe.no/en/Oslo-Motor-Show)

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