

SMMT supply chain activities proving effective

Get involved in 2012 and be part of the industry's mission to build a stronger UK automotive supply base.

- www.smmt.co.uk/supply-chain
- supplychain@smmt.co.uk

SMMT hosted two nationwide Meet the Buyer events and three regional events. Results from the October-November 2011 events are summarised below:

- More than 100 UK based suppliers attended.
- Over 200 one-to-one meetings took place.
- 90% found the event productive.
- 60% indicated likely business follow up.



Buyers have included: *Aisin Europe, Aston Martin, BMW, CAB Automotive, Calsonic Kansei, Faurecia, Ford Europe, Futaba, General Motors, GKN Driveline, Honda, Jaguar Land Rover, Kostal UK, Leyland Trucks, Nissan, Perkins, Unipart, ZF Lemforder.*

The events match UK suppliers with OEM and Tier 1 buyers based on the buyer's sourcing requirements, demonstrating the great potential of the UK's £4.5 billion supply chain.

SMMT has a priority to strengthen the UK supply base through a number of activities like this that you can be get involved in, whether as a buyer or supplier at www.smmt.co.uk/supply-chain.

List of funding, finance and support schemes

The latest schemes available to companies of all sizes in the automotive sector. Find out what your company could qualify for:

- [Download here](#)

Both government and the UK financial sector are dedicating resources to stimulate economic growth and there are significant opportunities available. Check the SMMT list to see what your company could qualify for. The list of schemes is indexed by size and type and provides all the information you need to begin considering an application.

Business Growth Fund (BGF) Seminar

SME targeted support, 25 January 2012

The BGF is backed by five of the largest UK banks: Barclays, HSBC, Lloyds, RBS and Standard Chartered. BGF is keen to work with SMEs with an annual turnover of around £5m-£100m. Chief Executive, Stephen Welton, will discuss the merits of BGF investment and offer pre-arranged one-to-one meetings to discuss individual cases. Find out more about BGF and the seminar [here](#).

Gearing up: supply chain investment report

Free report by the Smith Institute examines investment into automotive companies from the financial sector

- [Download here](#)

- Report highlights growth opportunity on the back of £4bn OEM investment in the UK.
- Capital needed to re-tool and upskill to meet global low carbon demand.
- How finance houses and suppliers must work together to seize growth potential.

Developing and Retaining Skills: Free SMMT Webinar

26 January 2012, 10:30 – 11:00

➤ [Register here](#)



Developing and retaining skills is vital to the success of the automotive sector and will be a key priority for the industry in 2012. The next free SMMT webinar will provide valuable advice and information on upcoming initiatives:

- Skills for Logistics has been granted £4m from government to drive employer investment in skills during the period April 2012 through to March 2014. SfL will be working with SMMT to use this funding to develop skills in the automotive industry. [Details here](#).
- Launch of [Talent Retention Solution](#), a redeployment and recruitment tool, funded by government, designed to match skilled individuals to appropriate jobs and retain skills within manufacturing.

Both initiatives are keen to engage with the automotive industry, in particular SME companies operating in the supply chain.

The panel:

- Paul Everitt, Chief Executive, SMMT.
- Chris Jarman, Talent Retention Solutions.
- Philip Goodwin, Supply Chain Skills Manager, Skills for Logistics.

Following presentations, participants will have the opportunity to ask questions to the panel.

New Towing and the Law

The sixth edition of the industry's essential guide to towing regulations

➤ [Order your copy here](#)

The guide helps businesses and individuals to stay on the right side of the law when towing anything weighing up to 3.5 tonnes.

The new 36-page booklet covers crucial 'need to know' subjects from towing in Europe. Only available in hard copy, the sixth edition costs just £6.00 plus postage and packing (£3.50 for SMMT members).

New Sustainability Report

Free report on the environmental performance of the automotive industry

➤ [Download here](#)



The report contains statistics and analysis on the following fields within the automotive industry:

- **Economic performance** including turnover, investments, expenditure and production.
- **Environmental performance** including energy use, energy efficiency, water use, CO₂ output, car and van emissions, volatile organic compound emissions and waste to landfill.
- **Social performance** including employment, training and skills.

The measurements are all compared to previous years of industry performance and the report demonstrates how UK automotive is continually innovating and improving its efficiency and environmental awareness.