

INTERNATIONAL BULLETIN

April 2014

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Editorial

David Croxson

Head of International, SMMT



Keep Calm and Carry On!

As the SMMT International team we spend much of our life travelling on business overseas. Some of us even add more overseas trips for leisure and pleasure! So far in the first three months Sarah and I have been with an exhibitor group to Auto Expo Delhi India in January and Sarah is now safely returned from a March trade mission to Thailand and Malaysia; Ruta and our CEO Mike Hawes have been with a UK group to Auto Invest in St Petersburg Russia and Pat is currently on holiday in Argentina! We have a very full programme arranged for the rest of the year attending overseas markets as you will see from our listed events (page 6 below).

I sometimes look back (here he goes again, I hear you say!) at my early days of business travel and whilst the focus now is on travel by plane, as I wrote about in February, there was a time in my early career when I travelled extensively on business by train - a rail journey from Manchester to my head office in London was something to be looked forward to.

With air travel it is now just a frenetic often lengthy rush between home and airport and airport and hotel, hassled queuing through check-in, security, departure gate and luggage pick-up, restrictions on carry-on luggage, limited view of landscape en route, opportunity to stretch legs or have interaction with other people and increasingly mediocre service even for those reducing numbers still privileged to fly "business".

This month we are all very aware of the tragic disappearance and feared loss of Malaysia Airlines Flight 370 just 40 minutes after taking off on its way from Kuala Lumpur to Beijing on 8 March with 227 passengers and 12 crew members on board. We offer our sympathy and condolences to the families and friends of those who may unfortunately have perished in the southern Indian Ocean.

Inevitably, with such news and pictures of the hysterical scenes at the airport even those of us who are frequent air-travellers must also question just how safe it is to fly and those who have a flying phobia or are simply uneasy about flying will now have increased difficulty taking a flight and may even stop flying altogether, for a while at least, if there is no alternative. In the United States following the terrorist attack on the World Trade Centre on 11 September, 2001 many Americans took to driving long distances instead of flying. But was this switch in travel arrangements rational?

According to Wikipedia (that useful shortcut guide for editors to all the facts you might ever want to quote in order to appear an instant authority on any given topic) a fatality is 5 times more likely whilst driving on the journey to the airport than on the flight itself!

So why do we choose to ignore the evidence and statistics and think flying is highly dangerous yet still keep driving cars? The answer is that whilst vehicles have become much safer over the years thanks to many sophisticated engineering and safety developments introduced by manufacturers it has nothing to do with car or road, it is mainly a psychological issue - “the illusion of control”.

As some psychologists point out, when driving behind the wheel of your own car it is natural to feel in control despite the knowledge that we have no influence over the driving ability of the other road users, weather, road conditions, mechanical failure, or myriad other causes of road accidents. However, we all still feel in control of our destiny whereas on a plane, we think our life is in the hands of the airline pilot or worse, a group of terrorists masquerading as fellow passengers.

Also it is the impact of the media. Thousands of airplanes take off, fly long distance and land safely every day. They no longer make news headlines, but plane crashes do – so all we see in the media is the plane that crashes or has difficulty landing in bad weather. In contrast, car crashes are so common that they also rarely make headline news. So even the most rational of us start to believe that the chance of dying in an airplane accident is much higher than it really is. Because more air crashes make it to the news than car accidents, it is easier to recall air crashes and come to the conclusion that air travel must be riskier. The fact is, air travel remains the safest form of travelling, notwithstanding the very tragic air crashes that happen now and then.

But if flying is still safe it has undeniably lost its glamour. So I have been wondering ,is there a viable alternative mode of long distance travel with similar levels of comfort, an opportunity to rest, dine and work in a low stress environment with quick check in, regular frequent timetable departures to and from major cities around the world and with a reduced carbon footprint?

Well let me tell you, I have come across a man and a website that goes a long way to making this a practical proposition. It’s Mark Smith, “*The man in Seat 61!*” You will find him and his very interesting site via weblink <http://www.seat61.com/>

This site, put together by Mark Smith a former British Rail senior manager, explains brilliantly how to travel comfortably & affordably around the world by train or ferry where you might think that air was otherwise the only option. On the www.seat61.com site for example you can discover how to travel from London to China and Japan by train; London to Australia without flying; London to USA by transatlantic liner and rail with an array of rail travel routes identified from virtually the top to bottom of Africa, across the Americas and throughout Asia!

I am not really suggesting it as a business alternative but it is possible if you have a real flying phobia and such travel does have its compensating virtues – and surprisingly not always at such a significant sacrifice of time or convenience and often at cheaper cost.

I can commend the site to you even if just as an interesting browse. It has an incredible wealth of ideas and has been cleverly constructed by someone with a real passion for the subject as well as in-depth knowledge. If not for your business travel then I recommend the site for you perhaps to arrange a unique special rail / ferry journey that will rediscover for you a new pace

of life, returning you to a little of the glamour of yesteryear travel or just give you something to do when you retire.

When people kindly ask what I plan to do in my forthcoming retirement they invariably ask if I will travel – something many aspire to do in their retirement - but of course, for me, as I guess for you, more international travel in retirement really has limited appeal.

