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International Bulletin

October 2012

Key Contents

- Editorial
- SMMT dates
- Book now!
- UK events
- Trade events around the world
- Industry support initiatives
- International market snapshots
- International business opportunities
- JCC customs information papers



Attending international trade shows

A dozen ways to ensure your investment doesn't fail.

Attending trade shows is a big investment in time and money but works on a number of levels and it can be an extremely cost-effective way to develop leads and make sales if properly planned. Sustainable success is only likely to develop with regular year-on-year attendance at the same shows demonstrating your credibility, stability and long-term intention in the market. It may take several years of attendance at the same show before potential customers start to develop stronger interest in your company.

Taking part in overseas shows and exhibitions is a considerable cost- although the SMMT UK Group Pavilion format and UKTI Tradeshow Access Grant scheme support can substantially reduce costs compared to “going it alone”.

Skilful planning and execution, before, during and after the trade show, is essential to get results and the following checklist of 12 points might help you get the most from future events:

1. **Set objectives** – Understand what you want to achieve and who on the stand is tasked to do what each day. You may want to increase market share, introduce new products or services, check out competitors, meet and socialise with existing clients, meet / train agents or distributors, etc.. You need to set specific and realistic objectives for each of those attending to maximise their time and ensure key tasks are not overlooked.
2. **Market research** – To avoid mistakes, delays or communication issues research travel and accommodation options, the host country's culture, economy and business environment. SMMT and UKTI / FCO colleagues can usually provide guidance and through our links with the event organisers we can sometimes get a list of exhibitors, places to stay with discount and information on potential competitors exhibiting and profile of likely visitors attending the show.
3. **Budget** – Prepare a full costing: stand costs, new graphics, literature, freight, marketing, accommodation, meals, travel and insurance. Is the exercise commercially viable, will it be money well spent and can presence or service in the market be supported and sustained if successful?
4. **Planning your stand** – Make your exhibit stand out from the others. Create an eye-catching, open and welcoming stand with a focal point and strong key message that is relevant to the attending audience. Space works better than clutter. Do not underestimate the importance of cultural and language differences. Colours and symbols have both good and bad connotations in different countries and should be used appropriately and professional translations in local language will add credibility and aid communication.
5. **Promotion** – Pre-exhibition promotion and publicity is crucial to generate interest and differentiate your company and products. Very often the organisers offer substantial assistance with pre-event marketing and Press Releases which many exhibitors do not take advantage of even though in many cases the cost is already included in the frequently compulsory “marketing package”. Very often companies do not give consideration even to making full use of their catalogue

entry and few enter for awards to be presented at the show or provide the press desk with relevant newsworthy stories before and during the event.

6. **Plan early** – Deadlines for freight, producing graphics and promotional materials can be missed often leading to last minute rushes, poor, incomplete or ill thought out graphic display and insufficient brochures and business cards.
7. **Book meetings** – Identify companies important to you that are likely to be at the show and introduce your company to them well in advance. Try to get them to commit to a time to meet. Send other interesting companies an invitation and incentive to visit your stand.
8. **Exhibition briefing** – Thoroughly brief all staff on the stand - what they are required to sell and communicate and how they are to record visitors to the stand. If you just collect business cards you risk losing or at least forgetting what the contact was about. Use a properly drafted visitor enquiry form that you review each evening with the team to ensure clarity of what has been written. Above all ask the visitor before they leave the stand specifically what next action they would like you to take and make a note of it – don't just send them a "literature pack" when you get back. And finally are all the representatives on the stand your best sales communicators – they all need to know the differentiators, advantages and benefits of your product or service, how to communicate them and how to react to visitor interests – have they been properly "sales" trained and do they like meeting people?
9. **Arrival** – Ensure staff arrive in plenty of time to recover from jet lag, set up the stand, adjust plans and address last minute issues – arriving the morning of the show is not good – and a simple delay in travel can ruin the best planned stand. Its not an away day for the sales team and having a late night before the show starts is never a good idea. If you want to sight see, celebrate, socialise, reward staff for their hard efforts best do it after the show.
10. **Day-to-day activities** – Walk the show, see if there is more activity in other halls for next time, observe fellow exhibitors, competitors and possible partners – who impresses and why? Take photos if permitted and meet with prospects. Take the time to talk to adjacent stands to find out what their response has been. Using the UK Group Pavilion meeting rooms can often give you time away from your own stand both to take refreshments away from the passing gaze or to meet important prospects away from prying eyes.
11. **Visitors** – Learn to recognise different types of visitors and limit the time spent with limited prospects. If they are just information gathering save the selling for after the event.
12. **Follow-up and Analysis** – Ensure there is a prompt and effective post event lead follow-up process in place for when you return, properly resourced and capable of being monitored. Promote your presence at the show and any success stories on returning. Prepare a final report that is shared with the team honestly measuring achievements against objectives, effectiveness and performance, costs and sales achieved / expected, and recommendations on future attendance – what went well, less well and what can be changed for the better next time!.

Key Dates



SMMT International Group Meetings

2012 Dates

Customs & Tariffs Working Group Meeting 26 September

Representatives from HMRC Policy in Southend: Andrea Head (AEO Policy), Dave Morgan (UCC Strategy), Mark Dillon (International Relations and Mutual Recognition) will give a presentation on:

- AEO: the position in the UK and other EU Member States; current areas of interest and proposed developments and future strategy;
- UCC Strategy with particular reference to Guarantees
- Mutual Recognition issues.

Next following meeting **Tuesday 4 December**

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.

International Business Group Meeting 25 October

SMMT International Business Group next meets on **25 October** at the Northampton headquarters of Cosworth, when we will have presentations on **India, Russia** and other markets, as well as a site tour. To register please contact Pat Shaw at pshaw@smt.co.uk.

Please note that it will be the Group's final meeting for 2012. This year we shall not be meeting in December.

Personal Export Sales Group Meeting 27 November

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 any of the above please contact Pat Shaw at pshaw@smt.co.uk.

SMMT Membership Survey 2012

As a membership organisation, SMMT is committed to providing services that fully reflect the needs and wishes of our members. Throughout a busy and exciting year for the motor industry, the SMMT team has been working hard to provide high quality services, unrivalled support and a wide range of business opportunities.

However, we do need *your* input both to ensure that we are meeting your expectations, and to identify new areas where we can assist you more. Therefore, can we please ask you to take a few minutes to complete our online survey. Your responses will be invaluable in helping us to shape SMMT to serve you even better.

The survey is available at <http://survey.constantcontact.com/survey/a07e6ajlo8fh66kzhcj/start>, and the deadline for completion is 2 November 2012.

Thank you in anticipation of your valued contribution.

Book Now!



