

INTERNATIONAL BULLETIN

October 2013

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Editorial

David Croxson

Head of International, SMMT



Einstein and Edward T Hall – they both had theories

Efficient communication is at the core of international trade and international relations. But does efficient mean effective?

With the aid of modern technology and a range of increasingly sophisticated Apps etc. communication is almost made too easy. People from different countries can now communicate on a daily basis. But are we “communicating” just because we are speaking the same language and using the same iPad or Blackberry or indeed sitting in the same room?

And now that the Voyager space probe has recently left our solar system, will the human language on the gold plated disc attached to its side ever be truly understood, if one day it is ever “read”?

But leaving the difficulties of inter-galactic communication aside for the moment, global communication here on Earth must obviously be tailored for different languages yet how often do we make the effort or understand the need also to tailor the communication for different cultures – we are all human beings but from very different cultures.

We are fortunate that so many nations now conduct business in English where we undoubtedly have an important home advantage. But that may be making us over confident, complacent or possibly blind to the fact that even if both parties are speaking English their different cultures can still render the communication ineffective.

One can be lured perhaps into a false sense of security (complacency?) by the excellent English that so many nationalities now speak, but after a meeting you may be left with the nagging doubt that whilst parties were speaking the same language they were not necessarily “sending” and “receiving” in the same culture. The cultural context of the communication is vital.

Anthropologist Edward T. Hall’s theory of high and low-context culture relates to the powerful effect culture has on communication. A key factor in his theory, expounded in his 1976 book *Beyond Culture*, is context - the framework, background and surrounding circumstances in which communication takes place. Titles of his other authoritative works incidentally also include, *Anthropology of Space* and *The Hidden Dimension* – so perhaps a copy of his work should also have accompanied Voyager?

In a high-context culture, for example, there are many contextual elements that help people to understand the rules. As a result, much is taken for granted. This can be very confusing for person who does not understand the ‘unwritten rules’ of the culture.

Whereas in a low-context culture, by comparison, very little is taken for granted and whilst this means that more explanation is needed, it also means there is less chance of misunderstanding particularly when visitors are present.

High-context cultures (including much but not all of the Middle East, Asia, Africa, and South America) are relational, collectivist, intuitive, and contemplative Hall says. This means that people in these cultures typically emphasize interpersonal relationships. Developing trust is an important first step for them to any business transaction. According to Hall, these cultures prefer group harmony and consensus to individual achievement. People in these cultures are less governed by reason than by intuition or feelings. Words are not so important as context, which might include the speaker's tone of voice, facial expression, gestures, posture and status. Communication tends to be indirect but typically more formal. Flowery language, humility, and elaborate apologies are also typical. High-context cultures depend less on language precision and legal documents and high-context culture business people may even distrust contracts and be offended by the lack of trust they suggest.

In contrast, low-context cultures (including much (but again not all) of North America and many parts of Western Europe) are logical, linear, individualistic, performance and action-oriented. People from low-context cultures value logic, facts, and directness. Solving a problem means lining up the facts and evaluating one after another. Decisions are based on fact rather than intuition. Discussions end with actions. Communicators are expected to be straightforward, concise and efficient in telling what action is expected. They strive to use precise words and intend them to be taken literally and explicit contracts ideally conclude negotiations.

So in summary for any interaction you need to translate your communication not just for language but equally importantly for culture.

Happily not only do we in the UK speak a global language, we are also part of a group of nationalities who sit midway on the scale developed by theorists between low and high context cultures. This then can either further aid our global communication if recognized and utilized or possibly add to our complacency and ineffectiveness if ignored or simply not understood.

And by the way, reading further from Edward Hall's works, he demonstrates that cultural context is not just about communication. Cultures also relate differently to space and time.

For example, and perhaps stereotypically, a Japanese person who culturally needs less space may stand close to an American inadvertently making the American uncomfortable whilst a French person may turn up to a meeting late and think nothing of it, much to the annoyance of a German or American.

But just exactly how these cultural differences in space and time relate must be left for now - to be continued perhaps in a further Editorial entitled possibly: The Theory of Relativity and Space Time Continuum or has it already been written - is that what Einstein was on about?

Key Dates

SMMT International Group Meetings 2013

Customs and Tariffs Working Group:

Thursday 28 November 2013

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@smmt.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@smmt.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@smmt.co.uk

SMMT supported International events

Book Now!



SMMT supported event

British Group at EVS27, Barcelona **UKTI GRANTS of £1,500**

17 - 20 November 2013

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

The World Electric Vehicle Symposium & Exhibition (EVS27)

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

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

However, the present boom has led to skill shortages within the industry, and a recognised need to boost the volume and quality of local R&D work. Particular opportunities now exist for the delivery of industrial and academic programmes to raise local engineering skills, improve production efficiency, and address environmental issues through technology innovation.



SMMT supported event

Automechanika Shanghai - last chance to book space!

China, 10 - 13 December 2013

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

Following positive feedbacks from UK Exhibitors at the first SMMT led UK Pavilion at Automechanika Shanghai, we will be taking again a group of UK Exhibitors to this growing show. 9 UK companies have already sign up to exhibit at the show, and there are still a couple of UKTI TAP grants left available. To book a space on the UK Pavilion, please contact Sarah Thevenet.



SMMT supported event

Poznan TTM Automotive Technology Fair

Poland, 27-30 March 2014

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

From 12th to 15th April leaders of the automotive industry were presenting their offer in Poznań. The newest products and technologies were shared with professional visitors by representatives of companies specialising in comprehensive equipping of car repair shops and car washes and in spare parts and tools.