But having discovered *The Man in Seat 61* website I am reassessing this thought. The site has already inspired me to click on any number of the rail / ferry opportunities listed which suddenly makes the prospect of international travel by rail a new and exciting experience. So, for a jaded world traveller (who will be no longer on business expenses), this might indeed be a way to see yet still more of the world post SMMT International and to do so in a way that recaptures some of the style of earlier old style rail journeys undertaken. Travel by rail you know is a very British mode of transport – we did, after all, invent it and some of you may even remember with nostalgic affection travel on the “old” British Rail!

Speaking of which I recall one exceptionally “British” rail experience in my early career travelling by Pullman train returning after a company Board Meeting in London to my home which was then in Cheshire.

I felt the company results that I had just reported to the Board justified a nice dinner on the train home so I headed to the Pullman dining car as the 19:00hrs service pulled out of Euston to return me northwards, then almost a two and a half hour journey.

The restaurant car in those days was grandly laid out with crisp white table cloths and napkins, with red liveried, brass-buttoned waiters and a dining car head waiter resplendent in his distinctive blue and red uniform hovering in attendance as the dining passengers took their seats, ushered to their allotted tables in groups of two or four per table, as the food meanwhile was being prepared and freshly cooked in the adjacent kitchen car.

I was travelling alone so was seated at a table for two. My fellow diner was already positioned opposite and as I sat down we briefly glanced but merely nodded to acknowledge one another without speaking, each of us then extra-studiously reading the menu so that we could avoid speaking to the other, despite our shared activity and close proximity, as we British prefer!

Once our order was taken and as the train gathered speed dinner was served with the waiters going into a well practiced drill serving the first course to each table. I remember we had both ordered tomato soup which was expertly served by ladle from a large silver tureen by our waiter carefully balancing both himself and soup against the increasing rock and sway of the now speeding train.

Despite my worst fears as filled ladle hovered perilously close, first overhead near me and then my dining companion, the bright orange soup was successfully served without a single spillage.

My neighbour and I still did not speak and continued to enjoy our soup in typical British dining room silence.

The waiter cleared the plates and then returned to open with practised flourish the bottle of red wine that my table partner had earlier ordered. His glass was filled as we continued to sit silently opposite one another.

The waiter then reappeared with the main course and started to serve, this time from a very large silver platter with slices of meat carved in the kitchen, enough for all the diners, nestled in a copious amount of potentially dripping gravy. I again cautiously reached for my napkin anticipating the worst but nevertheless reassured by the waiter's earlier success serving soup. The meat, as the soup, was however, served beautifully - first to my neighbour and then to me.

But, on withdrawing the platter from over the table, as my opposite number with cutlery in hand put the first forkful to his lips, the waiter must have momentarily been distracted or unusually unsettled by the train perhaps moving over points at speed. As I watched his movement away from the table I saw his elbow catch the top of the open wine bottle. It rocked, toppled and finally fell, almost in slow motion, towards my companion.

With waiter and diner both with their hands full and me unable to reach from across the other side of the table to try to catch the bottle we were transfixed as the wine inevitably gushed from the almost full bottle, first across the white linen and then down and into the lap of the poor diner opposite me.

He was unable to jump up to avoid the flowing wine, his legs trapped between the bench seat and the low table and he could not even bale out to the side, any possible escape blocked by the bulk of the waiter and his serving trolley.

The years of training and experience of the British Rail waiter, however, immediately came into play. With a spin on his heels he dropped the salver onto the trolley with a crash and in a single motion instantly reached across to the adjacent table of four diners, whipped up their opened bottle of white wine that they had earlier ordered and with still no word spoken immediately started to sprinkle white wine over the red wine stain that had by now spread across my neighbour's groin.

Neither I nor the suffering passenger opposite said anything – the speed of the onslaught, or embarrassment perhaps too great. However, with the crash of salver, upset of first the red wine then white wine being sprinkled the attention of the senior Maitre D was drawn to the commotion. As the senior steward he clearly needed to demonstrate his experience. Seizing command and taking control of the situation he quickly came to the rescue. He strode down the centre aisle to our table, grabbed the white wine bottle from our waiter's hands and scooped up the now half empty red wine bottle from the soaked table cloth.

But before anyone still uttered a word he reached for the salt cellar, removed the top and started to dust enthusiastically the lap of my poor unfortunate companion with salt, turning to the waiter and proclaiming as he continued to empty the salt cellar's contents – "No, you fool, its salt you need, not white wine, you use the salt to soak up the red wine!"

So my companion's lap was now soaked first with red wine, then splattered with white and now finally liberally coated with salt, but he still said not a word other than eventually but quietly,

“Thank you I can manage myself now” as taking his napkin he started to dab away at his lap as surreptitiously as he could below the table.

The waiters of course apologised, but my companion remained stoically calm, our eyes deliberately avoided meeting and still neither of us spoke. We finished our meal in silence – the wine not even being replaced, the table was finally cleared and cloth removed with bill presented to each of us at the end of this very “British” rail experience.

It was all very British. There was no fuss, no hostility, no shouting, nor demand for compensation and yes, as I glanced down I noted that he must indeed be British – my dining colleague had left a tip!

Business travel, British Rail, Britain – perhaps life itself was very different in those days!

So let’s keep on travelling overseas to export in foreign lands by whatever mode of transport is available and if you are fortunate enough to be British let’s just cope with whatever confronts us - as the sign once said, be it by aeroplane, boat, train coach or car, “Keep calm and carry on!”