SMMT supported event

Automechanika Buenos Aires
Argentina, 14 – 17 November 2012

www.automechanika.com.ar/english

Contact: Pat Shaw E-mail: pshaw@smmt.co.uk Tel: 020 7344 9260

SMMT is planning to organise a UK exhibitor group to South America's Automotive Trade Fair, covering all sections of the industry, from design to maintenance, this event includes an international match making scheme for component buyers and suppliers.

**SMMT supported event**

Automechanika Istanbul,
 Turkey, 11 – 14 April 2013

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

SMMT is planning to organise a UK exhibitor group to Turkey's leading Automotive Trade Fair, covering all sections of the industry. If you are interested in exhibiting at the show, please contact Ruta Aisthorpe.

**SMMT supported event**

Automechanika MIMS Moscow,
 Russia, 27 – 30 August 2013

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

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

**SMMT supported event**

13th Symposium on International Automotive Technology and SIAT Expo India, NEW
DATES: 9 - 12 January 2013, Pune

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

With the theme of "Towards Safer, Cleaner and Quieter World", SIAT 2013 will serve as a global forum for exchange of ideas and brainstorming, focusing on recent advances in different automotive areas, such as Safety, Emissions, Noise, Alternative Fuels, Electronics, Structural Evaluation, Vehicle Engineering, Materials, etc.

The First call for papers has recently been issued and it invites professionals, engineers and academicians to present their work in the field of automotive technology.

SMMT in association with UKTI is working together to take a group of UK Companies to exhibit at SIAT 2013. If you are interested in participating, please contact Sarah Thevenet.

 **SMMT supported event**
Automechanika New Delhi
India, 7-10 February 2013

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

SMMT is considering taking a UK Delegation to exhibit at the first Automechanika New Delhi show in February next year. Messe Frankfurt has worked with ACMA for the first time to launch the latest addition to the Automechanika trade shows they are running over the globe. If you are interested in exhibiting at the show, please contact Sarah Thevenet.

 **SMMT supported event**
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

Forward Planning for 2013

SMMT's International Team have been busy planning their programme of events for 2013. Alongside our regular schedule of international shows – SIAT in Pune, Automechanika in Dubai, Equip Auto in Paris – and UK-based business meetings, we shall also be focusing on some new activities in the coming year. These include :

Supply Chain Business Visit to Mexico
May/June 2013

Automotive production in Mexico is poised for strong growth, on the back of a recovering North American market, and substantial local investments by global VM's and their tier 1 component suppliers. However, there are still significant capability gaps within the 2nd and 3rd tiers of the Mexican supply chain, which present good opportunities for UK component manufacturers.

There are many routes into the market, including direct exporting (Mexico has a free trade agreement with the EU), greenfield investment, or local “sheltering” – i.e. licensed manufacturing through a Mexican partner. SMMT will be working closely with UKTI on a project to help UK companies to understand and exploit these different business models. The programme will culminate in a targeted group visit to key automotive centres in Mexico, provisionally scheduled for late May 2013.

To register your interest in this programme, please contact Pat Shaw – tel 0207 344 9260, email pshaw@smmt.co.uk

Industry and Academia Partnership Visit to Brazil **June 2013**

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.

If you are interested in exploring opportunities in the Brazilian market, please get in touch with Pat Shaw – tel 0207 344 9260, email pshaw@smmt.co.uk

British Group at EVS27, Barcelona **November 2013**

The World Electric Vehicle Symposium & Exhibition (EVS27) - the premier world forum for all forms of low carbon vehicle technologies – will next be staged in Barcelona between 17 – 20 November 2013. Following up the highly successful British presence at EVS26 in Los Angeles, SMMT is again planning a co-ordinated programme of activities to promote British low carbon expertise and products to a global audience.

Our plans include a prominent UK pavilion within the exhibition hall, with individual exhibitor pods and shared refreshment and meeting areas, a technology showcase seminar, and a major networking event. We expect that there will be strong demand for spaces within the UK exhibitor group, and recommend early booking to secure your place.

For further information, please contact Pat Shaw – tel 0207 344 9260, email pshaw@smmt.co.uk

UK Events



International Events held in the UK

UK Trade & Investment London - Forthcoming Events

www.ukti.gov.uk/london

Customs Procedures for Importers and Exporters

9 November 2012, 09:00 – 16.30

Venue: TVC Slough, 467 Malton Avenue, SLOUGH, Berkshire, SL1 4QU

Price: £500.00 + £100.00 VAT = £600.00

Address: Thames Valley Chamber Training, 467 Malton Ave, Slough, Berkshire, SL1 4QU

Please login to the website to book onto an event. If you have any problems, call us on 01753 870500.

This course explains, in simple terms, the documentation and procedures required for the international movement of goods. It also identifies the different obligations that arise when goods move across the ever-enlarging territory of the European Union. The course is appropriate for anyone who wishes to understand the mysterious world of Customs, Excise and VAT as it affects the international trader.

UK Trade & Investment London – Forthcoming Market Visits

www.ukti.gov.uk/london

A Multi-Sector Market Visit to Turkey

8-12 October 2012

Join our multi-sector market visit to Turkey in October 2012 (Istanbul, Ankara and Izmir).

Please contact Paolo Di Brina (London) and Hema Savani (South East) for more information.

A Multi-Sector Market Visit to Czech Republic and Slovakia

26-29 November 2012

UKTI are inviting ambitious businesses to join Market Visit to the Czech Republic and Slovakia, where UKTI will be exploring some of the most interesting export opportunities currently available in Europe. Please contact your International Trade Adviser (ITA) If you are not currently working with an ITA please contact angela.maynard-smith@uktisouthwest.org for further details.

**[A Multi-Sector Market Visit to Singapore \(option to visit Malaysia and Indonesia\)](#)
8 - 12 October 2012**

Join our market visit for companies looking to export to the UK's largest trading partner in South-East Asia and one of the largest export markets outside Europe. Please contact [Hema Savani](#) for more information.

**[A Multi-Sector Market Visit to Brazil](#)
15-19 October 2012, Sao Paulo and Rio de Janeiro, Brazil**

Explore the business opportunities in the high growth market of [Brazil](#) with our market visit to Sao Paulo and Rio de Janeiro.

**[A Multi-Sector Market Visit to Cuba](#)
4 - 9 November 2012**

This market visit for companies interested in exploring the business opportunities in Cuba will also participate in the Havana International Fair 2012 (FIHAV). Please contact [Hema Savani](#) for more information.

**[A Multi-Sector Market Visit to Japan & Korea](#)
11 - 16 November 2012**

Japan and South Korea are Asia's 2nd and 4th largest economies and both offer a wealth of opportunities for UK businesses. Please contact [Hema Savani](#) for more information

**[A Multi-Sector Market Visit to China & Taiwan \(Beijing, Shanghai and Taipei\)](#)
17 - 28 November 2012**

An opportunity for new & experienced British companies to the region to understand the cultural and business issues and challenges of these dynamic markets. Please contact [Hema Savani](#) for more information.

