

INTERNATIONAL BULLETIN

July / August 2014

Key Contents

Page

• SMMT International meeting dates	3
• SMMT International Questionnaire	3
• SMMT supported International events	4
• Partner International events held abroad	6
• Other International events in UK	6
• New Funding	8
• Training courses	8
• International market reviews	8
• Export Marketing Research Scheme	9
• International business opportunities	11
• WTO notifications	16
• JCCC customs information papers	18
• Trade shows around the world by month	20



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Editorial

David Croxson

Head of International, SMMT



Croxson is leaving “to pursue other opportunities” And hopefully to keep breathing in and breathing out!

Since we do not publish our International Bulletin in the August holiday month I find that with it being July already and with me retiring at the end of August, this is in fact my last Editorial.

I hope therefore that readers will allow me a little further self-indulgence via this Editorial, since as one ages it is tempting to look back at one's career, indeed on life itself and wonder what's it all about?

From my earliest days, as you will see in my as ever youthful photograph above that I was obviously destined to have a career in the automotive industry but various other opportunities popped up along the way and for the past forty-five years it has been not so much a career as careering about!

Life is full of opportunities. Whilst physicists say that it is only energy that cannot be destroyed I believe equally the same goes for opportunity - if you miss one opportunity or use one up - another one seems to just pop up without you having to do much at all - or it does if you can see them.

Unfortunately they often require 20/20 hindsight to see them clearly. However, since few have such a gift I have also found there are two other ways to both discover and unlock any opportunity – and many will have heard me say this before: contacts and relationships.

For opportunities to keep "popping up" you need human contact and human relationships often developed, in my experience, through the usually pleasurable activity of effective networking; first making contacts and then building relationships.

The odd thing I have found about opportunities is that they do not appear to object if you do not respond to them, they still keep popping up – perhaps not always the same ones but there's always another opportunity waiting to be discovered. And more often than not an opportunity will even keep hanging around whilst you make up your mind how, or even if, you are going to respond.

Contacts and relationships, however, are not like that. They have to be both sought out and nurtured and this requires time, commitment and effort. But if you do seek out contacts and spend time building a relationship then chances are they will be able to help you make the most of the opportunities that are around us all.

So my message in passing on (not passing away - not for now at least, I hope!) is to rely on your network and to build your network (and I don't mean simply sign up to Linked-In or just exchange a business card or two). You need to make real effort to develop human contact and build a human relationship. However, it should not be forced, it should become as natural as breathing in and breathing out and SMMT membership provides access to one of the best networks around.

And don't be afraid to ask SMMT and the people in your network for help. I have found the simple phrase "I wonder if you can just help me" unlocks many doors and solves many problems. It is, of course, multiplied in its effectiveness if you can also offer to help others yourself. I have found pleasure and value both in helping people and in having people in my network help me - not with the expectation of favour or reward but just as breathing in and out, a natural act without requiring too much conscious thought.

Making the most of opportunities relies as much on helping others as on being helped oneself. It's a bit like double entry book-keeping. It's not, however, always an immediate or directly reciprocal transaction but from what I have seen of life there seems to be pretty much a self-balancing accounting system working somewhere behind the scenes (or is that simply explaining why it is just as well that I gave up accountancy as a career?)

I am leaving SMMT after eight exceptionally happy and, I like to think, productive years where I have been fortunate in working with a wonderful team, within a truly supportive and friendly company, in a most exciting and innovative industry at possibly one of the most challenging and important periods of its history. So why, I hear you ask, is the old fool leaving?

I am simply leaving, as the hackneyed phrase often states - "to pursue other opportunities" but as yet I have absolutely no idea what these opportunities are, but they will become apparent no doubt whilst I continue to carry on breathing and networking.

I find myself in the same position as when I applied for this job. I had no idea what opportunities awaited when I joined back in 2006. All I do know is that whatever opportunity, success and fulfilment has been achieved it is as a result of the very many contacts I have made in the past eight years through SMMT, and with the help of all the many relationships I have been so fortunate to have made.

So with this being my last Editorial I would like to thank you all for your contact and for our relationship working together in so many different ways and for many opportunities that SMMT has given to me and will be given, I know, to my successor.

I do reassure my readers that I plan to keep on breathing and enjoying life and I don't expect any of you to remember me once I've gone - how could I be that egotistical?

All I do implore is that even if you don't remember me, then you do at least remember my passion: Contacts, Relationships, Opportunities; eXcess Of Networking.

I offer, therefore, in a final gesture of helping my network, a simple mnemonic for you all to remember this by - even if you do not remember me: C.R.O.XS.O.N!

My personal email address in the afterlife is: d.c.croxson@tesco.net

Key Dates

SMMT International Group Meetings 2014

Customs & Tariffs Working Group Meetings

Wednesday 20 August 2014

Peter Starling from HMRC will attend to provide an update on Union Customs Code developments.