The TMM offer was complemented by the Motor Show, which was held at the same time at the MTP premises - the largest automotive event currently taking place in Poland. Almost all models of cars offered at car dealers' were on display in one place. Models not yet on sale had their Polish debut in Poznań which was a real treat. To register your interest in exhibiting in 2014, please contact Ruta Aisthorpe



SMMT supported event

**Auto Expo 2014 – Components, New Delhi - UKTI GRANTS of £2,500
6 – 9 February 2014**

Contact: Sarah Thevenet | **Email:** sthevenet@smmt.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@smmt.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
17-28 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@smmt.co.uk | **Tel:** 020 7344 9233



SMMT supported event

**Turkey
Automechanika Istanbul
April 2014**

SMMT is once again organising 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.

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

Trade Events

International seminar held abroad

Brazil, UK Excellence in Road Safety Seminar

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. With over 35,000 deaths occurring annually on Brazil's roads, it is a highly relevant topic for that car-crazy country.

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 | Tel: 020 7344 9260

Trade Events

International events held in UK

Opportunities for British Business in Thailand and Burma

18 October .2013 at London Chamber of Commerce and Industry, 33 Queen Street, London EC4R 1AP

With British Gas, Rolls Royce and Tesco already doing business in Thailand, and Burma now open to UK trade, find out how expanding your business to these markets could be of benefit to your company. sleader@londonchamber.co.uk?subject=Thailand

International Auto Sector related Trade Events by others held abroad

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

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.smmt.co.uk/international

introductions, extensive networking opportunities and a dedicated area to host meetings and discussions.

Main Contact: Carrim Bundhun

Email: 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

 [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 26th 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

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

V8 Supercars Expo & Conference **Australia Sydney, Australia**

is an important event for the performance sector. TAP support is available for this event.

http://www.ukti.gov.uk/pt_pt/uktihome/event/511085.html?null

Deadline 27 October 2013

Event Organiser: Motorsport Industry Association

Main Contact: Alicia Warden.

Tel: 02476 692600. Email: alicia.warden@the-mia.com

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

China Multi-Sector Trade Mission **CEEP (Clean and energy efficient production)** **14-18 October 2013**

Does your business offer clean and efficient energy production technology? Join this high profile mission to China visiting demand hot-spots for technologies where the UK has excellent capability and develop your presence in the market.

UKTI are opening up opportunities for business in the clean and efficient energy production market in China. In 2012 30% of the G20's investment in clean energy technology was from China. As a result we are now looking to take some of the UK's top talent out to the market to showcase your products and services to potential buyers.

This high profile mission will allow you to:

- Begin to establish your presence in this dynamic marketplace
- Build on initial contacts your business may already have in China
- Establish routes to market through visits to the key regions of Shandong, Zhejiang and Guangdong.
- Gain profile through high-level meetings and showcase events hosted by the British Embassy
- Benefit from the significant support of the market expertise that UKTI can offer

Event Organiser: BE Group

Main Contact: Vishal Shah

Tel: +44 (0)207 697 1982 Email: Vishal.Shah@be-group.co.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, Japan

Main Contact: Richard Smith

Tel: 01952208234 Email: 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

Other Organiser Events

Mission for Growth to Israel 21 – 24 October 2013

Israel boasts one of the most resilient economies. Opportunities exist in the following sectors; water, environmental, space and key enabling technologies, as well as agriculture, homeland security, fashion, venture capital, and the automotive industry. Organised by LCCI Led by Vice-President of the European Commission, Antonio Tajani

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QGX9J-0/c.aspx>

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

Training Courses

Export Connect Event: Expanding your business in the developing markets

16 October – Grange City Hotel, LONDON

<http://www.themanufacturer.com/eventsite/export2013/#home>

A Masterclass on Financing your Exports

On 11 November 2013, 2.30pm - 6.30pm At 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 - Import Procedures

London Chamber of Commerce 16 October 2013

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHM-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>

Industry Support Initiatives

UKTI Trade Export Support

Useful links:

[Contact your local international trade team](#)

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

Open To Export

Open to Export is a free online business community for busy exporters designed to bring you best practice knowledge and advice, helping you to successfully enter new markets and operate overseas. Currently there is over 2500 pieces of content from 109 different organisations and content is growing daily so you can:

- Explore potential international opportunities for your business
- Get bespoke answers from experts and other experienced exporters
- Access practical insights on important overseas issues
- Connect with experienced UK businesses and service providers
- Find relevant products, services and events
- Share your expertise with other companies looking to go global

Find support at www.opentoexport.com and help your business successfully grow overseas.

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

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

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

CHINA: VW opens new 300,000-unit plant in China to make Golf

25 September 2013, *Automotive News Europe*

Volkswagen Group opened a new factory today in the southern Chinese province of Guangdong as it seeks to overtake Toyota Motor Corp. to become the industry's biggest company by deliveries.

CHINA: CHINA: ZF opens axle systems plant in Beijing

25 September 2013, by Dave Leggett, *Just-auto.com*

ZF Friedrichshafen AG says it has invested approximately EUR15m in setting up a new production location for passenger car axle systems production in Beijing.

CHINA: Qoros 3 Sedan awarded Euro NCAP 5 stars

25 September 2013, by Dave Leggett, *Just-auto.com*

In what it terms a "ground-breaking result", China-based luxury car start-up Qoros says its first production vehicle, the compact (C-segment) Qoros 3 Sedan, has been awarded the maximum five-star rating in the Euro NCAP (New Car Assessment Programme) crash tests.

The result reinforces the new premium brand's safety credentials and distances it from uncomfortable memories of Chinese OEM entrants to Europe performing badly in crash tests.

CHINA: Distribution headaches emerge for premium brands in China

24 September 2013, by Dave Leggett, *Just-auto.com*

A study on the Chinese automotive distribution landscape from Bernstein Research suggests that premium makes are now experiencing difficulties in the Chinese market due to the large number of premium dealers in major cities.

CHINA: China's New Visa Law: Major Changes and Rules

24 September 2013, *JLJGroup.com*

China's new visa law has now come into force. The aim of the new visa law is to strengthen immigration control and improve the quality of visa issuance and renewal services by extending to 12 the number of visa categories. This should not have an impact on business travelers who require visas to attend meetings or visit trade shows.