[Forthcoming London Chamber of Commerce International Trade Seminars](#)

[Explore Business Prospects in Colombia](#)

Guest Speaker Edward Dallas, Head of UK Trade & Investment, British Embassy Bogota On Thursday 25 October 2012, 4.00pm - 7.00pm At Central London TBC
Colombia is the third largest country in Latin America and represents a market of 46 million people. A positive business environment and strong growth prospects make Colombia a market of great potential for UK companies.

[South Korea: an Open Market for British Businesses](#)

Guest Speaker Douglas Barrett, Head of Trade & Investment, British Embassy, Seoul On Wednesday 31 October 2012, 09.00am - 12.00pm At Central London TBC
Often thought of as a difficult market, South Korea is worth the effort. It has a wealthy population and a predicted economic growth rate of 5% in 2010, making it the 4th largest economy in Asia and the 14th globally. With the introduction of the EU/South Korea Free Trade Agreement and a passion for UK goods, South Korea is becoming a lucrative market with numerous and varied opportunities.

India: a Masterclass of How to Access Business Opportunities

Thursday 15 November 2012, 09.00am - 5.00pm At Central London TBC

As India's economy continues to grow from strength to strength, it offers valuable opportunities for UK companies in a very wide range of sectors. India is the world's second fastest growing economy, only behind China, and is far too big a market to be ignored by companies seeking international expansion.

For further information on any of the above London Chamber of Commerce seminars please contact Sabina Alziati, E: salziati@londonchamber.co.uk
T: +44 (0)20 7203 1822.

Trade Events



International events held abroad

UKTI Promoted Events

Performance Racing Industry Show

USA 29 November – 1 December 2012 Orlando Georgia USA

<http://www.ukti.gov.uk/uktihome/item/276929.html>

PRI is a hugely important event for businesses in performance motorsport. TAP support is available for this event.

Advanced Engineering sector in Japan

Market Review

<http://www.ukti.gov.uk/uktihome/item/271380.html>

Major opportunities for UK companies in the Advanced Engineering sector with strong credentials in innovative low carbon technology. UKTI Japan can assist such companies make contact with Japanese company HQs.

Other Events (Listed by country)

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

Australian Aftermarket Expo

11 – 13 April 2013

Sydney

<http://www.aftermarketexpo.com.au>

The Australian Auto Aftermarket Expo and co-located Collision Repair Expo held at the Melbourne Exhibition Centre from 12 to 14 May exceeded expectations by attracting 12,625 trade visitors to the largest aftermarket trade show held in the Victorian capital.

Most of the 10,000 people who registered as Australian Auto Aftermarket Expo visitors were also educated and entertained by the co-located Collision Repair Expo.

There are separate organising committees responsible for the two Expos (one representing the aftermarket accessories, equipment and parts sector, and the other representing the collision repair industry) and both Expos are co-ordinated for the industry by the Australian Automotive Aftermarket Association (AAAA).

AAAA Executive Director Stuart Charity said the organising committees praised both industry sectors for their extraordinary support of the trade shows. "The 2011 Expos set attendance records - 20% up on the Melbourne Expos in 2007 and 50% up on the Sydney Expos in 2009. The 12,625 attendance figure for the 2011 Expos is remarkable when you realise that there are only an estimated 15,000 aftermarket mechanical and collision repair workshops in the whole of Australia," he said.

Attracting over 10,000 visitors from the automotive industry, the Expo showcases 1000s of automotive aftermarket and spare parts, accessories, tools and equipment from the industry's leading companies and brands.



SMMT supported event

Automechanika Buenos Aires

Argentina, 14 – 17 November 2012

www.automechanika.com.ar/english

Contact: Pat Shaw E-mail: pshaw@smmt.co.uk Tel: 020 7344 9260

SMMT is planning to organise a UK exhibitor group to South America's Automotive Trade Fair, covering all sections of the industry, from design to maintenance, this event includes an international match making scheme for component buyers and suppliers. TAP grants available to eligible companies.

China International Auto Parts Expo (CIAPE)

China, 26 - 28 October 2012

Web: www.iapechina.com

Contact: Sarah Thevenet | sthevenet@smmt.co.uk | 020 7344 9233

Organized by the Ministry of Commerce (MOFCOM), P. R. China, China International Auto Parts Expo is oriented to the global OE market, aftermarket, car tuning and accessories market.

China, FISITA 2012 World Automotive Congress & Exhibition

27 – 29 November 2012, Beijing

Automobiles and Mobility in a Low Carbon Economy – China and the World

The Society of Automotive Engineers of China (SAE-China) is hosting the 34th FISITA 2012 World Automotive Congress in Beijing.

FISITA is composed by Societies of Automotive Engineers in 37 countries around the world. The biennial FISITA World Automotive Congress is recognized as the leading international forum for the exchanges of knowledge in all areas of automotive technologies, attracting thousands of engineers, scientists and executives in the global automotive industry. For more information:

Contact: Jason Liu | E-mail: ly@sae-china.org | Tel: +86-10-6334 5865



SMMT supported event

Dubai, 11-13 June 2013

Automechanika Middle East

<http://www.automechanikame.com>

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.

Contact: David Croxson | dcroxson@smmt.co.uk | 0207 3449230

Egypt Transpotech

22 – 25 November 2012

Web: http://www.ifg-eg.com/transpo_tech/about-egypt.html

TRANSPOT-TECH is the International [Exhibition](#) Specialized in Commercial Vehicles and Trucks Equipment, Containers & Packaging Equipment, Storage Equipment, and Communication Equipment, as the Only Exhibition in Egypt, Africa and the Middle East, held during the period from 22 to 25 Nov 2012 at Cairo Fair Ground - Egypt.

Venue: Cairo International Convention & Exhibition centre ([CICC](#)), Cairo, Al Qahirah, Egypt



SMMT supported event

Germany, 4-6 June 2013

Global Automotive Component Supplier Expo (GACSE)

Stuttgart

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

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 vehicle technologies.

Contact: David Croxson | dcroxson@smt.co.uk | 0207 3449230

Germany, [Materialica – 8th International Conference for Automotive & Aerospace Composites](#)

Neue Messe Munich

24-25 October 2012

The latest developments are presented by leading industrial and scientific representatives from companies including BMW, Hexcel, Krauss-Maffei etc in 19 sessions.