Wednesday 17 December 2014

Pre-Christmas networking

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

Thursday 27 November

Venue and agenda to be advised

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

The meeting is open to all members and invited guests. To reserve your place, please contact Pat Shaw E-mail: pslaw@smt.co.uk, Tel: 020 7344 9260

International Questionnaire: Help us shape 2015/2016 activities!

As mentioned in this month editorial, we have decided to introduce a more formal international trade survey to better understand your activities in overseas markets.

Your feedbacks will help us align the resources of SMMT and UKTI to support you by providing an evidence base to assist our activity planning.

You can download a copy of the International Questionnaire [here](#)

<http://www.smt.co.uk/international-questionnaire/> .

Please complete and return the questionnaire to pslaw@smt.co.uk

SMMT supported International events

Book Now!

Automechanika Frankfurt - E-Mobility Exhibition *UKTI grants £1,500 available*
Frankfurt, 16 – 20 September 2014
Contact: Pat Shaw | **E-mail** pshaw@smm.co.uk | **Tel:** 020 7344 9260

Automechanika Frankfurt 2014 Exhibition is one of the world's leading trade fairs for the Automotive Industry.

Automechanika is creating a new section in hall 10, which is completely dedicated to "Tomorrow's Mobility – new energy vehicles and technologies".

SMMT has negotiated an enhanced shell scheme of nine square metres for companies that are interested in promoting their low carbon business internationally at the Automechanika Frankfurt 2014.

Exhibitors will benefit from the substantial visitor flows associated with Automechanika, the high profile UK networking event that is the future of the show, and support from the Messe Frankfurt media centre in presenting their products and expertise to the global automotive press. UKTI TAP exhibitor grants of £1,500 are available for eligible companies. For further information, please contact Pat Shaw as above.



SMMT supported event

South African Automotive Week *UKTI grants of £2,500 - £3,000*
Johannesburg, 13 – 17 October 2014
Contact: Pat Shaw | **E-mail** pshaw@smm.co.uk | **Tel:** 020 7344 9260

South African Automotive Week (SAAW) is the continent's biggest automotive event, and a recognised meeting place for local business leaders and policy makers. The exhibition attracts a wide spectrum of automotive companies,

SMMT has put together an attractive package that will enable UK companies to exhibit at SAAW and also participate in a range of related promotional activities.

Benefits include a fully-fitted and furnished nine square metre stand in a prominent location within the exhibition hall, participation in a bespoke one-to-one meeting programme arranged by the show organisers and the opportunity to join relevant site visits. You will also be given support in profiling your company through local industry newsletters and websites, complimentary gala dinner tickets and the chance to invite guests and potential customers to the UK networking reception.

UKTI TAP exhibitor **grants of £2,500 and £3,000** are available for eligible companies



SMMT supported event

Mission to Brazil

End of November 2014 tbc

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

Business visit to coincide with the Brazilian F1 GP, in Sao Paulo. This will be a group OMIS, to include visits to OEMs, universities, technology parks. The focus will be on low carbon technologies, vehicle efficiency and composites, to meet INOVAR AUTO requirements.



SMMT supported event

Supply Chain Trade Mission to Mexico *UKTI GRANTS of £650.00*
1-5 December 2014

A week-long business group visit to Mexico featuring "Mexico's Auto Industry Conference & Exhibition", seminars and one-to-one business meetings in key automotive centres in Mexico. To register your interest in this programme, please contact Pat Shaw – pshaw@smmt.co.uk
 Tel 0207 344 9260



SMMT supported event

Automechanika Shanghai *Last chance to book – only 1 space left!*
9-12 December 2014 *UKTI grants of up to £2,500*

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

Following the increased interest from UK participants over the last two years, and the growing interest in the show from both exhibitors and visitors, SMMT will again organise a UK Pavilion at Automechanika Shanghai 2014.



SMMT supported event

SIAT, India *UKTI GRANTS of up to £2,500*
Symposium on International Automotive Technology
21-24 January 2015

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

SIAT is a benchmark event and is an important forum for presenting the achievements and innovative strengths of the automotive industry. SMMT is working with UKTI to take a group of UK Companies to exhibit at SIAT 2015.



SMMT supported event

ACMA Automechanika New Delhi *UKTI GRANTS of up to £2,500*
26 Feb – 1 March 2015

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

Following our successful participation at ACMA Automechanika New Delhi, and positive feedback from UK participants, SMMT will again organise a UK Pavilion to the show, which is set to grow in 2015.

Partner International events held abroad

UKTI

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. Following a government wide move to have a single customer facing website, information on the UKTI website has been transferred to www.gov.uk. This link will take you to the Tradeshow Access Programme (TAP) page on gov.uk <https://www.gov.uk/tradeshow-access-programme> .

Hungarian F1 Grand Prix weekend

Budapest, Hungary

24-27 July 2014

The opportunity exists for UK companies in the automotive and advanced engineering industries to develop new Central Eastern European markets.