Key Dates

SMMT International Group Meetings 2014

Customs & Tariffs Working Group Meetings

Wednesday 18 June 2014

Wednesday 17 September 2014

Wednesday 17 December 2014

International Business Group

Thursday 15 May

Thursday 27 November

The next International Business Group meeting will be held on 15th May at Southco Manufacturing Ltd in Worcester. The provisional agenda for the next IBG includes presentations on India and Middle eastern/North African markets. There will also be a case study from Southco Manufacturing on their experience of doing business in India as a supplier. We will also convey a "Masterclass" session on writing good PR and on how to maximise business opportunities at trade shows by doing some prep work, setting goals during the show and follow-ups.

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 SOCIETY OF MOTOR MANUFACTURERS AND TRADERS LIMITED

SMMT, 71 Great Peter Street, London SW1P 2BN

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The meeting is open to all members and invited guests. To reserve your place, please contact Sarah Thevenet E-mail: sthevenet@smt.co.uk, Tel: 020 7344 9233

SMMT supported International events

Book Now!



SMMT supported event

Automechanika Istanbul- UKTI GRANTS of £2,500
Turkey, 10-13 April 2014

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

SMMT is once again organising a UK exhibitor group to Turkey's leading Automotive Trade Fair, covering all sections of the industry. UKTI TAP grants available. If you are interested in exhibiting at the show, please contact Ruta Aisthorpe.



SMMT supported event **SOLD OUT**

Automechanika Middle East
Dubai, UAE, 3-5 June 2014

Contact: David Croxson E-mail: dcroxson@smt.co.uk | Tel: 020 7344 9230

SMMT is once again organising a UK exhibitor group to UAE's leading Automotive Trade Fair, covering all sections of the industry. UKTI TAP grants available enhanced for first time exhibitors. If you are interested in exhibiting at the show, please contact David Croxson.



SMMT supported event **UKTI GRANTS of £2,500**

Automechanika PAACE Mexico
Mexico City, 16 – 18 July 2014

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

Automechanika PAACE Mexico is the top trade show for the automotive aftermarket industry in Latin America, featuring more than 500 exhibitors from several countries. It is a meeting point for industry professionals seeking new suppliers, sharing information about the latest technology and analyzing product options.

SMMT has negotiated a preferential shell scheme package for a UK exhibitor group. As additional benefits for the UK group, SMMT will be providing an exclusive meeting area, with complimentary refreshment facilities, and organising a British networking event during the show. UKTI exhibitor grants of up to **£2,500** will be available for qualifying companies. For further information please contact Pat Shaw.



SMMT supported event

Automechanika Frankfurt - E-Mobility Exhibition *UKTI GRANTS £1,500 available*
Frankfurt, 16 – 20 September 2014

Contact: Pat Shaw | **E-mail** pshaw@smmt.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 10.0, which is completely dedicated to "Tomorrow`s Mobility – new energy vehicles and technologies".

SMMT has negotiated an enhanced shell scheme for 9 sqm for companies that would be interested in promoting their low carbon business internationally and are keen to participate at the Automechanika Frankfurt 2014. Exhibitors will benefit from the substantial visitor flows associated with Automechanika, the high profile UK **networking event** that is a future of the show, and support from the Messed Frankfurt media centre in presenting their products and expertise to the global automotive press. UKTI TAP exhibitor **grants** (£1,500.00) available for eligible companies. For further information, please contact Pat Shaw



SMMT supported event

South African Automotive Week *UKTI GRANTS of £2,500*
Johannesburg, 13 – 17 October 2014

Contact: Pat Shaw | **E-mail** pshaw@smmt.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 inclusive package that will enable UK companies to exhibit at SAAW and also participate in a range of related promotional activities. The benefits will include a fully fitted and furnished 9 sqm stand in a prominent location within the exhibition hall, participation in a bespoke one-to-one meeting programme arranged by the show organisers, the opportunity to join relevant site visits, support in profiling your company through local industry newsletters and websites, complimentary gala dinner tickets, the chance to invite guests and potential customers to the UK networking reception

UKTI TAP exhibitor **grants** (£2,500.00) available for eligible companies. For further information, please contact Pat Shaw.

**SMMT supported event****Engine Expo, Novi, USA** *UKTI GRANTS of up to £2,000***Michigan, 28 – 30 October 2014****Contact:** Pat Shaw | **E-mail** pshaw@smmt.co.uk | **Tel:** 020 7344 9260

Engine Expo, Novi, along with the co-located Testing Expo is North America's dedicated international trade fair for automotive engine and power train components, systems, materials, design, services, EV/HEV technology, tooling, manufacturing systems, advanced propulsion concepts and complete engines. It is a effective forum to meet key engineers and decision makers from power train teams at OEM car, bus, and truck companies and an excellent way to connect with Detroit-based vehicle manufacturers on their own doorstep.

For the 2014 edition of Engine Expo, SMMT is considering the creation of a high-profile UK pavilion, incorporating individual exhibitor stands and a communal refreshment and hospitality area. **£2,000 UKTI grant** is available to eligible companies.

Whether you are already a regular participant in Engine Expo, or are considering exhibiting in Novi for the first time, we would like to hear from you. Please do register your interest with Pat Shaw.

