

Business Opportunities

Meet the Buyer Events 2011

Strengthening the UK supply chain through regional networking events

Matching buyer demand with supplier capabilities:

- Midlands - Monday 31 October 2011
- North West – Tuesday 8 November
- Wales – Tuesday 15 November



How to be involved as a supplier

Even if your company already has an ASF profile at www.autosupplierfinder.com/MIDedit, you must click the link to ensure company details are as accurate and up-to-date as possible so that you are considered for an invitation to 'Meet the Buyer'. This includes your products and services, site establishment types (manufacturing, distribution etc) and quality standards.

How to get involved as a buyer

We are keen to hear from you if you are interested in being part of these events as a buyer. Please contact Nikki Huggett on nhuggett@smtt.co.uk

The event in April 2011 resulted in over 200 one-to-one meetings between OEMs, T1s and capable UK-based suppliers. 80% of suppliers were successful in identifying at least one business opportunity.

Feedback from previous events has indicated a strong desire for more events, which SMMT will run in partnership with regional agencies in October/November 2011. SMMT's **ASF** database will again be used as the primary source of finding potential suppliers over the course of the next few months.

Support Services

Free Type Approval Workshop Webinar

[Register here](#)

On Wednesday 21 September at 14:30, SMMT Technical Manager Colin Wilde will present the latest industry advice on type approval for multi-stage build vehicles and demonstrate how SENTA can ease the process. SMMT Chief Executive Paul Everitt will chair the session.

SENTA: New Features

Making Type Approval processes quicker and easier, now available for members' overseas sites.

- Sister companies and subsidiaries of members can now use SENTA at no extra charge, including overseas.
- Extra options added for those seeking type approvals purely on the basis of test results.
- Now includes vehicle registration certificate and information documents with DVLA registration.
- More vehicle type approvals added in line with legislation changes.

Latest Production Outlook

The special focus for the September 2011 edition is: Russia – the new frontier



Expert Ian Henry analyses record sales for VMs, strong demand for premium brands, the implications of Russia's booming market and how the UK is set to benefit from investment, alongside new forecasted production figures by model, manufacturer and plant. [Click here](#) to view the September PO report.

Support Services

International VAT Reclaim Service

You have until 31 September 2011 to claim back VAT expenses incurred abroad in 2010. This is likely to be a substantial saving.

With the process for reclaiming tax being quite complex, foreign tax is often left unclaimed. Foreign VAT rates of up to 25% are incurred by many businesses but it is the third largest controllable corporate expense.

SMMT is offering its members a service that will help you recover the VAT your company has already paid in EU countries, with zero risk. The refund process can be quite complex and there is very little time left to reclaim for 2010. This is why SMMT has teamed up with [VATit UK](#) to offer a 'no save, no fee' service, with special rates for SMMT members.

To enquire about this service please contact memberservices@smtt.co.uk and take advantage of the special SMMT member rates.

New Card for Business Travel

[Click here](#) to sign up for a card that works around the world, no ATM charges, no fees, the lowest rates, easy transfers and host of other benefits. SMMT recommends this product for automotive companies doing international business either in Europe or around the world.

Accommodation Discounts

Reducing the cost of attending UK industry events for SMMT members

Our affiliation with Accor Hotels will offer individual and group discounts for all SMMT members. Contact Member Services for details.

Support Services

New Industry Forum Services

Improving your business efficiency and capabilities

www.industryforum.co.uk

Industry Forum is part of the SMMT group and offers practical solutions, training and on site audits that will help develop your business. Specialisms include:

- Supply chain efficiency
- Process improvement
- Purchasing and logistics
- Policy deployment
- Organisation development
- Skills, training and apprenticeships.

SMMT Members qualify for a free one day Industry Forum business diagnostic and discounted daily rates for subsequent activities.



Latest Successes

- Jaguar Land Rover world class manufacturing programme: delivering certified business improvement.
- BMW Value Added Protection Service: taking place at Hams Hall and Oxford MINI plants with encouraging results.

[Click here to read more](#)