Between 24 and 27 July, around the Hungarian F1 Grand Prix weekend, British Embassy in Budapest will organize a small targeted event to introduce British firms in those sectors to the Central European market – and arrange meetings with potential clients and partners from the fastest growing part of the EU. Specifically focusing on prototyping, composite material manufacturing and engineering services, targeting the tier 1 to tier 4 suppliers of OEMs in the region.

The event will involve a workshop in the centre of Budapest at which UK companies will be introduced to the market – giving an over-view of the opportunity. The bespoke introductions will be arranged to local companies and potential buyers or partners. There will be hand-picked businesses in Budapest from across Central Europe including Poland, Czech Republic, Hungary, Slovakia, Romania, Slovenia and Austria to meet the UK delegation. And, this being a GP weekend, there will be a good portion of F1 personalities and some kit.

Contact: British Embassy, UK Trade & Investment , 36 30 979 4688

E-mail: david.nagy@fco.gov.uk

Other International events in UK

USA

Motorsport Market Intelligence Workshop

14 July

A workshop focusing on the opportunities available in the \$13.5 billion US motorsport market will be held on Monday 14 July at the Williams Conference Centre.

As well as offering general market intelligence, the event will highlight opportunities at the two premier motorsport shows in the American automotive calendar :

- SEMA, Las Vegas, 4 – 7 November 2014
- PRI, Indianapolis, 11 – 13 December 2013

Attendees at the workshop will also have the chance to enjoy dinner and an evening with Ross Brawn – one of the sport's biggest names.

For further information, please contact Claire Kelly at the MIA – tel 02476 692600, email Claire.kelly@the-mia.com

Meet the Mexico Market Expert 5 August at SMMT

Carlos Botello, the UKTI officer responsible for the automotive sector in Mexico, will be visiting SMMT on Tuesday 5 August, and will be available for one-to-one meetings with members on that day.

Carlos, alongside his work with UKTI, has considerable industry and consultancy experience, coupled with a wide range of contacts in the Mexican automotive sector. He would be delighted to meet and assist any UK-based auto companies who are seeking to do business in Mexico.

Additionally, he will be able to supply details of a major UKTI Automotive Supply Chain Visit to Mexico, scheduled for 1- 5 December 2014. Companies joining that group will be able to take advantage of:

- One-to-one meetings with relevant local OEM's and Tier 1 suppliers
- Site visits
- Networking events with key contacts from the local automotive industry
- Presentations by market experts
- Access to Mexico's most important automotive event – *Mexico Now Automotive Conference* – where there will be a UK stand to display company products and information
- UKTI grant available

If you wish to book an appointment to meet Carlos on 5 August, please contact Pat Shaw at SMMT (tel: 020 7344 9260, email pshaw@smmt.co.uk)

Latin America Dragon Dancing to a Salsa Rhythm 9 September

On Tuesday 9 September, Canning House – the centre for Latin American studies in London – will hold a breakfast briefing under the title *Dragon Dancing to a Salsa Rhythm – is Latin America the new El Dorado for Chinese Companies?*

Focusing principally on the automotive industry, speaker Mark Norcliffe will explore the evolving relationships between China and Latin America and the challenges and opportunities facing both sides.

For more details of how to attend this event, please contact Joe Mulhern. Tel 0207 811 5603. Email: Joe.Mulhern@canninghouse.org Web site: www.canninghouse.org

New Funding Export

New Funding Opportunities

Details have been announced of a new £24 million government scheme to help component manufacturers to design, develop and produce new tooling.

Applicants will need to demonstrate that the new tooling and component manufacturing will be based in the UK, will create or safeguard UK jobs, and will result in firm business orders.

Further details of the announcement are available at www.smmmt.co.uk/2014/06/new-government-fund-breaks-barrier-auto-supply-growth.

SMMT compiles and publishes a regularly up-dated **Funding, Finance and Support Guide** that contains details over 140 funding schemes that may be relevant to automotive companies. The latest edition of the guide can be accessed via the SMMT website. www.smmmt.co.uk

Training Courses

The Institute of Export

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

With the growing need for companies to invest in expanding into international markets, we offer courses to suit whatever level of knowledge you require, whether you are completely new to international trade or just wish to update your knowledge and skills with the latest information. Their import and export courses cover every area of international trade from an essential introduction through to international marketing, online trading and financial and legal issues.

Read [top 10 reasons](#) you should be investing in export training.

[Starter Courses](#)

[Intermediate Courses](#)

[Management Courses](#)

International Market Reviews

Is Cuba coming in from the cold?

Battered 1950's-style American sedans rattling over Havana's uneven streets are one of the iconic images of Cuba, and also a symbol of the country's long-standing economic isolation. Until recently, it was impossible for Cubans to import and own a foreign-made vehicle, and, even though those restrictions have been eased, it is still extremely difficult, and expensive, for private citizens to acquire a more modern means of transportation.

However, there are increasing indications that Cuba is slowly edging away from its isolationist past and putting in place a business regime that will attract foreign capital and promote modernisation. Law 118, passed in March this year as a key government priority, opens up all sectors (except health, education and military) to foreign investment and offers tax breaks on investors' profits. The Marel Project, in which Cuba is partnering with Brazil, will create a new international port and logistics centre, adjacent to Havana, capable of handling the world's largest cargo vessels.