**SMMT supported event****Mission to Brazil****End of November 2014****Contact:** Pat Shaw | **E-mail** pshaw@smmt.co.uk | **Tel:** 020 7344 9260

Business visit to coincide with Brazilian F1 GP, in Sao Paulo. This will be a group OMIS, to include visits to OEMs, Universities, Technology Parks. The focus will be low carbon technologies, vehicle efficiency, composites, etc, to meet INOVAR AUTO requirements.

For more information contact Pat Shaw.

**SMMT supported event****Automechanika Shanghai****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 year, 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 in association with UKTI is working together again to take a group of UK Companies to exhibit at SIAT 2015. Please contact Sarah Thevenet if you are interested in taking part.

**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 feedbacks from UK participants, SMMT will again organise a UK Pavilion to this 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. Visit www.ukti.gov.uk

Events**Hungarian F1 Grand Prix weekend****Hungary-Budapest****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 the prototyping, composite material manufacturing and engineering services, targeting the TIER1-TIER4 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

Germany – Hannover Messe

7-11 April 2014

UKTI is kindly offering SMMT Members to use their Business Lounge during the Hannover Messe Show in a few weeks.

The room hire (subject to availability) of the House of Nations will be free of charge. The function room can also be available to use if you are considering hosting a product launch, seminar or networking reception during the 5 days of the Hannover Messe.

You will only need to cover the costs, if required, of catering, translators/hostesses, Wi-Fi and AV equipment.

The room capacity is up to 50 persons for Presentation/seminar and up to 80 persons for Networking reception/Product Launch

If you would like to take up this great opportunity then please contact Stuart Whitehill, Account Director at the Birmingham Chamber of Commerce. T: +44 (0)1564 784999, E: stuart@overseasfairs.co.uk

Taiwan - 30th Taipei International Auto Parts & Accessories Show (AMPA)

9-12 April 2014

AMPA, along with AutoTronics Taipei, Motorcycle Taiwan, and EV Taiwan will be held from April 9 to 12, 2014. The show is one of the biggest of its kind in Asia. In 2013 exhibition, 7,000 buyers have visited the show.

The Taiwan Trade Centre in London will offer some incentives such as free accommodation, complimentary flights, and discount card for meals etc to companies interested in visiting the show. Please contact: Ardell Hu, Project Manager, T 020 73820511, E: ardellhu@taitra.org.tw

LCCI

Trade Mission

West Africa

Countries Nigeria and Ghana
 May 2014 (dates TBC)

Following the successful mission in May 2013, UK companies are advised to discover first-hand the opportunities in these West African countries. Opportunities for UK companies exist in agriculture, education and training, construction, healthcare, telecommunications, transport, infrastructure, energy, oil and gas, mining and mineral processing, and aid-funded business.

Contact: sleader@londonchamber.co.uk

London Chamber of Commerce and Industry, 33 Queen Street, London EC4R 1AP

Thailand – SUBCON Thailand

15-17 May 2014

The Board of Investment (BOI) Thailand is inviting interested UK companies to visit SUBCON Thailand, the Thailand's leading industrial subcontracting exhibition (<http://www.subconthailand.com/>). The BOI is offering incentives to interested UK companies, such as:

- Hotel accommodation and local transportation support,
- Fringe program specially designed for buyers who are sourcing for parts and components in Thailand or looking for business partners.

Should you have any queries, please contact Mrs. Souchitra SASSADY-ABHAY, T: +33 1 56 90 26 01 | E: par@boi.go.th

Korea – The Global TransporTech (GTT) Expo

29-30 May 2014

KOTRA London Office is offering the following incentives to eligible UK companies interested to visit the show (<http://www.gtt.or.kr/eng/main.asp>):

- Up to 100% of Economy Class Return Airfares between your local airport to South Korea
- Reimbursement post your participation
- Hotel Accommodation including breakfast
- One-to-one meeting arrangement with the Korean businesses
- Interpreter Service with Free of Charge
- Welcoming Reception with global companies and participants

Should you have queries to ask please feel free to contact Julia Ho on 020 7520 5313 or email juliaoh@kotra.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 our [top 10 reasons](#) you should be investing in export training:

[Starter Courses](#) [Intermediate Courses](#) [Management Courses](#)

Global News Round-up

– Extracts from some recent news sources, copyright acknowledged

CHINA: Hyundai mulls 4th China plant to meet demand

26 March 2014, *Automotive News Europe*

Hyundai Motor Co. is considering building a fourth car plant in China to meet demand in the world's biggest auto market. [...] The Korean carmaker joins rivals including Volkswagen Group and General Motors Co. in seeking to make and sell more cars in China as economic growth and urbanization stokes demand for vehicles.

CHINA: PSA signs Dongfeng deal; recovery hurdles remain

26 March 2014, *Automotive News Europe*

PSA/Peugeot-Citroen has signed a tie-up with China's Dongfeng Motor, bringing the French carmaker much-needed cash and greater access to Asia but leaving major challenges ahead. [...] The tie-up allows PSA and Dongfeng to extend their existing Chinese joint venture to co-develop vehicles, ramp up production to grab a bigger share of the world's largest auto market and export their cars around Asia.