<http://www.materialica.com>

Iraq, [Baghdad Autoshow](#)

3-6 October 2012

Baghdad AUTOSHOW International Automobile, Automotive, Commercial Vehicles and Spare Parts Exhibition 03-06 October 2012 at Baghdad International Fairground.

www.baghdadautoshow.com

Contact:

Erdinc Cetinkaya

Int. Fair Sales Representative

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Tel: +90 212 3560056 (1192 ext)

erdincetinkaya@expotim.com

Iran, [16th Tabriz Autoexpo](#)

16 – 20 October 2012

TABRIZ AUTOEXPO is the most important fair for the sector in Northern Iran. In 2010, 425.000 people visited the Fair and 350 firms, participated in the fair.

<http://www.iranexhibitions.org/autoexpo.html>

Iran, 7th Tehran Autoparts

29 November-02 December 2012

The exhibition will provide an excellent platform for regional and overseas auto manufacturers to showcase materials, technology, products and services to the experts from the global automotive industry and prospective clients.

The last exhibition reported over 400.000 visitors and 500 exhibitors of Powertrain, Body Parts, Electrical and Electronic Components, Clutch and Brake Parts, Suspensions, Key Systems, Oils, All Kinds of Auto Accessories.

<http://www.iranexhibitions.org/iap.html>

Iran, 4th Erbil Autoshow

7 - 10 March 2013

Following the success of first, second, and third Erbil Autoshow in 2010,2011and 2012 at Erbil International Fairground, the 4th Erbil Autoshow International Automobile, Automotive, Commercial Vehicles and Spare Parts Exhibition will provide an excellent platform for regional and overseas auto manufacturers to widely promote materials, technology, products and services to the experts from the global automotive industry and prospective clients.

www.erbilautoshow.com

Contact:

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SMMT supported event

Italy: 22 - 26 May 2013

Autopromotec 2013, Bologna

http://www.autopromotec.it/index_en.php

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. For further information, please contact Sarah Thevenet: sthvenet@smm.co.uk

**Japan, International Auto After market Expo.
13-15 March 2013**

<http://www.auto-mobi-expo.jp>

The 11th International Auto After market EXPO 2013 is to be held at the Tokyo Big Sight. Organised by The International Auto Aftermarket Expo Steering Committee and supported by a wide range of Japanese trade associations and Government agencies including Ministry Of Economy, Trade and Industry, JAMA and JETRO.

It features exhibitors of auto parts, car trading and distribution, maintenance and repair, car detailing, safety and security, business proposal and support, eco-related, promotional tools and signs etc..

**Japan
JSAE Automotive Engineering Expo 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, we welcome 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.

**Norway
Oslo Motor Show
26 -28 October 2012**

<https://www.messe.no/en/Oslo-Motor-Show/>

Oslo Motor Show is the place to be for motorenthusiasts of all kinds. Last year's event was visited by a total of 28. 511 visitors. Do not miss this year's exhibition - bigger and wider! Welcome to Oslo Motor Show 26. - 28. October 2012.

**Poland
Motor Show Poznan
04 -07 April 2013**

<http://www.motorshow.pl/en/>

Motor Show Poznan is a major trade show which brings together the best models of cars and vehicles under one roof. The event will present special sessions for VIPs, such as the VIP Motor Show day and Motor Show VIP night. The event has special discounted rates for families, which should encourage families to come along with motor enthusiasts.

**Korea
KOAA Show Seol
14 -15 November 2013**

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

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

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

***Libya, Tripoli: The 5th International Motor Show of Libya (IMSOL)
19 - 23 November 2012***

<http://www.motorshow.ly>

Vehicles, Trucks, Spare Parts and Tools. €275 m2 shell scheme package available from organisers. The exhibition will be held at Tripoli Fair Ground in the middle of Tripoli city. The outdoor area will be used to host the side events such as the Classic Cars meeting, Go-KARTS, Sports and Modified Cars Meeting. The outdoor area will also be used to display the trucks and buses .Further information:

***Mexico: Expo Manufacturing 2013
Monterrey
5- 7 February 2013***

Expo Manufacturing is the leading multi-sectoral exhibition and business forum in northern Mexico, offering a showcase for specialised tools, machinery, materials, processes and business solutions in the assembly, engineering and metal-working industries.

It is expected to attract more than 300 international and domestic exhibitors and over 9,000 professional visitors.

UKTI will be taking a stand at the exhibition, where UK companies will be able to display literature and information material. Up to 200 leaflets, or two small/medium-sized boxes, can be accommodated, and these can be sent, free of charge, through the internal UKTI network. The stand can also serve as a meeting point for potential customers.

The cost for this service is only £390 (+ VAT), and can be booked through the UKTI Overseas Market Introduction Service (OMIS). The deadline for applications is 15 December 2012.

Further information can be obtained from :

Ms Alejandra Rodriguez
Trade & Investment Officer
British Consulate Monterrey
Tel +52 81 8356 5359 Email arodrigues@ukconsulate.org

***South Africa: SAAW
10- 13 October 2012***

Web: <http://www.saaw.co.za>

South African Automotive Week (SAAW) provides a powerful forum for national and international industry roleplayers to deliberate around the state of the industry on the African continent with a view to exploring and growing markets and opportunities in Africa.

Venue: Moffett on Main lifestyle Centre, Port Elizabeth, Eastern Cape, South Africa

South Africa
Automechanika Johanasberg
8-11 May 2013

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

2009 exceeded all expectations. 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.



SMMT supported event

Spain
Electric Vehicle Symposium 27 (EVS27)
Barcelona. November 2013

The World Electric Vehicle Symposium and Exposition (EVS) series, organized by the World Electric Vehicle Association (WEVA), is recognized as the global electric transportation industry's premier and largest forum, showcasing all forms of technologies in the market place and on the drawing boards -- from low speed battery electric vehicles to fuel cell electric buses. The event attracts academic, government and industry leaders from around the world who are interested in exploring and understanding the technical, policy and market challenges to a paradigm shift toward use of electric transportation technologies.

Contact: Pat Shaw E-mail: pshaw@smt.co.uk Tel: 020 7344 9260

Turkey, Istanbul OTOMOTIV 2012
6 - 9 December 2012

www.cnrotomotiv.com

18th International Automotive Supply Industry, Components, Accessories & Service Equipments Exhibition which will be held between at CNR Expo Center, Istanbul, Turkey. In 2011 more than 1.000 brands from 26 countries and more than 20.000 professional visitors from 58 countries took place in the 17th edition of Otomotiv Exhibition.



SMMT supported event

Turkey, Automechanika Istanbul 2013
7 -11 April 2013

Web: <http://automechanika-istanbul-tr.messefrankfurt.com/istanbul/en/besucher/willkommen.html>

International Trade Fair for Automotive Manufacturing, Distribution and Repair

Bringing the major players in the Turkish and European industries together, this fair has become a meeting point, for Turkey as well as for the surrounding regions. More than 800 automotive market related companies from Turkey, Europe and the surrounding countries cover 20.000 square meters with their products and services.