Of course, Cuba's rate of progress depends not only on the readiness of its own government to embrace change, but also on the USA's willingness to ease its 50-year-old trade embargo. In that context, the recent comments of Hillary Clinton that she would "support normalising relations, which could very well lead to lifting the embargo" are significant. Not only does Mrs Clinton have a clear insight into government thinking from her time as Secretary of State, but – come 2016 – she may well be the next Democratic presidential candidate.

Havana's ancient gas-guzzlers may still have to grind out a few more miles, but the indications are that change is in the air, and that Cuba may finally be on the move.

For further information please contact Pat Shaw at SMMT (tel: 020 7344 9260, email pshaw@smmt.co.uk).

Export Marketing Research Scheme

See bold note below regarding UKTI funding to purchase "off the shelf" market reports.

The Export Marketing Research Scheme

This scheme gives your company free independent advice on how to carry out marketing research. It can help you decide if you should export to a new market, and advise you on how best to deliver products and services. It can also provide financial support for your marketing research project in certain circumstances.

How the service works

Working with a UKTI consultant, you can receive advice on:

- how to get the most out of a marketing research project
- locating and briefing market research agencies and evaluating their proposals and reports
- carrying out desk research, planning field trips and conducting interviews
- analysing data and drawing conclusions

There are 3 categories of marketing research the scheme can help you with:

1. In-house - help for overseas marketing research studies conducted by a member of your staff.
2. Agency - support for marketing research projects conducted by professional market research agencies.
3. Published market reports - help with buying market research reports which are available 'off the shelf' - but not directories, economic/country overviews or updating subscriptions.

Financial support

You may be eligible for a grant of up to 50% of the cost of the work of an Export Marketing Research project, payable on its completion.

Grants are usually paid out within 28 days of receiving:

- a satisfactory marketing research report
- a completed claim form
- relevant receipts

Benefits

The benefits of the Export Marketing Research Scheme for your business are:

- an increase in your confidence and competence in conducting and using marketing research
- help and encouragement for your business when carrying out overseas marketing research before developing a strategy for market entry
- ensures your company carries out or commissions marketing research based on sound methods
- an understanding of the discipline and benefits of marketing research in the exporting process

Eligibility

All exporters are eligible for advice under the Export Marketing Research Scheme.

Financial support is also available to companies with between 5 and 250 employees and who also:

- have products and services which have a proven track record of at least 2 years
- want to research a specific market for these products and services
- have not already commissioned the market research or purchased the published report

There are restrictions on the amount of support available to a company in a 12 month period.

How to apply

Applications for the Export Marketing Research Scheme must be made at least 28 days before the proposed overseas research is due to start.

The UKTI team can give you more information and advice on the application process. To find out more about the scheme contact info@ukemrs.com, call 0845 034 2111 or [talk to your local International Trade team](#)

UKTI International Business Opportunities

To receive immediate UKTI Business Opportunity service notifications register at:
<http://www.businessopportunities.ukti.gov.uk/home.html?guid=none>

USA - Components needed for hybrid electric defence land vehicle

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/781622.html>

US defence contractor is seeking suppliers who can design and integrate electric in-hub motor drive systems. A major US defence contractor is searching for a company capable of designing and integrating an electric in-hub motor drive system (with associated components) into each wheel of an 8x8 series hybrid electric drive vehicle.

Specifications:

- Traction and braking functions for vehicles up to 65,000 pounds
- In-hub motor drive should fit into 20.00-22.5 inch rim

Please respond to this opportunity for more information and contact details for the procuring company.

Pakistan – Required 68 new articulated air conditioned diesel buses

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/781500.html>

The Provincial bus authority invites proposal for the procurement, operation and maintenance of buses.

Further details can be provided upon request by registering your interest with UKTI Pakistan.

Multi-country – Provision of light trucks for use in UN field missions worldwide

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/780880.html>

UN Procurement Division (UNPD) seeks Expressions of Interest (EOI) for the provision of general purpose light trucks for use in UN field missions worldwide.

Companies interested in participating in the planned solicitation process should complete the Vendor Response Form of the EOI and submit it via email or fax to UNPD before the closing date, 9 July 2014.

Egypt - Supply of 3 articulated loaders on rubber wheels with pot size 1 M3

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/779024.html>

An Egyptian Government Agency is inviting international specialized companies to submit their bids regarding supplying 3 articulated loaders on rubber wheels with pot size 1 M3. There is a glut of major and diverse new projects, including mechanical engineering and automotive. The mechanical engineering sector in Egypt is starving for design, innovation and creativity, elements that UK companies excel in.