INDIA: Lamborghini bullish on U.S., India as tax crackdown hits China sales

23 September 2013 *Automotive News Europe*

NEW DELHI (Reuters) -- Lamborghini says the China car market is proving a challenge as sales of its sports cars fall due to a government campaign against conspicuous spending. The automaker, however, sees long-term potential in the developing Indian market and hopes better-than-expected sales in the United States, its biggest market, will offset the China sales slowdown, CEO Stephan Winkelmann said.

INDONESIA: Renault starts sales of locally built Duster in Indonesia

22 September 2013, David Jolley, *Automotive News Europe*

Renault has started sales of locally assembled Duster SUVs in Indonesia with local partner Indomobil Group as the automaker eyes big growth potential in the market. Renault said the Dusters are being assembled from semi-knockdown kits imported from India. The Duster is sold as a Dacia in Europe and Africa and with a Renault badge elsewhere. Renault has also begun Indonesian sales of the Koleos SUV and the Megane RS imported from South Korea and Spain respectively.

MALAYSIA: CX-5 boosts Mazda sales, assembly and exports

23 September 2013, by Graeme Roberts, *Just-auto.com*

Bermaz Motor, the authorised dealer for Mazda vehicles in Malaysia, aims to increase its total sales volume by about 16% to 8,000 units this year.

SOUTH KOREA: Hyundai completes Turkish capacity doubling

26 September 2013, by Graeme Roberts, *Just-auto.com*

Hyundai has completed expansion of its Turkey plant, Hyundai Assan Otomotiv Sanayi (HAOS), doubling its annual capacity to 200,000 units at a cost of US\$634m, and started production of the redesigned 2014 i10.

With an additional \$43m to be spent by the end of this year, the bill will reach \$677m, creating more than 2,700 new jobs in Turkey.

International Market Reviews

Indonesian market attracts attention of car makers

18 September 2013, The Oxford Business Group

An expanding middle class and a broadening economic base have been cited as two of the driving forces behind the forecast for rapid expansion of the Indonesian automotive industry, with predictions that domestic and regional demand will combine to boost growth over the next few years. However, rising interest rates and a weaker rupiah may put a damper on sales in the more immediate term.

Automotive ownership in Indonesia is low in comparison to some of its neighbours, with penetration rates of around 80 vehicles per 1000 people, as against 330 per 1000 in Malaysia. With a population of 240m and per capita income on the rise, the potential market for automotive producers and importers is set to expand, a trend projected in two recent reports.

In early September, UK-based Ricardo Strategic Consulting issued a report on prospects for the global automotive industry, identifying Indonesia as one of the stars for vehicle sales from 2020 onwards. The countries in Ricardo's "Rising 15" – a group of 15 markets the company tipped to see the highest growth in auto sales – have all experienced strong economic development over the past decade, with average annual GDP expansion exceeding 9%. Significantly, Indonesia's neighbours the Philippines, Vietnam, Thailand and Malaysia were also named in the Ricardo study, marking them as potential export markets for local producers.

In mid-August, market research firm Frost & Sullivan issued a report forecasting strong growth across the ASEAN automotive sector, led by demand from Indonesia, which the study said would more than double by 2019. "Indonesia is expected to emerge as the largest automotive market in ASEAN by 2019, accounting for 2.3m vehicles, driven by sustained economic growth in the country, growing middle classes with larger disposable incomes, increased investments in the automotive sector and introduction of automotive regulations supporting market growth," Vijay Rao, Frost & Sullivan's regional research director for the Asia-Pacific, said on August 15.

One to recognise this growing potential is US giant General Motors (GM), which is reopening a previously closed plant in Bekasi, investing \$150m in a revamp to allow it to produce for the local market. The facility, which was closed in 2005, will be turning out passenger vans. The newly appointed GM president for Indonesia, Michael Dunne, said the move was part of a concerted effort to deepen the corporation's penetration in the market, riding on the back of a 120% increase in sales so far this year. "Indonesia is a dynamic country and offers great potentials for car producers," Dunne said on September 1.

GM is not the only global carmaker gearing up to enter the Indonesian market, with Germany's Volkswagen also in line to set up a production base. According to Minister of Industry MS Hidayat, Volkswagen will formally announce plans for a \$266m manufacturing facility in West Java in partnership with local firm Indomobil Sukses Makmur, with production set to start in 2017. Though Volkswagen officials have not confirmed the project or the plant's capacity, the minister said on August 22 that the details of the development would be released before the end of the year.

India's Tata is a third manufacturer seeking to break into the Indonesian market, launching a sports utility, a multi-purpose vehicle and a hatchback on September 10, with the company saying it intended to set up a chain of dealerships and authorised service centres across the country by March next year. Tata plans to follow up its initial entry into the market with a further push powered by its heavy vehicle range, targeting the mining sector with its tippers and dumpers, while also looking at the public transport sector as an opening for its buses and other mass people movers, Biswadev Sengupta, president of Tata Motors Indonesia, told OBG in late August.

Auto makers are also looking to take advantage of the government's new low-cost green car (LCGC) programme, which eliminates the luxury tax on certain fuel-efficient vehicles. In July, the government released the final technical regulations for the initiative, first revealed last year. Toyota announced in September that two of its models had qualified for the programme, while Honda expects to earn LCGC certification for its Brio Satya by the end of October.

Though there has been a year-on-year increase in sales every month through to July so far in 2013, according to data from the Association of Indonesian Automotive Industries (Gaikindo), a number of industry experts predict the roll out of vehicles from the nation's lots could slow. Year-to-date sales to the end of July came to just over 700,000 units, suggesting industry projections of topping last year's total of 1.1m vehicles sold was on track. However, a number of factors could slow sales later in the year. Bank Indonesia raised its key lending rate from the record low of 5.75% as of June to 7% in August, a move aimed at propping up the local

currency and stemming the inflation rise.