SMMT is plans to apply for TAP grants for this event and to take a group of exhibitors to be part of a UK pavilion.

USA AAPEX Las Vegas
30 October– 1 November 2012

<http://www.aapexshow.com/aapex2012/public/enter.aspx>

The Automotive Aftermarket Products Expo (AAPEX) represents the \$395 billion global motor vehicle aftermarket. More than 128,000 professionals from around the globe participate in Automotive Aftermarket Industry Week in Las Vegas, Nevada. AAPEX is your connection to automotive aftermarket industry leaders and innovators all in one place. Automotive parts wholesale distributors, retailers, service chains, jobbers and service professionals attend AAPEX. These buyers represent billions of dollars in buying power.

USA Novi, Michigan: Engine Expo Novi 2012
23 - 25 October 2012

<http://www.engine-expo.com/usa>

North America's dedicated international trade fair for automotive powertrain design, production, components, and technology. Staged at the same time as Automotive Testing Expo This event is for supplier of powertrain components, materials, systems, engines, services, or developmental technologies looking to do business with North American automotive OEMs. It will also include an Open Technology Forum.

Electric & Hybrid Technologies Pavilion

Engine Expo Novi will host the Electric & Hybrid Pavilion. The pavilion will enable its exhibitors to reach an audience of key developmental personnel from major OEMs and Tier 1 system suppliers, as well as from the independent electric, hybrid, and fuel cell-propelled vehicle manufacturers.

Trade Support Initiatives

Helping you do business



Update on SMMT International liaison with Government on International Trade matters.

SMMT has submitted a response to the request from the [House of Lords Select Committee on SME Exporting](#).

The automotive sector provides the UK with its number one manufacturing export. In addition, to the manufacture of high quality vehicles and components, clients around the world choose the UK for its world-class automotive research institutions, design engineering services, associated test facilities and proving grounds. The UK is also at the cutting edge of low and ultra low carbon developments.

SMMT works closely with UKTI to communicate and showcase these industry strengths around the world and actively support UK based companies in their drive to win business overseas.

Around 20% of small and medium sized enterprises (SMEs) export. This is higher proportion than in France or Germany but below the European Union average of 25%.

The Government is seeking growth in the economy largely from a surge in SME exporting and is increasing funding via UKTI to support exporting businesses. UKTI provides assistance through regionally based International Trade Advisers (ITAs) and a range of specialist support programmes, initiatives and activities and in 2010 was awarded the Best Trade Promotion Organisation from a Developed Country accolade.

In addition to the well known initiatives such as TAP, OMIS, EMRS etc – details of which can be found on both UKTI website <http://www.ukti.gov.uk> and our own International pages on the SMMT website [Click here](#) to view.

There are several new UKTI support initiatives for exporters that may have been missed by you including Global Entrepreneur Programme, accessing venture capital ,high value and supply chain opportunities, support for technology and innovation, business mentoring and from January 2012 the BIS Business Coaching for Growth programme and a new prize for first time SME exporters.

We understand that UKTI are again looking at a further re-organisation and a recent announcement suggests that it will involve UKTI outsourcing the Trade Development and Marketing Group events teams. By April 2013 UKTI intend to contract out the event management work managed by its in house teams to a prime contractor who will undertake the project and logistics management, liaise with trade associations and stakeholders for individual events, procure, contract and manage all third party suppliers, manage the recruitment of participants, provide management information, financial control and deliver all the events for the Trade Development and Marketing Groups' teams.

A new, in-house events team will undertake a more strategic role: managing the new lead contractor and commissioning events; working on sponsorship, partnerships and revenue

policy; designing and managing the marketing strategy; using analysis and customer insight to inform product innovation; creating one integrated UKTI events calendar; and managing relationships with key stakeholders.

We hope to attend a workshop shortly to hear further on their plans and how SMMT International will be able to continue working constructively with UKTI colleagues and leveraging their support for the benefit of the auto sector.

And finally on two favourites:

OMIS

it appears UKTI are offering first time users of OMIS 50% off. Speak to your local UKTI International Trade Adviser (ITA) about it.

TAP

Still no word on when we are likely to find out which events will be supported in 2013/14 and bearing in mind the above I can see it being delayed but we are hoping to hear from the TAP team soon.

SMMT International has been successful in getting more grants and enhanced event funding for this year's events. UKTI is particularly keen on supporting events with a good UK representation and increased numbers attending events supported by SMMT will produce increased funding. We are planning for a number of projects next year and it will help if you contact us to register early interest. [Click here](#) to see 2013/4 SMMT International Events Proposed Programme .

[Click here](#) to view regular selection of trade support initiatives.

New: If you work or wish to work with Japan, then we dearly need your cooperation to help us better your support.

The EU-Japan Centre is conducting a survey among internationalising companies who may find it hard to deal with Japan. We would greatly appreciate your filling in of this questionnaire: <http://goo.gl/GBGyj> (naturally, all contact details will remain strictly confidential).

Your kind help will enable international authorities to adapt and shape business support services that map closely to your exact needs and requirements, and allow you to be notified of new support as and when it becomes available. For more information, please contact: jessica@eu-japan.eu

New: Translation, interpreter and voiceover service with technical and automotive experience. Clients include including Aston Martin, Rolls Royce and Bentley:

<http://www.andiamo.co.uk/>

Contact: lucinda.cherry@andiamo.co.uk

Guide to export controls - dual-use items - those that can be used for civil or military purposes, trade with Iran, concerns about “end use” etc?

The Export Control Organisation (ECO) is the UK's regulatory 'strategic' export licensing authority and forms part of the UK's Department for Business. Further practical guidance for exporters is available on the Businesslink website at:

<http://www.businesslink.gov.uk/exportcontrol>

Do you need a licence?

Whether or not you need an export licence for your goods will be determined by four factors, the:

- nature of the goods due to be exported
- destination concerned
- ultimate end use of the goods
- licensability of trade activities

Nature of goods

The following checklist outlines the broad categories of goods which are likely to be controlled:

- most items that have been specially designed or modified for military use and their components
- dual-use items - those that can be used for civil or military purposes - which meet certain specified technical standards and some of their components
- associated technology and software
- goods that might be used for torture
- radioactive sources

The main reason why these types of goods are controlled is because, they are listed on one of the UK Strategic Export Control Lists. For more information and download the lists, see the guidance on the UK Strategic Export Control Lists - the consolidated list of strategic military and dual-use items.

The Foreign and Commonwealth Office (FCO) is responsible for overall UK policy on international sanctions. You can [find an A-Z index of export controls and sanctions by country on the FCO website - Opens in a new window](#). This listing provides wider, more comprehensive information relating to countries where there are other restrictions in place (such as visa and financial sanctions).