India - Joint venture/ technical collaboration for ambulances in India

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/779520.html>

An Indian medium commercial vehicle manufacturer is interested in working with a UK based ambulance manufacturer or designer for improving their existing range of ambulances. The Indian company is a manufacturer of MCV's, LCV's and tractors. The MCV has ambulance as an option, which they will like to improve with technical assistance. Apart from ambulances passenger buses and light trucks are also manufactured by the company. The overall volume of these MCV's is around 24000 units PA. The total ambulance market in India is around 25000 units a year and has a growth of 15-20 % PA. The Indian Govt is establishing a network of emergency services in various states, which is likely to see a further growth in demand of ambulances, particularly advanced life support ambulances. The company will like to deal directly with manufacturers or designers of ambulances rather than intermediaries.

Romania - Tender launch for purchasing a lorry 10 To with crane

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/779062.html>

Transgaz, national gas distribution company, is purchasing a lorry 10 To with crane.

Works venue: Sibiu county

Estimated value: 350,000 Euro (+ VAT)

Tender guarantee: 7500 Euro;

Good performance guarantee: 10% of the total value of the project

Deadline for requesting tender documentation: 02/07/2014, 08:30 Romania Time

Deadline for submission of offers: 04/07/2014, 08:30 Romania time

Tender language: Romanian

Duration: 120 days since awarding the contract

Egypt - Supply of 2 articulated loaders on rubber wheels with pot size not less than 4 M3

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/779022.html>

An Egyptian Government Agency is inviting international specialized companies to submit their bids regarding supplying 2 articulated loaders on rubber wheels with pot size not less than 4 M3

Trinidad and Tobago – Supply of vehicles/mechanical equipment

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/777000.html>

Tenders are invited for the supply and delivery of vehicles / mechanical equipment

Mechanical equipment includes:

18 ambulances

15 double cab light trucks

1 forklift

1 fifteen seater bus

1 wrecker

UK companies interested in this opportunity will receive further guidance and in-market assistance if they wish to pursue, to include information on obtaining tender documents.

Trinidad and Tobago – Four (4) compressed natural gas (CNG) buses

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/774020.html>

Request for proposals (RFPs) are invited for the supply of for original equipment manufacturer (OEM) compressed natural gas (CNG) buses.

Basic Specifications

Right hand side driven

25-30 seater

Fully air-conditioned

Bidders will be required to submit responses to the pre-qualification questionnaire included in the RFP package which will be evaluated in accordance with the following criteria:

Company's background

Technical capacity and work experience of applicant

Compliance with scope specifications

Financial capability

EHS

UK companies interested in this opportunity will receive details, assistance and further guidance if they wish to pursue.

New Zealand – New Zealand Police seek supply of vehicles

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/772460.html>

New Zealand Police are seeking supply and rollout management of turnkey vehicles. The total volume of vehicles purchased annually by Police is approximately 400 to 500. Police's vehicle fleet consists of approximately 3,100 vehicles (excluding undercover vehicles). Although the majority of the current vehicle fleet consists of sedans and station wagons, the RFP is not limited to just these types of vehicles.

New Zealand Police wish to receive Proposals from Respondents who: have the capacity and capability to provide a vehicle that meets a variety of Police's needs, with the most important vehicle being the Prime 1 Vehicle (frontline fully fitted-out vehicle that can accommodate four adult persons and equipment, and which meets minimum specifications); can offer fit-out options from two different Fit-out Agents for the Prime 1 Vehicle to provide Police with the opportunity to evaluate the quality and value for money of more than one fit-out option; can resource and manage an appropriate rollout program, including subcontractors if required, to ensure continuous rollout of vehicles around the country throughout the year; can service the vehicles in multiple locations across New Zealand and within adequate proximity to all police stations; can warranty the vehicles for a minimum of three years; offers transparent pricing; can provide an account management function that proactively works with Police to deliver timely, appropriate services to support the supply of vehicles, including accurate and timely invoicing; and will provide a value for money solution.

In addition, there is an expectation that the Successful Supplier will be able to continue to provide a Prime 1 Vehicle that meets Police's specifications over the life of the Successful Supplier Contract Term. Police's frontline vehicles are highly visible and are recognised by the motoring public as embodying safety, performance, quality and reliability. This RFP provides potential suppliers with the opportunity to secure a contract for the supply of vehicles to Police for, ideally, a term of approximately ten years. Although Police cannot guarantee the volumes of vehicles it will purchase in the future, it is highly likely that we will continue to require 400-500 vehicles per annum. Approximately 95% of these vehicles will require a degree of fit-out, with a further 2% requiring a radio only fit-out.