The rate increase could become a significant factor, as up to 70% of all vehicle purchases are funded through loans. With the rupiah depreciating – having fallen around 10% against the dollar this year – the cost of imported vehicles, and of parts for locally produced vehicles brought in from overseas, is expected to rise.

Even though the IMF has lowered its growth forecast for the Indonesian economy this year from 6-6.5% to a still healthy 5.5-5.9%, the government is projecting a rebound in 2014, predicting GDP to rise by 6.4% and to hit \$5000 per capita. If the government's budget forecasts, issued in mid-August, are met, Indonesia's automotive sector could get a further jump start in the new year.

Automotive sector in Brazil – UKTI update

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. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/576100.html>

Engineering sector in Egypt – UKTI update

The Engineering industrial sector currently accounts for 16% of national GDP. There are around 40,000 industrial establishments employing 2.4 million workers.

The sector is starving for design, innovation and creativity that UK companies offer.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/565000.html>

Auto Tuning in China- calling interested UK exporters – Last Call

100 million, this is the current total number of vehicles in China, where both auto sales and production continue to witness strong growth. With auto ownership rapidly embraced by common Chinese people, there inevitably emerge stronger demands for various customised features and individualities. In 2012, about 60% of car buyers were born in the 1980s, which constitutes another ongoing boost to potential demand growth. In short, more and more Chinese car-owners will bear the thought - 'what could I do with this car to make it MY car?'

Auto tuning and modifying business in China is growing at a fast pace. More and more modified cars are running on the road, auto tuning/modifying clubs are increasingly popular and an expanding series of auto tuning-featured exhibitions/road-shows have sprung up. With market value projected to reach £1.4billion by 2015, auto tuning is fast becoming an important and exciting slice of the huge aftermarket pie in China. More and more auto-tuning companies from Europe, US and Japan have already set their eyes on China, especially the prospering major cities.

Due to government's regulations on auto performance-related modifications, a good part of the business now still focuses on outside look and interior. But along with the rapid development of this sector and unquenchable demand from market, maturing of regulations are to be well expected.

Ministry of Human Resources of China has already taken 'Auto Tuner' under its formal vocation qualification framework. Against the backdrop of sustainable auto market boom in China, the rising business of auto tuning does nourish a considerable wealth of potential.

UK Trade & Investment, the Motorsport Industry Association and SMMT are calling UK companies interested to explore the opportunities in China's auto tuning to come forward. Please contact Sarah Thevenet on sthevenet@smmt.co.uk by 31st October to express your interest. Based on your responses, we should develop a programme of activities to enable the UK automotive sector to take a share of this promising market.

Russia Automechanika Moscow powered by MIMS: confidently growing with the market

Automechanika Moscow powered by MIMS, the international exhibition of automotive parts and car maintenance equipment, took place for the 17th time at Expocentre, Moscow, from 26 to 29 August.

According to data from the Automobile Manufacturers Committee of the Association of European Businesses, Russia's vehicle market became the second-largest in Europe in 2012, showing 11% growth in production of passenger and light commercial vehicles. In light of this increase in vehicle manufacturing and sales, similar growth can be seen in the components, parts, servicing and vehicle services industries.

Just like the market it represents, Automechanika Moscow powered by MIMS showed confident growth. This year the exhibition has increased in size by 25% – taking up five Expocentre pavilions and outdoor space. Its total exhibition space now exceeds 51,000 sqm.

Bringing together over 1,600 exhibitors from 46 countries, Automechanika Moscow powered by MIMS is the most authoritative international business event in Russia and the CIS for the vehicle parts and servicing industry. Among the industry leaders showcasing their products and equipment was: Bosch, Brembo, Brisk, Dayco, Denso, Exist, Euro Part, Fenox, Finwhale, GKN, Krafftech, KYB, Emex, Lotos Oil, Mann+Hummel, Master Sport, Mercedes-Benz, Meyle, Mutlu, Optibelt, Schaeffler Group, Tenneco, Valeo, ZF, AKOM, Barclay Holding, Voltag, Voshod-K Avto, GAZ Group, Dunfan, Markon, Motorline, Russian Coatings, Osvar, Plaza, Rossko, Tadem, and many others.

16 national pavilions supported by government and national associations featured – representing Belgium, China, France, Germany, India, Italy, South Korea, Morocco, Singapore, Spain, Taiwan, UK, Turkey, Serbia, Belarus and Croatia.

If you are interested in joining UK pavilion in 2014 please contact

Contact: Ruta Aisthorpe | **E-mail** raisthorpe@smmt.co.uk | **Tel:** 0207 344 9231

SMMT will be working closely with UKTI on a project to help UK companies to visit Automechanika MIMS in Moscow, Russia.

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

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](#):

Austria – Transport services

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/593740.html?null

Tender - Transport services (excl. waste transport) for an Austrian University

An Austrian University is tendering for the provision of land transport services, including armoured car services and courier services except of mail.

UK Trade & Investment in Austria can assist you in getting in contact with the Austrian distributor and can also provide you with information on the Austrian market. Please note that some Austrian tender documents are only available in German and any potential bids would need to be in German as well.

Bangladesh - Single cabin pickup for a security authority

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/615920.html?null

Procurement of 14 (fourteen) unit of single cabin pickup

A security authority in Bangladesh has invited an international tender for procurement of 14 units of Single Cabin Pickup.

Cost of tender document: BDT 2000.00

Finland – Two 4x4 passenger vehicles wanted

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/616400.html?null

Two right hand drive 4x4 passenger vehicles wanted for use. Delivery to Kenya.

Finnish aid organization is seeking Two right hand drive 4x4 passenger vehicles for use in Kenya with Delivery of vehicles to Nairobi. The vehicles must seat at least 5 people, have no more than 100 000km on the clock and year model 2006 or newer.