Emerging Market – selected news feeds



China: Combined auto sales up 8.3% in August - CAAM

Wednesday, September 12, 2012, AutomotiveWorld.com

Combined new vehicle sales in China improved 8.4% compared with July this year to 1.49 million units in August, the China Association of Automobile Manufacturers (CAAM) said

China: Local suppliers to step-up overseas acquisitions

Wednesday, September 12, 2012, AutomotiveWorld.com

Automotive component manufacturers in China are expected to step-up their acquisition of overseas assets and technology.

China: Changan receives more support from local gov

Tuesday, September 04, 2012, AutomotiveWorld.com

Chinese vehicle manufacturer Changan Automobile recently announced it has received more than Yuan 100m (US\$15.75m) by way of financial support from the government of Chongqing.

China: Geely considers assembly in India, Iran

Tuesday, September 04, 2012, AutomotiveWorld.com

Chinese OEM Geely is considering setting up assembly plants in India and Iran as part of its ambitious expansion efforts.

China: Japanese OEMs see mixed sales results in August

By: Colin Whitbread, Tuesday, September 04, 2012, AutomotiveWorld.com

Chinese vehicle sales figures from the top three Japanese OEMs in August show mixed fortunes, with Honda's sales gain contrasting with a significant fall at Toyota. According to a marketwatch.com report.

Czech Republic: Cars, LCVs & trucks decline in August

Friday, September 07, 2012, AutomotiveWorld.com

Combined registrations of passenger cars, light commercial vehicles, trucks and buses in the Czech Republic declined 8% year-on-year in August to 14,587 units.

Hungary: Suzuki to slow output at Esztergom plant

Wednesday, September 05, 2012, AutomotiveWorld.com

Magyar Suzuki Corporation (MSC) has announced it will reduce its work schedule to one-shift operation at the Esztergom, Hungary facility in the November-December 2012 period.

India: New car market contracts 19% in August

Monday, September 10, 2012, AutomotiveWorld.com

Passenger car sales in India declined by nearly 19% in August, which according to the Society of Indian Automobile Manufacturers (SIAM) was the biggest drop in ten months.

India: Ford to export locally-built engines to Europe

Friday, September 07, 2012, AutomotiveWorld.com

Ford plans to export engines produced by its Indian unit to Europe. Ford India currently exports 40% of its engines and 25% of its cars to 35 countries worldwide

India: Commerce Ministry for phasing out old trucks

Monday, September 03, 2012, AutomotiveWorld.com

India's Ministry of Commerce and Industry is proposing a move to phase out trucks that are older than 15 years. Such a move would boost sales of new trucks, thereby buoying a weakening domestic CV market.

Malaysia: Perodua calls for end-of-life vehicle policy

Friday, September 07, 2012, AutomotiveWorld.com

Malaysian car manufacturer Perodua has urged the country's government to incorporate an end-of-life vehicle policy in Budget 2013. The OEM believes this will address vehicle safety and roadworthiness

Philippines: New car sales up 26% in July

Monday, August 13, 2012, AutomotiveWorld.com

New car sales in the Philippines improved year-on-year in July. This was primarily due to a low base effect, after vehicle manufacturers were hit by supply constraints following the floods in Thailand

Slovakia: VW on target to double output in 2012

By: Colin Whitbread, Tuesday, September 04, 2012, AutomotiveWorld.com

Volkswagen has revealed that its operations in Slovakia produced more than 209,400 vehicles in the first half of 2012, close to the 2011 full-year total of 210,441

South Africa: CV sales dampen August market

By: David Isaiah, Wednesday, September 05, 2012, AutomotiveWorld.com

Combined automotive sales in South Africa grew just 3.3% in August 2012, due to a decline in the country's commercial vehicle market.

Taiwan: New car sales in Taiwan improve 11.6%

Wednesday, September 05, 2012, AutomotiveWorld.com

Intensive promotion campaigns from local car dealers continued to buoy sales in Taiwan. A total of 25,800 cars were sold in the country last month, up 11.6%

Market Snap-Shot



Other International EV news update – courtesy of just-auto.com

CHINA: New EV standards expected in 2014

18 September 2012 Source: Graeme Roberts

The China Automotive Engineering Research Institute expects new national standards for electric vehicles (EV) to be ready by 2014.

The institute is working on developing independent crash test standards for EVs including side and rear collisions as well as head-on crashes, *stdaily.com* reported.

The country at present has EV standards which are very basic with test crash data being limited to head-on collisions. The China Automotive Technology and Research Centre has done a considerable amount of crash testing with dozens of EVs. The collected data will be used for developing the new standards.

Crash testing research work for EVs is being done in sync with the International Organisation for Standardisation. China is the first country to have outlined safety standards for EVs.

According to Zhou Rong, chief engineer of the China Auto Standardisation Research Institution, EV safety standards include the danger of combustion of electric batteries, high levels of electrical current that may cause physical harm, the relatively heavy weight of EVs which may be extremely dangerous in the event of a crash, and the effect of radiation from electric batteries, the levels of which are much higher than mobile phones.

The new Impala goes on sale in North America early next year and GM plans to add a second shift at the plant when production begins. The factory also builds the Chevrolet Malibu.

Both Automotive News and the Detroit News have reported that 1,500 union workers have been notified of the shutdown. GM has no statement on this issue on its media website, nor do Opel or Vauxhall.

SWEDEN: NEVS puts brave face on loss of Saab Griffin logo

5 September 2012 Source: Simon Warburton

National Electric Vehicle Sweden (NEVS) is playing down the impact of not being able to use Saab's historic Griffin logo following its purchase of the bankrupt automaker.

NEVS completed its takeover of Saab for an undisclosed price this week and despite being granted permission to use the name by defence company, Saab AB, has met fierce opposition from part brand name owner, Scania, which voiced fears around potential Chinese piracy.

"The important thing for us is to have the Saab name," a NEVS spokesman told *just-auto* from Sweden. "The Griffin logo is not that important...because we want to build our own identity. "We won't use the Griffin logo at all - the logo has to be something we develop."

Scania slammed the door shut on any chance NEVS could use the Griffin symbol by raising concerns about the prevalence of copies in China - the Saab buyer has a Chinese connection - although it stressed there was no link between the two. "There are a lot of brand pirates in China - I don't say NEVS has that intention...so to be sure there is no risk we say 'no thank you,' a Scania spokesman told *just-auto*. NEVS revealed it had paid for Saab with "100% cash" from National Modern Energy Holdings, which is managed from Hong Kong and registered in the British Virgin Islands. The Hong Kong company is China Dragon Based Holdings, the original operation that NEVS majority shareholder, Kai Johan Jiang registered in 2004, although the EV maker stressed the Saab buy was "not a Chinese investment." News NEVS paid for Saab in full with hard cash could now see the bankrupt automaker's myriad suppliers look with forensic attention to any possibility of recouping enormous losses. NEVS itself is batting that question back to Saab's receivers in Gothenburg, insisting it was now looking ahead having gained control of the Trollhattan factory keys. And speculation Volvo is about to announce redundancies at its Gothenburg plant - with some of those axed recently sacked from Saab could well see those same employees beating a path back to Trollhattan as NEVS has begun a modest recruitment campaign.