The RFP is the first stage of an overall All of Government (AoG) solution for vehicles (the latter being subject to its own request for proposals process towards the end of 2014). Respondents will have the opportunity to tender for both the supply of Police vehicles under the RFP and the supply of AoG vehicles under the AoG Vehicles RFP. Each year Police travels over 90 million kms to provide services and support to the New Zealand public and other stakeholders. The nature of New Zealand's dispersed and demanding geography necessitates a vehicle fleet that meets the rigours of back country unsealed roads through to the needs of highway policing. In establishing the existing vehicle fleet, Police has invested in an asset with a replacement cost of over \$135m consisting of around 3,100 land based vehicles. There are 16 categories of specialised vehicles including dog wagons, AOS vehicles, mobile policing stations, prisoner transportation and highway patrol vehicles. In addition there are over 60 configurations that can be applied to these vehicles when equipment and different fit-out needs are included. New Zealand Government is currently giving consideration to what the new AoG solution for vehicles will consist of in the future, and it intends to issue an AoG Vehicles RFP in November 2014. It is intended that any resulting contract with the Successful Supplier from this RFP will be included as a schedule to the New AoG Contract(s) (if any).

Interested UK companies are invited to respond by registering interest via the link below. A representative from UK Trade & Investment in Auckland, New Zealand will contact you with more information.

Germany – Suppliers from the Automotive /Capital Goods/ Electrical Industry sectors required

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/772080.html>

This consultant has established links to the Automotive Commercial Vehicles sector and the Electrical Industry, and is also interested in Capital Goods and Environmental Technology. With many years' experience of introducing new products and services to the market, this consultant is keen on working with explanation-intensive products in the sectors mentioned above.

In addition to working as quality assurance engineer in the Commercial Vehicle sector for many years, this consultant also has extensive experience as a project leader in sales, marketing and purchasing of technical products. The services include, but are not limited to: market research, cold calling, costing/pricing, competitor-analysis and contract monitoring.

Based in Nuremberg, this is a good location with easy access southern and central Germany, the home of many engineering and manufacturing companies. However, the consultant covers the whole of Germany. UKTI believe this is a good opportunity for UK companies to enter/develop their activities in Germany.

Germany – Automotive sector: Distributor for car care products looking for UK suppliers

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/772000.html>

Established distributor is looking for new products to add to their impressive portfolio. UK companies supplying car care products and accessories encouraged to get in touch! The company was founded in 1998, employs 8 staff and is based in Cologne. Sales via their website and field representatives cover the whole of Germany. Through their network of retail partners in Europe, they also sell into other EU countries, as well as Switzerland and Norway. Their customers include specialist retailers, online-retailers, car dealerships and car cleaning experts.

This company is already importing products from the UK, US and Asia. They would therefore be an ideal partner for UK companies looking to enter the market via an established player.

Pakistan – Require 60 ton truck mounted mobile crane with clamshell bucket

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/768760.html>

Power Development Authority invites tender for design, manufacturing, supply, testing and commissioning of 60 ton Truck Mounted Mobile Crane with clamshell bucket of 1m3 on FOB basis.

At least 5 years of supplying experience required. Foreign principals would need local agents. Interested companies please contact our office for more details.

Bahrain - Road infrastructure opportunity - Intelligent Transport Systems (ITS)

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/768441.html>

Can your business bring value to USD 5 billion worth of road projects in a developing Middle Eastern country? In efforts to provide high quality and globally competitive road network infrastructure in the Kingdom, Bahrain's Ministry of Works has ambitious plans for improving strategic road networks, implementing grade separators/interchanges and providing new links to adequately cater to the rapidly expanding urban landscape of the Kingdom. UK companies should have pre-qualification documents available if they're interested in the following opportunities: UK consultants and specialist UK agencies (contractors, suppliers, operating agencies) to supply, install, manage and operate ITS technologies, equipment and Traffic Management Center (TMC) The Ministry recognise and appreciate British expertise; the roads are built to British standards and until the late 1960's, Bahrain was a British protectorate. As a result, the UK is viewed as Bahrain's partner of choice.

If you are interested in this opportunity, please respond to this business opportunity, whereby UKTI Bahrain will forward your interest on to the Ministry of Works.

China –British expertise in electric motorcycle/vehicle technology and design sought

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/762320.html>

A motorcycle manufacturing company based in Chongqing, is looking for a British partner to provide electric vehicle technology and design. This motorcycle manufacturer is located in a new industry park in Tongliang, Chongqing. Its business focus includes engine research, production and the export of its products. In recent years they have produced on average 200,000 units per year with motorcycles being primarily exported to South America, Africa and Asia. The company is looking for a British partner in order to jointly develop an electric motorcycle design or electric car design. The British partner should also be able to provide technology to improve the manufacturing of products

To find out more, please register your interest with our team in China.

China–British advance gearbox manufacturing technology sought by manufacturer

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/752400.html>

A transmission manufacturer in Dalian would like to introduce UK advance gearbox manufacturing technology to China.

This Dalian based company is mainly engaged in manufacturing gearboxes in China, and has an annual turnover of RMB 11 million (approx. £ 1.1 million). They would like to introduce advance gearbox manufacturing technology from the UK into China. They also like to act as the distributor to UK gearbox manufacturers.

Russia - Cooperation enquiry from a distribution company

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/749420.html>

Russian distributor is looking for the UK manufactures of industrial machines' gearboxes, geared motors, electric motors, industrial brakes, buffers and couplings.