Quoted price on tenders must include all shipping, customs and registration expenses to ensure the vehicle can be taken into use a maximum of 6 weeks after purchase.

Finland - Armoured 4X4 vehicle needed

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/608280.html?null

A Finnish organisation is looking for an armoured 4X4 vehicle

A well-established Finnish non-profit relief organisation is looking for a new armoured 4X4 vehicle. The vehicle is to be used in developing country conditions in Africa. The technical requirements include seating for at least five passengers, B6+ level armour, four doors, and left hand drive.

Germany – Measurement and sensor technology opportunity

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/607260.html?null

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.

Germany - Agent seeks coating technologies for Automotive Sector

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/602940.html?null

Opportunities in the automotive sector for companies specialised in coating technology.

We are looking for UK companies specialising in coating technology on behalf of an experienced German commission agent.

He is able to provide distribution and technical consulting for coatings companies active in the automotive sector

The agent speaks very good English and operates Germany-wide.

Hong Kong – 2 units of mobile library vehicles

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/602640.html?null

Tender opportunity for the supply of mobile library vehicles to a trading fund in Hong Kong.

The vehicles will be used for providing mobile library services. Delivery within 12 months from the date of acceptance of offer.

Hong Kong – 2 units of first intervention vehicles

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/602680.html?null

Tender opportunity for the provision of first intervention vehicles to a trading fund in Hong Kong.

Delivery by 2 consignments. The vehicles will be used to perform prolonged fire fighting operation in bulk oil storage area.

Hong Kong – 63 units medium trucks

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/608240.html?null

Tender opportunity for the supply of medium trucks to various Government departments, delivery within 12 months from the date of order.

Hong Kong – 86 units of medium vans

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/594840.html?null

Tender opportunity for the supply of 86 units of medium vans to be used by various government department.

The medium vans are to be used by various government departments for carrying passengers and cargo. Delivery within 6 months from the date of order. For more information, including contact details, please register your interest below with our team in Hong Kong.

Hong Kong – 58 units of buses

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/594920.html?null

Tender opportunity for the supply of buses to the Government Logistics Department.

The buses are to be used by various government departments for conveyance of personnel.

Delivery within 8 months from the date of order.

India – Supply of multi utility vehicle along with its comprehensive maintenance

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/602820.html?null

Tender for procurement of one number of Multi utility vehicle along with its comprehensive maintenance for eight years after warranty period of one year.

A Public sector undertaking Coal mining company has invited bids for procurement of 01 (one) no of Multi utility vehicle along with its comprehensive maintenance for eight years after warranty period of one year.

The estimated Tender value is INR 50 Million. Earnest Money Deposit is INR 01 Million and the Tender fee is INR 5725.00.

The last date for receiving the Tender is 23/10/2013 up to 13.00 hours (Indian Standard Time).

India - JV partner required for auto electricals / electronics

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/619100.html?null

The Indian company is also looking for a UK distributor for their relay & Flasher products.

The product range for which JV partner is sought are

- Body Control module
- Security Systems
- CDI
- Engine Control Unit

All the above are required for 2 / 3 wheeler vehicles.

The Relays and Flashers are manufactured by the Indian company in JV with a Taiwanese company.

India - Requirement of scrap truck / bus tyres

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/619080.html?null

Initial requirement will be 1500 MT.

The tyres should be cut into 2/3 pieces, before shipment.

The tyres could be of any of following or higher sizes :

1. 9 - 20
2. 10 - 20
3. 11 - 20
4. 12 - 20

Mauritius – Procurement of a remotely operated vehicle for bomb disposal

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/617960.html?null

The Police Department invites bids for equipment that will mainly be used for search and disposal purposes in the case of bomb threats, both indoors and outdoors

In a bid to upgrade security and security forces response, a Mauritian government department has invited all UK businesses with the relevant technical expertise to bid for the supply of a remotely controlled vehicle.

This will be used for potential bomb threats that may arise in the future.

Please register your interest with the UKTI Regional team below to receive more information about this opportunity

Singapore - Development of next generation fast response car (NGFRC)

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/599620.html?null

The tender has been called by the local Police Authority. The project is to conceptualise and develop a new generation of FRC to serve the Police Authority for the next decade,

The project involves prototyping, Operation Test and Evaluation before going into full production of vehicle. The fast response car shall incorporate advanced technologies and state-of-the-arts engineering to shape the vehicle incorporating the latest gadgets that are used by advanced security forces in developed countries.

Tanzania - Supply of motor vehicles

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/602520.html?null

Invitation for bids for the supply of 15 motor vehicles.

The procuring entity now invites bids from UK eligible and qualified bidders for the supply of 15 4Wheel Drive motor vehicles.

Trinidad and Tobago – CNG/Diesel powered buses

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/579580.html?null

Expressions of interest are invited to supply of CNG/Diesel powered buses, towards the increase of CNG as an alternative fuel.

USA - Clean air school bus programme

http://www.ukti.gov.uk/fr_fr/uktihome/businessopportunity/579460.html?null

\$1.7 million available in project grants.

Applications are being sought for the New York State Clean Air School Bus Programme, Round 3. The applicants may apply for a project grant. Key requirements include certified/verified emission-reducing technology, Department of Transportation approved diesel fuel-fired coolant heaters that provide supplemental heat for preheating the engine coolant and passenger compartment. Also included included in these emission-reducing technologies would be oxidation catalysts, crank-case ventilation filters, flow-through filters, and particulate traps or filters and NOx controls.

UKTI to provide RFP contact details.

World Trade Organisation Notifications

No WTO updates from BIS received in September

JCCC updates

CUSTOMS INFORMATION PAPER (13) 60

Low Value Bulking of Imports (LVBI)

Confirmation that LVBI goods entered under certain customs procedure codes (CPCs) must be declared at item level requiring a 10 digit commodity code. Notice of revised Terms and Conditions

Relevant to LVBI approved operators and their agents or representatives. Those who seek LVBI approval for the first time.