International Business Opportunities

To register for early direct access business opportunities, visit the UKTI website <http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive.html>

Archive [here](#)

Bahrain - Procurement Opportunity for Local Bus Network

<http://www.ukti.gov.uk/uktihome/businessopportunity/362500.html>

Can you supply Bahrain with their requirement for a brand new fleet of buses?.

Following a series of high level meetings with officials, Bahrain has a requirement to replace the existing network of buses – approximately 100 to 120.

The time period is short; they would like to become involved in discussions as soon as possible and are actively seeking British companies to help them fulfil this requirement

China - Abrasion Resistant Products and Brake Drum Products

<http://www.ukti.gov.uk/uktihome/businessopportunity/361100.html>

A Sichuan machinery company is looking to import abrasion-resistant products for mining equipment, auto-vehicle brake drums and related technology and equipment.

The company currently specialise in machinery in the following areas:

- heavy mining
- auto-vehicle brake drums
- high manganese steel abrasion-resistant part for mining equipment
- abrasion resistant casting balls

China - Supporting Products for Electrical Machines, Reduction Boxes and Crane Technology

<http://www.ukti.gov.uk/uktihome/businessopportunity/361200.html>

A Sichuan machinery company is looking to import supporting products for electrical machines, reduction boxes and technology for cranes, including new-type cranes and light and small cranes.

China - Car Testing Equipment Technology

<http://www.ukti.gov.uk/uktihome/businessopportunity/362080.html>

A machinery company is looking for technology for testing new cars, such as automobile steering angle check stands and four-wheeled location instruments.

'Register your interest' to receive further information about this opportunity from the UKTI team in China.

South Korea - Instrumentation for the Automotive Sector

<http://www.ukti.gov.uk/uktihome/businessopportunity/361980.html>

Ethiopia - Mobile Workshop Trucks

<http://www.ukti.gov.uk/uktihome/businessopportunity/354980.html>

A tender for the supply and delivery of mobile workshop trucks to project sites.

All bids must be accompanied by a bid security. Register your interest' to receive further information about this opportunity from the UKTI team in Ethiopia

Denmark - Speed Trap Vans

<http://www.ukti.gov.uk/uktihome/businessopportunity/363860.html>

The Danish Police have been granted DKK 335 million (approximately £35 million) to acquire up to 100 Speed Trap Vans equipped with speed measuring and recording devices etc

As the result of a decision made by the Danish Government, in place of installing more speed cameras the money saved (about £35 million) will be allocated to the Danish National Police for the purpose of purchasing up to 100 fully equipped speed trap vans. This decision is based on UK studies, in that drivers save the location of fixed speed cameras into their GPS systems to avoid being caught and fined; this mobile solution in unmarked vans will introduce the element of surprise needed to catch drivers that persistently speed.

The tender for this has yet to be issued, but the time frame is expected to be within the next 2 years.

Police sources are unable to say if this is subject to pre-qualification requirements.

Hong Kong – Electric Tow Tractor

<http://www.ukti.gov.uk/uktihome/businessopportunity/362760.html>

Tender opportunity for the supply and delivery of electric tow tractor.

The Airport Authority Hong Kong is tendering for the supply and delivery of electric tow tractor with associated equipment. The Term of the Contract is intended to be 2 years subject to the Contractor's satisfactory performance.

India - Modification of 34 Heavy Mobility Vehicles (HMVs)

<http://www.ukti.gov.uk/uktihome/businessopportunity/365920.html>

A tender for the modification of 34 heavy mobility vehicle (HMVs).

The technical specifications includes:

1. Iron Sheet 20 Gauge - 240 Kg
2. Angle Iron – 126 Kg
3. Welding Rod – 07 Pkt
4. Nut and Bolts – 08 Kg
5. Iron Chain Large – 65 Kg
6. Rod Iron – 67 Kg
7. Iron Flat Patti – 40 Kg
8. Iron Chain Small – 06 Kg
9. Base Plate 16 mm – 10 Kg
10. Ice Box - 30 Ltrs
11. 34 GPS Systems

Register your interest' to receive further information about this opportunity from the UKTI team in India.

India - Design & Production Technology for Cabins for Off-Highway Vehicles

<http://www.ukti.gov.uk/uktihome/businessopportunity/342580.html>

An Indian company, which is a Tier I component supplier to off-highway and automotive, is interested in acquiring design and production capability for off-highway vehicle cabins.

The company is an existing supplier of counter weights and large assemblies to an off-highway/earth moving equipment manufacturer, based in Europe.

They are looking for a tie-in with a UK based body in white (BIW)/sheet metal assembly manufacturer which can support them with design and production technology.

They have been assured an additional business once they develop these capabilities. The company's director will be visiting UK shortly to meet potential partners to initiate discussions. They would like to work directly with technology providers, rather than third party contacts.

The company has requested UKTI to prepare a list of potential partners from the UK who show interest in working with them. Once the list is ready the company will do an initial due diligence and will request UKTI to make introductions as appropriate.

Italy – Semi-anechoic Chamber (for Testing Electric Vehicles)

<http://www.ukti.gov.uk/uktihome/businessopportunity/355120.html>

Supply, installation and maintenance of a facility for electromagnetic compatibility testing of electric and hybrid electric vehicles (Vela 9).

The Sustainable Transport Unit require a semi-anechoic chamber that contains a 2-axis roller bench testing electric and electric hybrid vehicles in view of the EMC behaviour under load. The size class of vehicles under test on this equipment will range from passenger cars to light city-delivery vans and minibuses. The contract will include preventive and corrective maintenance.

Estimated value excluding VAT: Range: between 2,700,000 and 3,100,000 euro.

Duration of the contract: 63 months (from the award of the contract).

Mexico – Classic/Iconic British Cars

<http://www.ukti.gov.uk/uktihome/businessopportunity/355260.html>

An important trade and consulting company from Guadalajara, Mexico, is interested in importing British old and icon classic cars (at least 30 years old).

The cars may be damaged but must run properly. They will be renovated or restored by the Mexican company, who will import and commercialise them. This is a key opportunity for British car dealers to export their old and classic British cars to Mexico.

South Korea company seeking to import instrumentation products for the automotive sector.