The company is engaged in supplying from Europe the following: gearboxes, geared motors, electric motors, brakes, buffers and couplings. The company was established in 1989 and currently employs 5 people now. The company is in the process of active development. Experts of the company have a previous experience working with such brands as Bonfiglioli, STM, LG, Italtvibras, Linak, Watt Drive, etc.

The company is looking for manufactures of all types of gearboxes, geared motors, electric motors, brakes, buffers and couplings.

WTO Non Tariff Barrier notifications updates

NEW ZEALAND

G/TBT/N/NZL/68

5 June 2014

Mandating Electronic Stability Control for Light Vehicles

Description of content: Mandatory Electronic Stability Control (ESC) for light passenger and goods vehicles (vehicles with a gross vehicle mass of 3,500kg or less, excluding motorcycles, mopeds and trailers) entering the New Zealand fleet would be effected by amending Land

Transport Rule: Light-vehicle Brakes 2002. It is proposed to mandate ESC according to the following timetable:

- all new light passenger and goods vehicles first registered in New Zealand from 1 July 2015
- used class MC vehicles (four-wheel-drive SUVs and off-road vehicles) first registered in New Zealand from 1 January 2016
- used class MA vehicles (passenger cars) with engine capacity greater than 2 litres first registered in New Zealand from 1 January 2018
- all used light passenger and goods vehicles first registered in New Zealand from 1 January 2020 Light vehicles registered for the first time after these dates will be required to have ESC.

Objective and rationale, including the nature of urgent problems where

applicable: Public safety: This proposed change fits under the *Safer Journeys – New Zealand's Road Safety Strategy 2010-2020*. This Strategy adopts a safe system approach. Its goal is a safe road system with reduced chances of death and serious injury. For vehicles, this entails a vehicle fleet that helps to reduce or avoid error, recover from error and absorb crash forces. Given the proven effectiveness of ESC in enabling drivers to avoid and recover from error, the policy goals are to:

- maximise the safety benefits of ESC,
- minimise any disruption to the supply and trade of vehicles, and
- minimise compliance costs and government administration costs.

EUROPEAN UNION

G/TBT/NEU/214

28 May 2014

The environmental and propulsion performance requirements of agricultural and forestry vehicles

Description of content: Regulation (EU) No 167/2013 of the European Parliament and of the Council of 5 February 2013 on the approval and market surveillance of agricultural and forestry vehicles (OJ L 60, 2.3.2013, p.1) sets out a comprehensive Union type approval system for agricultural and forestry vehicles. It also sets out the fundamental rules and principles on functional safety, occupational safety and environmental performance and delegates to the European Commission the power to lay down the technical specifications in delegated acts. According to Article 19 of Regulation (EU) No 167/2013, the specific limit values, test procedures and requirements for polluting exhaust emissions laid down for mobile machinery in Directive 97/68/EC shall apply to agricultural and forestry vehicles. In addition, Directive 2000/25/EC sets out, in its Annexes I and II, the requirements for EU type-approval of a type of engine or engine family as a separate technical unit in terms of the pollutants emitted, and the requirements for the EU type-approval of an agricultural and forestry vehicle type equipped with an internal combustion engine. That Directive will be repealed by Regulation (EU) No 167/2013 with effect from 1 January 2016 and therefore its provisions must be carried over to the notified draft. Finally, Directive 2009/63/EC sets out, in its Annex VI, the requirements for EU type-

approval of wheeled agricultural and forestry vehicles in terms of the permissible external sound levels. That Directive will be repealed by Regulation (EU) No 167/2013 with effect from 1 January 2016 and therefore its provisions must be carried over to the notified draft too. The Commission is empowered to make reference to specific testing procedures and emission limit values set-out in Directive 97/68/EC and to carry over the specific technical requirements and test procedures for environmental performance of agricultural and forestry vehicles from the repealed Directives, adapted when necessary to technical progress. As far as possible, the requirements are based on, or refer to, international requirements adopted under the UNECE framework (Revised 1958 Agreement). Moreover, the enclosed draft is fully aligned to the provisions of Directive 97/68/EC with respect to the recognition of alternative type approval according to UNECE regulations. In this respect, type-approvals and, where applicable, the pertaining approval marks for the emissions of exhaust pollutants are recognised as being equivalent to an approval covered by the notified draft for the engine types and engine families of agricultural and forestry vehicles.

Objective and rationale, including the nature of urgent problems where applicable: The term "agricultural and forestry vehicles" covers a wide range of different types of agricultural and forestry tractors (categories T and C), trailers (category R), interchangeable towed equipment (category S) as well as certain types of all-terrain vehicles, type-approved as agricultural or forestry vehicles. In line with the European strategy on air quality (<http://ec.europa.eu/environment/archives/cafe/general/keydocs.htm>), the European Union has gradually strengthened the emission standards for motor vehicles, in particular for hydrocarbons, carbon monoxide, nitrogen oxides and particulate matter. This will now also be the case for agricultural and forestry vehicles. For these reasons the notified draft stipulates the detailed technical provisions and test procedures in those areas, setting uniform rules for vehicle manufacturers and other stakeholders to determine the propulsion performance of agricultural and forestry vehicles. In particular making reference to UNECE Regulations replacing current EU legislation is one of the most significant elements to reduce complexity and at the same time helping to reduce burden to vehicle manufacturers, approval authorities and technical services.