CHINA: PSA targets China fashionistas in quest for 10% luxury share

25 March 2014, *Automotive News Europe*

PSA/Peugeot-Citroen is seeking to capture 10 percent of China's luxury vehicle sales by promoting the Citroen DS brand to people in fashion and design. The Paris-based company, which started building DS vehicles in China in September, aims to sell 200,000 DS vehicles in four years, after delivering about 3,500 units in 2013, according to Arnaud Ribault, DS China's general manager.

CHINA: Locally made A3 hatchback launched

24 March 2014, by *Graeme Roberts, Just-auto.com*

The Chinese-made Audi A3 Sportback (hatchback) has been launched in China priced from CNY199,900 (US\$32,470) to CNY286,700 (\$46,600), *CarNewsChina.com* reported. The car is made by the FAW-Volkswagen joint venture that also makes the A4L and A6L extended wheelbase sedans and the Q5 SUV.

CHINA: Outgoing Volvo XC90 will live on in new Geely factory

24 March 2014, by *Graeme Roberts, Just-auto.com*

Production of the current Volvo XC90 SUV will continue in a new factory in China, *CarNewsChina.com* reported.

CHINA: Geely secures State loans to aid expansion overseas

20 March 2014, by *Dave Leggett, Just-auto.com*

Zhejiang Geely Holding Group has agreed loans of 20 billion yuan (\$3.26 billion) from the Export-Import Bank of China, according to a report in *The China Daily*. The report said the loan finance will be used mainly to construct plants overseas and to ease cash flow in exports. The money will also go on exports and imports of key components and international logistics bases.

INDIA: Audi to launch locally assembled A3 sedan next summer

25 March 2014, by Tony Lewis, *Just-auto.com*

Audi is to assemble the A3 sedan at its Aurangabad plant in India with sales starting this summer. [...] The Volkswagen group premium brand sees the A3 as a driver for sales growth in India which CEO Rupert Stadler described as a "strategically important market" for the company with huge growth potential for the luxury car segment.

INDONESIA: Toyota to ship Vios to Middle East

28 March 2014, by Dave Leggett, *Just-auto.com*

Toyota in Indonesia has announced that it is to begin exporting its Indonesia built Vios car to the Middle East for the first time. [...] Toyota Motors Manufacturing Indonesia initially targets monthly exports of 1,000 vehicles, and plans to raise that figure to 3,000 by the end of the year. The export push is part of Toyota's efforts to make Indonesia a key production base.

JAPAN: Sharp vehicle sales drop forecast

20 March 2014, by Dave Leggett, *Just-auto.com*

Vehicle sales in Japan are expected to fall 15.6% in the next fiscal year as a result of an increase to consumption tax, according to JAMA. JAMA said that vehicle sales for the year starting April 1 are projected at 4.75m units, slipping below the 5m level for the first time in three years.

MALAYSIA: Renault set to receive first EEV-making licence - reports

27 March 2014, by Graeme Roberts, *Just-auto.com*

A local market research company has predicted Renault would receive the first licence under the government's plan to turn Malaysia into a hybrid- and electric-vehicles hub in the ASEAN regional trade bloc, a media report said. [...] AmResearch said it expected Tan Chong to build the Renault EEVs at its underused Segambut plant, WardsAuto.com added.

PHILIPPINES: Chery plans \$100m assembly plant

28 March 2014, by Chris Wright, *Just-auto.com*

Vice president Guibing Zhang said the Philippine assembly plant would initially produce 20,000 units a year, adding the Philippines is a "perfect" investment site for the company given the country's record economic growth which has resulted in an increase in the number of middle income families.

RUSSIA: Moscow eyes low-emissions vehicles to aid pollution reduction

21 March 2014, by Simon Warburton, *Just-auto.com*

Russian politicians concede there is some way to go before the eastern European country embraces the concept of green and electric vehicles, although they recognise their potential for pollution reduction. Despite the number of such cars still being relatively low in the West, there is nonetheless a real awareness of their potential set against increasing knowledge of environmental issues associated with burning fossil fuels.

THAILAND: Suzuki to build Celerio for local sale, Europe

25 March 2014, by Graeme Roberts, *Just-auto.com*

Suzuki Motor Corporation's Thai subsidiary Suzuki Motor (Thailand) (SMT) will assemble the Celerio (which is also made in India) from next May. It will also build the model for Europe,

starting in the second half of this year. With the newly-developed one-litre engine, the car achieves fuel consumption of 5 litres/100km, one of the requirements for cars that meet the Thai government-approved eco-car project criteria.

International Market Reviews

ANALYSIS: The 35th International Bangkok Motor Show

26 March 2014, by Tony Pugliese, *Just-auto.com*

The 35th Bangkok International Motor Show got underway this week in a much more somber mood than last year. just-auto's ASEAN markets specialist, Tony Pugliese, was there to take the Thai auto industry's temperature and walk the halls.

The Federation of Thai Industries (FTI) had just announced a 45% drop in domestic vehicle sales in February to 71,680 units, with cumulative two-month sales also 45% lower at 140,188 units.

This time last year, the market was enjoying record volumes, with deliveries of vehicles sold under the government's now-discontinued first-time buyer incentives programme approaching peak levels. The country recent political unrest undoubtedly has also taken its toll on the automotive market, with business and consumer confidence at a five-year low. The FTI's monthly survey of business outlook sentiment showed a further drop in February, to below 86 points - well below the 100-point negative outlook threshold. While anti-government demonstrators have now dismantled their road blocks across the country's capital, few executives at the show would speculate that the worst of the unrest is now in the past. Most choose to focus on the long-term opportunities in this market and across the region. The country remains politically divided. The protests in Bangkok ended in political stalemate, meaning that tensions will likely continue to simmer under the surface.