A Korean company is looking for UK manufacturers who supply instrumentation (i.e. test, sensor, etc) and are interested in exporting to the Korean market. They have been in business for 20 years and have established good business network, especially with Hyundai-Kia Motors. They can handle all kinds of solutions to be applied to any areas of industries.

Philippines - Bus Rapid Transit System

<http://www.ukti.gov.uk/uktihome/businessopportunity/364900.html>

Expressions of Interest sought from consultants to develop a bus rapid transit system for a city.

A project to develop and construct a bus rapid transit system for a city will be a first of its kind in the Philippines and have 176 buses running through dedicated busways.

Expressions of Interest are sought from consultants for the two phases:

- Phase 1 will include detailed engineering, design and preparation of bidding documents.
- Phase 2 will include supervision of the transit way and the supporting infrastructure during the construction.

To find out more information about this business opportunity, or to express your interest, please **register your interest** with the UKTI Manila team.

Poland - Radial Tyres

<http://www.ukti.gov.uk/uktihome/businessopportunity/370900.html>

One of the biggest Polish bus operators has just announced a tender for the delivery of 2850 brand new radial tyres.

The tender encompassed the following tyres:

- i) 2500 (size 275/70 R 22.5);
- ii) 50 (size 295/80 R 22.5);
- iii) 200 (size 315/60 R 22.5).

In total 2850 tyres.

CPV: 34352200

Bid Bond: PLN 34,000.00

Tender Value: PLN 3 457 850.00 (VAT excluded)

Language To Respond In: Polish

Romania - Winter Tyres

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 Web www.smmt.co.uk

<http://www.ukti.gov.uk/uktihome/businessopportunity/363001.html>

Tender for a supply of winter tyres.

The procurement covers up to 23,000 pieces.

CPV code: 34351100-3 - Tyres for motor cars (Rev.2)

Value without VAT up to approx. 1.471 M EUR

Russia – Auto components for Specially Purposed Vehicles and Joint Venture

<http://www.ukti.gov.uk/uktihome/businessopportunity/365420.html>

Russian special vehicles manufacturer looking for components and potential joint venture with overseas company.

Russian OEM of specially-purposed vehicles and drilling machines originated as a family business in 1993 and possessing 3 automotive production sites today is looking for a foreign partner in the following areas of business:

1. Purchasing the components for the fire, off-road, heavy duty, moving labs, crane and mining vehicles of a special purpose:

- vehicle components and structural stocks for trucks (i.e. aluminium chassis superstructures and frames, inside truck frames, superstructure holders, door handles for cabs and beds, light fixtures);
- composites (body light weighting technology: primarily glass fibre for low-volume production with returnable usage);
- chassis for heavy trucks (equivalent to KAMAZ models 4326, 43114, 43118, 65115, 65111, 4308);
- engines: body diesel engines (in perspective chassis engines);
- hydraulics for drilling machines, vehicle fire ladder, lift devices and keying cranes;
- fire pumps;
- fire and rescue equipment (both stand alone and adjustment; i.e. firewater monitors, water pumps, fire hoses, foam generators machines);

2. Finding a foreign company willing to set up partnership relations and create JV/technology partnership, production branch with further trading opportunities in Russia and CIS. It could also be a work according licence permission of local office of the foreign company.

Interested UK companies should **register their interest** for further information from UKTI Russia via the link below. UKTI's Team in Russia can facilitate contact with the company.

Russia - System Suppliers for Russian High-Performance Car Manufacturer

<http://www.ukti.gov.uk/uktihome/businessopportunity/331700.html>

Component partner required by high-performance car-manufacturer looking to launch new model.

A high-performance car-manufacturer is looking for a right partner for development and production the following components:

1. Welded steel car frame. NB: the drawing of a current frame will be provided upon request. A need for a company with relevant experience in manufacturing of welded steel constructions for automotive applications with volumes up to 500pcs. annually.
2. Exhaust system. Exhaust design is not yet finalized; a company with low volume production is needed for providing design and production technical solutions.

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 Web www.smmt.co.uk

3. Cooling system. A complete cooling system design is required by the supplier for this project.

The company was established back to 2007 and currently entering the European market with its first model. The 2-seated mid-engine supercharged car represents latest technical know-how and the advanced design. Expected annual volume is 500 cars a year. SOP is planned for 2013.

Interested UK companies should **register their interest** for more information on this opportunity from UKTI Moscow via the link below.

Vietnam – Trucks Required for International Airport

<http://www.ukti.gov.uk/uktihome/businessopportunity/376581.html>

The organisation that looks after ground services at DaNang International Airport (DIAGS) is about to issue bidding packages for the purchasing of vehicles to be used at the airport.

The vehicles required are:

1 - 1 Portable Water Truck

2 - 1 Lavatory Services Truck

3 - 2 High Loader 14 Tons

These packages are open to all international companies to bid for from 1 October 2012 with the deadline for submitting bids is 1st November 2012.

Enterprise Europe Network Business Opportunities

Turkish company manufacturing crankshafts for diesel and gasoline engines is looking for trade intermediary services (distributors and agents). (20120803014)

A Turkish manufacturer of functional parts such as plastic injections, bulb holders and electricity components parts for automotive industry is offering subcontracting activities. (20120730007)

Turkish company manufacturing temperature and pressure indicators, pneumatic and hydraulic cylinder accessories, hydraulic steering systems offers trade intermediary services (agents, representatives, distributors). (20120726007)

Turkish company specialized in manufacturing of auto replacement spare parts is looking for trade intermediary services (distributors). (20120724003)

A Hungarian company specialised in the manufacture of automotive and commercial seats, seat parts and other seat parts is searching for European partners mainly from the

automotive sector for reciprocal production agreements and is offering subcontracting/outsourcing activities . (20120723005)

A German company, producer of welding modules and pressing parts for the vehicle industry, is looking for a sales partners in Europe and South Korea. (20120709020)

A Polish producer of trailers, car transporters and truck bodies is looking for distributors of its products. The company is also offering its services as subcontractor. (20120709012)

An Italian company specialized in small electrical devices for cars, motorcycles, camping cars and boats, is looking for distributors. The company offers alarms, can-bus alarms, electromagnetical parking sensors, battery protection devices. (20120614009)

A Korean manufacturer of parts for diesel engines offers to become a subcontractor. The company is also interested in joint production. (20120507004)

For more information on Enterprise Europe Business Opportunities please contact Sunny Claire , Tel: 0121 607 1895, Email: s.claire@birmingham-chamber.com

JCC Customs Information Papers & Newsletter updates



CUSTOMS INFORMATION PAPER (12) 44

Moving goods between different customs warehouse

Clarification of the conditions of use of the CPC and information to enter to CHIEF relevant to all warehouse keepers who move goods between custom warehouses using CPC 71 71 000 – effective immediate

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