Effective 1 October 2013

CIP (13) 60 Annex A

LOW VALUE BULKING IMPORTS (LVBI) – TERMS & CONDITIONS

- Who may use the LVBI procedure?
- When can the LVBI procedure be used?
- How to complete an import declaration under LVBI
- Your records and accounts
- General conditions of approval
- Compliance obligations and the penalties for non-compliance
- Special rules for the Channel Islands

CUSTOMS INFORMATION PAPER (13) 59

Clarification on the import of goods using individual bank guarantees (MOP S) as security

Standardisation of import entries using MOP S.

Relevant to Importers/Agents importing goods under the Temporary Admission regime, or any other regime using MOP S (Individual Bank Guarantee). Effective immediate

CUSTOMS INFORMATION PAPER (13) 58

Route 3 Entry Processing

Entries selected for post clearance checks by the National Clearance Hub.

Relevant to all traders involved in the import and export of freight Effective immediately.

CUSTOMS INFORMATION PAPER (13) 57

New Returned Goods Relief CPC 00 00 061

A new CPC 00 00 061 to be used with form C21 at locations with an inventory linked system.

Relevant to all those interested in using RGR to re-import empty EU pallets, containers and re-usable packings at inventory linked locations. Effective 1 September 2013.

CUSTOMS INFORMATION PAPER (13) 56

Customs Duty Repayments - new database

Implementation of a new repayment database. Follow up to CIP (13) 48

CIP (13) 48 was issued to inform customers that there maybe possible delays in repayment applications for customs duty due to the implementation of a new database. The expected go live date was the 2 September and implementation and training would impact on service until the end of October. The implementation date has had to be delayed and revised go live date is now the end of September. Therefore the impact on service may extend until the end of November.

Relevant to Importers and Agents requiring repayment of Customs Duty.

JCCC Customs Newsletter 39

Issues in the Customs and International Trade area June 2013 Edition

Reports from EU/ International Meetings including:

Customs Code Committee Tariff & Statistical Nomenclature Section (Tariff Classification)

- Mechanical/Miscellaneous Sector - 108th Meeting (17-19 April 2013)
- Mechanical/Miscellaneous Sector - 113th Meeting (20 to 21 June 2013).

Reports on Projects/ Customs matters:

- UK trade info website
- HMRC Consultation on Alcohol Duty Fraud

Changes in Customs

Alterations to Customs Notices

List of recent Anti-Dumping Measures

List of CIPS

CUSTOMS INFORMATION PAPER (13) 52

The EU Commission's position on use of home printed baggage tags by airlines

This paper outlines the EU Commission's position concerning airlines proposals to test/introduce the use of home printed baggage tags. Relevant to all Airport/Airline Operators and Airline trade associations

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.

October 2013:

Chicago, Illinois USA

SAE Commercial Vehicle Engineering Congress and Exhibition

01.10.2013 - 03.10.2013

www.sae.org/events/cve

Congress and exhibition for commercial vehicle technology

Ahmedabad , Gujarat, India,

Auto Care 2013

03.10.2013 – 05.10.2013

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

India's most comprehensive exhibition of vehicle repair and servicing equipment, replacement parts, tools and accessories.

For more information, please contact: Amol Pardeshi, Executive Officer at the Confederation of Indian Industry, T: +91 22 24931790, E: amol.pardeshi@cii.in

Porto, Portugal

MotorShow Porto

04 - 06 October, 2013

<http://www.eventseye.com/fairs/f-motorshow-porto-6933-1.html>

MotorShow Porto will offers a best platform to meet all the professional form automobile industry under one roof at Feira Internacional do Porto. The event will attract many visitors form Portugal and its neighboring countries...

Krasnodar Russian Federation

Mobi

24.10.2013 - 27.10.2013

www.eventseye.com/fairs/f-mobi-16233-1.html

Trade fair of cars and car accessories

Shanghai, China

Shangai International Auto After Market Fair

10 – 12 October, 2013

Shanghai New International Expo Centre (SNIEC), Shanghai, China

www.chinaexhibition.com

Shanghai International Automotive Aftermarket Fair (SIAAF) is a key high-end auto aftermarket trade event in China that is committed to extending international business opportunities, promoting participants' brand image and enhancing their e-commerce capabilities. The event attracts the leading international auto accessories brands, trimming practitioners, large-scale servicing franchises and top retrofitters.

Pomona, United States Of America

California RV Show

11 - 20 October, 2013

www.thebestrvshow.com

Ranks among one of the best recreational vehicle industry related trade events held across the world. This is the only event which is sponsored by the RV manufacturers and suppliers of the industry

Katowice Poland**Autoserwis**

11.10.2013 - 13.10.2013

International trade fair for automobile workshops

Graz Austria**Motor Show**

12.10.2013 - 13.10.2013

www.tradefairdates.com/

Trade fair for used cars, classic cars and sports cars

Erfstadt Germany**Auto Motor Schau**

13.10.2013 - 13.10.2013

www.germanmotorcar.com

Erfstadt motor show with open Sunday and Fall Festival

Munich Germany**Materialica**

15.10.2013 - 17.10.2013

Materialicawww.materialica.com/

International Trade Fair and Congress for material applications, surfaces and Product Engineering

Padova, Italy**Auto Moto Depoca**

24 - 27 October, 2013

<http://www.padovafierte.it/>

Auto Moto Depoca is the most important Italian Show of vintage cars and motorbikes. Over 1600 cars will parade in a 90,000m2 exhibition space. The show meets the needs of the over 45,000 enthusiasts from all over Europe who come to Padova to find the most comprehensive review of vintage vehicles and original spare parts...