Luxury takes centre stage

Luxury brands took centre stage at the show, with Rolls Royce, Bentley, Aston Martin and Jaguar Land Rover (JLR) lightening the mood with their latest efforts in luxury motoring. After all, the upper segments of the market are expected to continue to perform well this year. Rolls Royce dazzled its audience with its plush Ghost Majestic range and Aston Martin with its new Q model. Porsche unveiled the Macan SUV to the region alongside the larger Cayenne model and the GT3.

One of the Show's biggest head-turners was the stunning BMW i8 hybrid sports car, which also made its regional debut this week. I was informed that it does 0-60 in 4.6 seconds; unfortunately I didn't have the opportunity to verify this.

The 220i coupe and 4-series convertible were also displayed here for the first time. Mercedes-Benz unveiled the new GLA and G-class models, which were displayed alongside the new C-class range.

Eco Car II gets off the ground

At the opposite end of the scale, two important announcements were made at the show. Both GM-Chevrolet and Suzuki confirmed that they will be participating in phase II of Thailand's Eco-Car programme.

GM confirmed it will make a completely new model at a new facility in Thailand, which will eventually need to have a minimum production capacity of 100,000 units per year. Suzuki said it will produce the Celerio small car in Thailand as its second eco-car, following the launch of production of the Swift eco car in 2012. The Celerio is currently made by Maruti Suzuki in India. The car will be exported from here to Europe, throughout South-east Asia and to Australia New Zealand. These are the only two companies to have submitted applications for Phase II of the Eco-Car programme so far, with the end-of-March deadline approaching fast. Honda and Mitsubishi, already Phase I participants, are understood to be preparing applications for Phase II, while Ford is also said to be interested.

Tata Motors, present at the show only through JLR, has decided not to join the eco-car programme due to its tough minimum production requirements and no doubt discouraged also by the disappointment of its Nano model.

Compact cars

Toyota displayed the recently launched all-new Vios and Yaris models at the show, as well as the Corolla Altis Esport. Similarly, Honda's centerpiece was its all-new City four-door saloon, which went on sale in January, and the facelifted Civic model. A new Jazz is expected to be launched later this year.

The new Mazda 3, which went into production at AutoAlliance (Thailand) Ltd last week, took centre-stage on the Mazda stand.

Shanghai Automotive's (SAIC) MG Motor made a bold splash at the show, placing strong emphasis on the Britishness of the MG brand. The MG6 itself, the only model on display, is based on the company's Roewe 550 model, however. The MG6 will be assembled at a new plant in Rayong from June of this year and the company is currently recruiting local dealers. Other markets in the ASEAN will likely be targeted from next year. The new production facility is the result of joint venture between SAIC and the Charoen Pokphand Group, one of Thailand's largest companies: SAIC Motor-CP Co. Ltd. President of SAIC Motor-CP Co. Ltd, Mr Wu Huan said: "The public debut of the MG6 in Thailand is the opportunity for the Thai market to see the new MG6 before it arrives on Thai roads. All nine cars on display were built locally at the production facility in Rayong province. The presence of MG in this year's Bangkok International Motor show is a key part of MG's 90 year anniversary celebrations in 2014."

SUVs

Ford displayed its EcoSport entry-level SUV at the show, with Thailand to become the production hub for this model for the ASEAN markets, Australia and New Zealand. This model first went into production in Brazil, followed by China and India. Ford also unveiled its new Everest premium mid-sized SUV "concept" developed by Ford's Australian unit and based on the Ranger pickup platform. This too will be produced in Thailand for regional markets. Chevrolet also displayed its facelifted Captiva SUV.

Russia's Update

Russia's "weak" auto parts industry is expected to improve as Tier 1 suppliers such as Visteon and Robert Bosch increase their presence in the market and component makers such as GKN Driveline, TRW Automotive and Getrag consider setting up operations there. The suppliers are being drawn to Russia by automakers that hope to capitalize on forecast growth. Russia's new-vehicle sales are expected to rise to 4.4 million by 2020 from 2.9 million last year, according to consultancy Boston Consulting Group. If that happens Russia would pass Germany to become Europe's largest new-car market.

The problem is that only about 25 percent of the parts on locally built cars are produced in Russia. That figure, however, is expected to rise to 30 percent to 35 percent in the next 18 to 24 months, BCG analyst Nikolaus Lang said in an interview. Lang authored a report last summer that singled out local parts sourcing as a big problem in Russia, but he told Automotive News Europe that the situation is getting better: "The localization of international suppliers is improving."

Changes under way

Bosch is currently building a second automotive parts factory in Russia. The new plant will be based in Samara, the same state as Renault-Nissan-AvtoVAZ's massive Togliatti factory. Bosch said that by 2015 it plans to invest about 40 million euros in the new location, where it will make antilock braking systems and alternators, mainly for local customers.

Visteon strengthened its position in Russia last October when it increased its stake to 69 percent from 49 percent in its interior electronics joint venture with Russia's Avtopribor. The move made Visteon a majority shareholder in one of Russia's leading cockpit electronics suppliers, said the company, whose customers include Ford Motor and Renault-Nissan-AvtoVAZ.