JCCC updates

Customs Information Paper (14) 51

Publication of Notice 232 Customs Warehousing

Customs Policy has updated Notice 232 Customs Warehousing

Relevant to Anyone involved in Customs Warehousing. Effective immediate.

CUSTOMS INFORMATION PAPER (14) 50

Export Movement Certificates

This paper advises what information is required when submitting export certificates for authorisation Lodging EUR1/ATR/T2L certificates for authorisation by HMRC. Relevant to all exporters, freight forwarders and shipping agents. Effective 1 July 2014.

CUSTOMS INFORMATION PAPER (14) 48

New Computerised Transit System (NCTS) Upgrade 12 July 2014

NCTS routine maintenance and upgrade to Core Switch Structure 12 July 2014 The upgrade is due to take place on 12 July 2014. Relevant to all those involved in the movement of goods under Community/Common Transit or TIR

CUSTOMS INFORMATION PAPER (14) 47

More effective use of e-mail

The National Clearance Hub would like to draw attention to the problem of oversized files sent to NCH inboxes. This can result in delay of clearance times, and on occasion, rejection of paperwork. Relevant to all those who send documents to the National Clearance Hub by email NCH email Guidelines. Effective immediately.

CUSTOMS INFORMATION PAPER (14) 46

Procedures for reclaiming secured revenue for critical quotas.

Relevant to Importers, shipping agents, freight forwarders declaring goods subject to critical quotas. Effective immediately.

CUSTOMS INFORMATION PAPER (14) 44

Changes to the ATA Carnet System

ATA carnets may be used to temporarily import or temporarily export goods from the United Kingdom. The carnet replaces the normal customs declaration. This paper advises of changes to the ATA carnet system. Relevant to persons using ATA Carnets, including freight agents. Effective immediately.

CUSTOMS INFORMATION PAPER (14) 43

Changes to the Processing of Repayment Claims by the NDRC

Procedures for submitting repayment claims. Relevant to Importers, shipping agents, freight forwarders wishing to make a post-clearance claim for repayment of Customs Duties. Effective 1 June 2014

CUSTOMS INFORMATION PAPER (14) 42

Change of Contact Details for the Customs Quota Team

This paper updates the contact information for the Quota Team. Relevant to those who contact the Customs Tariff Quota Team by telephone. Valid from 1 July 2014 until 1 February 2015

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.

July 2014:

New Delhi, India

Commercial Transport Show (CTS)

8-10 July 2014

Commercial Transport Show is the presentation platform for trucks, delivery vans, trailers, semi-trailers, platform trailers, truck-tractors, dump-trucks, estate cars & vans, special purpose vehicles and allied equipments.

www.CommercialTransportShow.com

Panama City, Panama

AAIA Latin Auto Part Expo

9-11 July 2014

A new exhibition that will provide manufacturers and distributors direct access to Latin American and Caribbean OEMs, replacement parts, aftermarket parts, automotive remanufactured parts, and tuning markets.

The automotive aftermarket business segment in Latin America is forecasted to grow over 30% in the next few years.

www.latinpartsexpo.com

PAACE Automechanika Mexico

16 – 18 July 2014

PAACE Automechanika Mexico City is a international trade show for the automotive aftermarket industry in Latin America. With more than 500 exhibitors from across the globe and over 20,000 key decision makers. It is the meeting point for industry professionals seeking new suppliers, information about the latest technology and analyzing product options.

August 2014:

Moscow, Russian Federation

Interauto

28-31 August 2014

www.eng.interauto-expo.ru

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

16-20 September 2014

www.automechanika.messefrankfurt.com**October 2014:****Oslo, Norway****Oslo Motor Show**

10-12 October 2014

www.messe.no/en/Oslo-Motor-Show**November 2014:****Buenos Aires, Argentina****Automechanika Argentina**

12-15 November 2014

www.automechanika.messefrankfurt.com**Frankfurt, Germany****EuroMold 2014****25-28 November 2014**

Moldmaking, tooling, design and application development exhibition.

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

21-24 January 2015

www.autozum.at/**February 2015:****Lillestrom, Norway****Automessen**

4-7 February 2015

www.messe.no/en/Automessen**March 2015:****Kuala Lumpur, Malaysia****Automechanika Malaysia**

19-21 March 2015

www.automechanika.messefrankfurt.com

Saint Petersburg, Russian Federation

Autoprom Russia

12-14 March 2015

www.autoprom.restec.ru/en

June 2015:

Nuremberg, Germany

Automotive Engineering Expo

9-11 June 2015

www.automotive-engineering-expo.com/

October 2015:

Oslo, Norway

Oslo Motor Show

23-25 October 2015

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

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