Bad Nauheim, Germany**EuroCarBody 2013 - 15th Global Car Body Benchmarking Conference**

22-24 October, 2013

<https://www.automotive-circle.com/Conferences/EuroCarBody-2013>

This event offers a leading forum for modern series car body engineering international elite to examine the development, performance and production processes for car bodies of new series models planned for the European market. Development, material and production concepts of the car bodies will be introduced in detail.

Results presented will then be discussed with the speakers directly at the body-in-white. All car bodies thus presented will be available for viewing during the entire conference.

As part of the conference documents, the participants will be provided with the standardised benchmark data for all car bodies displayed, with standardised tabular information including weights, parts, materials, joining technology and key production performance figures.

English/German simultaneous translation

Contact: Annika Beutner

E mail: annika.beutner@vincentz.net

Automotive Circle International

Tel: +49 511 9910-377

Oslo Norway

Oslo Motor Show

25.10.2013 - 27.10.2013

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

Car exhibition

Munster Germany

Colertechnika

25.10.2013 - 27.10.2013

www.colertechnika.de

Trade fair for the automotive industry

Moscow, Russian Federation

PCVExpo

29.10.2013 - 01.11.2013

www.pcvexpo.ru

International Fair for pumps, compressors and valves

Zurich Switzerland

Auto Zürich Car Show

31.10.2013 - 03.11.2013

www.auto-zuerich.ch/

Automobile Exhibition

November 2013:

Las Vegas, USA

Automotive Aftermarket Products Expo (AAPEX)

5-7 November, 2013

www.aapexshow.com

AAPEX represents the \$395 billion global motor vehicle aftermarket. More than 106,000 professionals from around the globe participate in Automotive Aftermarket Industry Week in Las Vegas, Nev. Automotive parts wholesale distributors, retailers, service chains, jobbers and service professionals attend AAPEX

Jeddah Saudi Arabia

Autocare & transport arabia

11.11.2013 - 15.11.2013

Automotive and transport trade fair

Shanghai China

China International Auto Air- conditioning & Transport Refrigeration Exhibition

12.11.2013 - 14.11.2013

www.autocoolexpo.com/en

China International Auto Air-conditioning & Transport Refrigeration Exhibition

Bucharest Romania

Autoexpotehnica

13.11.2013 - 16.11.2013

www.autoexpotehnica.ro

Trade fair for auto parts

Shanghai China

Reifen China

13.11.2013 - 15.11.2013

www.reifen-china.com

Asian tire show

Shanghai China

RubberTech China

13.11.2013 - 15.11.2013

www.rubbertech.com.cn

International trade fair for rubber processing and rubber production

Shanghai China

SMTCE

13.11.2013 - 15.11.2013

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

Trade fair for small motors and magnetic materials

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

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.

Almaty Kazakhstan**Central Asia Autoparts**

14.11.2013 - 16.11.2013

www.catexpo.kz/central_asia_autoparts_2013

International trade fair for car parts, workshop equipment and service stations

Birmingham, United Kingdom**Classic Motor Show**

15-17-November, 2013

www.necclassicismotorshow.com

The Classic Motor Show is the biggest and best show of its kind in the UK today. It is the flagship event for the UK motor industry.

Los Angeles, USA**LA Auto Show**

20.11.2013 - 01.12.2013

www.laaautoshow.com/

International car show

Luxembourg Luxembourg**International Motor Show**

22.11.2013 - 24.11.2013

www.euro-racing-show.com

Auto show

Tokyo Japan**Tokyo Motor Show**

22.11.2013 - 01.12.2013

www.tokyo-motorshow.com/en

Automotive Show

Norbertstrasse , Germany**Essen Motor Show**

30 November - 08-December 2013

www.essen-motorshow.de/

Essen Motor Show - Germany 2013 is covers a spectrum that is unmatched in germany and which attracts motor sport enthusiasts from all over europe.

December 2013:**Shanghai, China****Automechanika Shanghai**

10-13 December, 2013

www.automechanika.messefrankfurt.com

Exhibit at Automechanika Shanghai-Asia's largest trade show for automotive parts, equipment and services. At Automechanika Shanghai, you have the opportunity to do business and network in China, which is the world's largest and fastest growing automobile market. With more than 3619 exhibitors from 36 countries in 2011, the show once again proves to be one of the most important trade fairs for automotive manufacturers, suppliers and buyers. Covering more than 138,000 sqm of exhibit space, 61,178 buyers were able to connect with their potential and current customers.

January 2014:**Cairo Egypt****Automech Formula**

14.01.2014 - 19.01.2014

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

Vehicle trade fair

Tokyo Japan**Automotive Weight Reduction Expo**

15.01.2014 - 17.01.2014

www.altexpo.jp/en

Trade fair for lightweight components for cars

Tokyo Japan**EV Japan**

15.01.2014 - 17.01.2014

www.evjapan.jp/en

Trade fair for electric vehicles and hybrid vehicles

Vienna Austria
Vienna Autoshow

16.01.2014 - 19.01.2014

www.viennaautoshow.at

Autoshow

Montreal Canada
Montreal International Auto Show

17.01.2014 - 26.01.2014

www.montrealautoshow.com

International Automobile Exhibition

February 2014:

New Delhi / India
Auto Expo India

05 - 12 February 2014

www.autoexpo.in

Indian Automotive Industry Exhibition

Halle Germany
Motortrend

07.02.2014 - 09.02.2014

www.motortrend.com

Car, motorcycle and accessories fair

Cologne Germany
Tire Technology Expo

11.02.2014 - 13.02.2014

www.tiretechnology-expo.com

Conference and Exhibition for Tire Production

Guangzhou China
AAITF 2014 - The 10th China International Automotive Aftermarket Industry & Tuning
(Guangzhou) Trade Fair
17.02.2014 – 19.02.2014

www.aaitf.org

The largest auto aftermarket trade show in Asia

Beijing China**CIAACE**

20.02.2014 - 23.02.2014

www.ciaacexpo.com

China Int'l Expo for Auto Electronics, Accessories, Tuning & Car Care Product

Freiburg im Breisgau Germany**automobil**

21.02.2014 - 23.02.2014

www.automobil-freiburg.de

Automobile fair

Beijing China**AMR Auto Maintenance & Repair**

26.02.2014 - 01.03.2014

www.auto-maintenance.com

International trade fair for auto maintenance and repair

New Delhi India**automechanika**

26.02.2014 - 28.02.2014

www.automechanika.messefrankfurt.com

International trade fair for the automotive industry

March 2014:**Taipei Taiwan****MotorFueling Complex**

12.03.2014 - 14.03.2014

International Fair for fuels and station equipment

St Petersburg Russian Federation**Autoprom Russia**

12.03.2014 - 14.03.2014

www.autopromrussia.ru

International conference and fair for automotive components

Kassel Germany**Technorama - Classic car exhibition**

15.03.2014 - 16.03.2014

www.technorama.de/

Frankfurt, Oder Germany**Reisen & Mobil**

15.03.2014 - 16.03.2014

www.mobil-reisen-plus.de

Fair for travel and mobility

Mexico City Mexico**GlassLat**

19.03.2014 - 21.03.2014

<http://en.neventum.com/glasslat-2013/>

Exhibition of glass in the building and the car industry

Jakarta , Indonesia,**IIBT and INAPA 2014**

19.03.2014 - 22.03.2014

<http://www.iibt-exhibition.net/>

IIBT, Indonesia No. 1 Bus, Truck, Heavy Duty Vehicle/Equipment and Component Trade Exhibition will be held in conjunction with INAPA, the ASEAN's largest International Trade Show for the automotive industry and the Tyre & Rubber Indonesia show.

For more information, please email or call PT. Global Expo Management (GEM Indonesia) on:

info@iibt-exhibition.net T: +62 - 21 - 5435 8118

April 2014:**Schweinfurt Germany****Car Leisure Sports**

04.04.2014 - 06.04.2014

Exhibition for Automobiles and Bikes

Taipei, Taiwan**AutoTronics**

09.04.2014 - 12.04.2014

www.taipeiampa.com.tw

International Exhibition for Automotive Electronics

Istanbul Turkey**automechanika**

10.04.2014 - 13.04.2014

www.automechanika.messefrankfurt.com

Fair for automobile accessories and Automobile Spare Parts

Klagenfurt Austria**Auto & Bike**

11.04.2014 - 13.04.2014

One of the largest car and motorcycle exhibitions in Southern Austria

Nairobi Kenya**Autoexpo**

27.04.2014 - 29.04.2014

www.expogr.com/kenyaauto

International trade fair for automobiles, spare parts, accessories and transport

Bangkok Thailand**Thailand Auto Parts & Accessories**

28.04.2014 - 01.05.2014

www.thailandautopartsfair.com

International exhibition for auto parts and accessories

May 2014:**Astana Kazakhstan****Autoworld Astana**

13.05.2014 - 15.05.2014

<http://www.eventseye.com/fairs/f-autoworld-astana-8170-1.html>

International Trade Fair for Automotive & Accessories

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

International trade fair for retreading, new tires, tire trade, tire and chassis technology and vulcanisation

Leipzig Germany**Amistyle**

31.05.2014 - 08.06.2014

www.leipziger-messe.de

The trade fair for car styling, customization, refurbishment and service

Leipzig Germany**Amicom**

31.05.2014 - 08.06.2014

www.amicom-leipzig.com

Exhibition for the in-car electronics industry

June 2014:**Dubai, UAEi****automechanika**

03.06.2014 - 05.06.2014

www.automechanika.messefrankfurt.com

Fair for automobile accessories and Automobile Spare Parts

Curitiba Brazil**Autopart**

04.06.2014 - 07.06.2014

Trade fair for automotive parts

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

28.08.2014 - 31.08.2014

www.eng.interauto-expo.ru

Trade fair for automotive technology

September 2014:**Frankfurt, Germany****Automechanika**

September 16-20, 2014

www.automechanika.messefrankfurt.com

Automechanika, the world's leading trade show for the automotive industry offers a unique spectrum of products from the fields of automotive parts, car washing, workshop and filling-station equipment, IT products and services, accessories and tuning. The last show that took place in 2012 ended with more than 148,000 visitors from 174 different countries and set a new record of 4,593 exhibitors from 74 different countries,

October 2014:**Oslo Norway****Oslo Motor Show**

10.10.2014 - 12.10.2014

www.messe.no/en/Oslo-Motor-Show

Car exhibition

November 2014:**Buenos Aires Argentina****automechanika Argentina**

12.11.2014 - 15.11.2014

www.automechanika.messefrankfurt.com

Leading international trade fair for the automotive industry

January 2015:**Salzburg Austria****AutoZum**

21.01.2015 - 24.01.2015

www.autozum.at/

International trade fair for car workshop- and petrolstation equipment, motor vehicle spare parts and accessories, chemical products...

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

04.02.2015 - 07.02.2015

www.messe.no/en/Automessen

Trade fair on automotive technology

March 2015:**Saint Petersburg Russian Federation****Autoprom Russia**

12.03.2015 - 14.03.2015

www.autoprom.restec.ru/en

International conference and fair for automotive components

Kuala Lumpur Malaysia
automechanika Malaysia

19.03.2015 - 21.03.2015

www.automechanika.messefrankfurt.com

Trade fair for automotive parts and equipment

June 2015:

Nuremberg Germany
Automotive Engineering Expo

09.06.2015 - 11.06.2015

www.automotive-engineering-expo.com/

Fair of the car body, lacquering and assembly

October 2015:

Oslo Norway
Oslo Motor Show

23.10.2015 - 25.10.2015

www.messe.no/en/Oslo-Motor-Show

Car exhibition

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