Among the suppliers investigating whether to build a factory in Russia is GKN Driveline. "As the car companies move into Russia they're looking for companies like GKN to move with them to supply local content," James Voeffray, head of program management and strategy at the driveshaft maker, told Automotive News Europe. Separately, GKN Driveline CEO Andrew Reynolds Smith said the company would reveal its plan for Russia soon.

Other suppliers are eyeing Russia. Transmission maker Getrag is working on a plan for Russia. "I think we would be able to announce something in the next three years," Getrag CEO Mihir Kotecha told Automotive News Europe.

Safety specialist TRW Automotive also is interested in the market. "We have no reason not to support manufacturing in Russia," Peter Lake, TRW executive vice president of sales and business development, told Automotive News Europe. "It's just a question of time."

Massive investments

BCG's recent report said that in the last two years Ford, General Motors, BMW, Renault-Nissan, Toyota, Mazda, Hyundai/Kia, PSA/Peugeot-Citroen, Mitsubishi, and Volkswagen/Audi have established or expanded capacity in Russia. Overall, \$10 billion (7.6 billion euros) has been committed to manufacturing up until 2020. "After the crisis in 2009, carmakers now believe in the relative stability of market volumes, so that triggers the attention of the suppliers," Lang said.

Carmakers are looking to source more parts from Russia to cut costs and to meet a government-mandated target of having 60 percent local content to qualify for reduced import

tariffs. Ford is working toward meeting that target. "We continue our plan to localize materials in Russia to reduce logistics costs," Ford Russia CEO Ted Cannis told Automotive News Europe. "We continue to be pleased with the quality and commitment of our suppliers." Most individual brands' market share in Russia, however, will never be big enough to commit to building engine or transmission plants in the country. "In Brazil, where GM, VW and Fiat dominate the market with roughly 1 million cars sold each, they can warrant engine plants. In Russia, with the exception of Renault-Nissan-AvtoVAZ, all the other major OEMs are around 10 percent [market share] and then it's much more difficult to justify," Lang said. Currently AvtoVAZ, which makes the country's top-selling Lada brand, is the only carmaker with engine output in Russia, although VW will add an engine plant near its factory in Kaluga with an annual capacity of 150,000 units starting next year.

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](#):

Bangladesh - Procurement of four wheel drive vehicles and minibuses

<http://www.ukti.gov.uk/uktihome/businessopportunity/739060.html>

The Second Teaching Quality Improvement in Secondary Education Project invites sealed bids from eligible Bidders for Procurement of Four Wheel Drive Vehicles and Minibuses under the Project.

The Procurement opportunity consists of:

- Lot 1 35 Four Wheel Drive Vehicles
- Lot 2) 3 Micro Buses Size of Operation:

Average annual turnover (converted into US Dollars) defined as the total payments received by Bidder for contracts completed or under execution over the last 3 (three) years. The average annual turnover for each Bidder who wish to submit Bid shall be at least US\$ 8.313 million for Four Wheel Drive Vehicles and US\$ 0.488 million for Minibuses. Contractual Experience: At least 3 (three) number of contracts for 30 (thirty) units for Lot-1 & 3 (three) units for Lot-2 of goods similar to those described in Section 6 for the relevant lot, and successfully completed as main supplier within the last three years.

Bangladesh - 10 4 wheel drive motor vehicles & 2 minibuses

<http://www.ukti.gov.uk/uktihome/businessopportunity/739120.html>

Procurement of 10 nos. of 4- wheel drive motor vehicles & 2 nos. of minibuses for a water authority.

A Water Authority in Bangladesh has invited an international tender for procurement of 10 nos. of 4 wheel drive Motor Vehicles & 2 nos. of Minibuses. Cost of tender document: BDT 5000.00

Dominican Republic – Export of fuel catalysts

<http://www.ukti.gov.uk/uktihome/businessopportunity/732440.html>

A local company is interested in importing fuel saving catalysts for light and heavy vehicles, electric generators and other vehicles and equipments using diesel or gasoline to the Dominican market.

The company is willing to be a local agent of British companies interested in this market.

Ethiopia - Supply of skip loader tucks, vacuum truck and land fill compactor

<http://www.ukti.gov.uk/uktihome/businessopportunity/726280.html>

An Ethiopian company has announced a tender for the procurement of Skip Loader Trucks, Vacuum Truck and Land fill Compactor.

Ethiopia - Ambulance

<http://www.ukti.gov.uk/uktihome/businessopportunity/733340.html>

Supply of an ambulance for the UN

The UN Economic Commission for Africa (UNECA) in Addis Ababa, Ethiopia seeks a contractor to supply an ambulance. Companies interested in this opportunity and planning to participated in the solicitation process should complete the Vendor Response Form of the Expression of Interest and submit it via email or fax to UNECA before the closing date, 14 April 2014.

Germany – Agent looking for UK suppliers to the automotive and machine tool industry

<http://www.ukti.gov.uk/uktihome/businessopportunity/724880.html>

Based north of Stuttgart, this agency is looking for suppliers of Automotive Interior parts, exterior parts, powertrain and prototyping. The agent draws on extensive experience, gathered from working for various OEMs as well as first-hand knowledge of the automotive sector in Germany and the US. Products are sold directly to manufacturers or through Tier 1/Tier2 suppliers, as well as to the machine tool industry. The agency was founded in 2011 and consists of 2 staff. Amongst their clients are a number of German automotive OEMs as well as major Tier 1 suppliers. Furthermore, good contacts exist to the big machine tool manufacturers, as well as to two major factory automation companies based in the Stuttgart area. Their portfolio already includes products such as ball pins, hinges, customized machines, assembly machines and they are now specifically looking for suppliers of:

- Interior parts and systems for prototyping or serial production
- External parts for systems for prototyping or serial production
- Linear motion systems sold to machine tool industry

Hong Kong - 2 units of mobile x-ray medium trucks

<http://www.ukti.gov.uk/uktihome/businessopportunity/731420.html>

2 units of mobile x-ray trucks are required by the Hong Kong Custom and Excise Department. The mobile x-ray medium trucks are designed to facilitate the detection of illicitly imported drugs, firearms, precious metals and other contrabands into Hong Kong at various locations.

such as warehouses and cargo terminals. It shall be capable of carrying one driver and five passengers and all necessary equipment / facilities ,e.g. x-ray inspection system, diesel generator, control console and other features. The completed vehicle shall be designed and built for operation on the road of Hong Kong and in Hong Kong climate.

India- Opportunity for automotive design houses for development of mid-size buses and LCV vans

<http://www.ukti.gov.uk/uktihome/businessopportunity/731540.html>

An Indian automotive OEM is looking for working with design houses or companies who are into interiors of buses and LCV vans, for development of 34 seat monocoque bus.

The Indian company is a market leader in mid-size buses and is looking to augment its portfolio by adding 34 seat bus. For this they are looking for design houses who are into interiors of buses and will also cover the roof lining,side panelling, aesthetical improvements, flooring etc. Currently, they manufacture buses from 12 to 25 seat capacity. This company sells around 24000 vehicles a year which includes public transport and specialist applications like ambulances. The commercial vehicle market in India is close to 900,000 units pa and is expected to grow to 1.5 million by 2020.

India- Opportunity for automotive companies to develop BIW for mid-size buses and LCV vans

<http://www.ukti.gov.uk/uktihome/businessopportunity/732200.html>

An Indian automotive OEM is looking for working with automotive companies specialising in BIW for development of 34 seat monocoque bus body.

The Indian company is market leader in mid-size buses and is looking to augment its portfolio by adding 34 seat bus. For this project they are looking for UK-based companies experienced in BIW. An ideal partner should be experienced in joineries. Currently, they manufacture buses from 12 to 25 seat capacity. This company sells around 24000 vehicles a year which includes public transport and specialist applications like ambulances. The commercial vehicle market in India is close to 900,000 units pa and is expected to grow to 1.5 million by 2020.

India - Opportunity for supplying vehicle interior products for coaches, cars and SUV's

<http://www.ukti.gov.uk/uktihome/businessopportunity/732820.html>

An Indian OEM which is into manufacturing mid-size commercial vehicles, SUV's and coaches is looking for suppliers of vehicle interior products like carpets, mattings and other allied products for integration on their vehicles. The Indian company is market leader in mid-size coaches. Currently, they manufacture buses from 12 to 25 seat capacity. This company sells around 24000 vehicles a year which includes public transport and specialist applications like ambulances. The commercial vehicle market in India is close to 900,000 units pa and is expected to grow to 1.5 million by 2020.

India - Distributor/ representative available automotive parts

<http://www.ukti.gov.uk/uktihome/businessopportunity/733880.html>

A leading distributor/ representative of Automotive/ Industrial Parts in Western India is keen to partner with UK companies looking at the Indian market.

A leading company based in Western India are distributors of automotive parts. Their product category comprises of diesel engine parts, automotive parts and industrial parts such as electric heaters (hazardous area certified), temperature control valves, pressure / temperature transmitters, gauges, switches, vibration monitoring systems, pressure sensing valves, flameproof alternators, spark arrestors, magnetic pick-ups, wheel cylinders, etc. Currently, they are presently representing several overseas organisations from UK, USA, and Germany. Their client list consists of all the diesel engine manufacturers, Tier-1 suppliers, automotive manufacturers such as- Cummins India, Tata Motors, KOEL, Burckhardt Compressors, Atlas Copco, Triveni Turbines, Southern Lubrication, Lincoln Helios, Flowserve Pumps, Dresser-Rand India, Bharat Heavy Electricals Etc. They are interested in representing UK companies from the automotive sector that are looking at the Indian market.

India – Tender for the supply of solid forged wheels

<http://www.ukti.gov.uk/uktihome/businessopportunity/741240.html>

Global tender invited by an Indian Government Ministry for the procurement of solid forged wheels for milk tanker wagons . Additional information Quantity required 400 nos Last Date and Time of submission of tender – 15 May 2014, 1430 hrs IST

Ireland - Supply of up to 200 low floor new city buses for 2015

<http://www.ukti.gov.uk/uktihome/businessopportunity/737940.html>

Supply of up to 170 new double / 30 new single decker city buses.

The buyer seeks expressions of interest from parties who satisfy specified selection criteria, to take part in a tender competition for the supply of up to 170 Double Deck low floor city buses, and up to 30 Single Deck low floor city buses.

Lebanon - One double decker bus for touristic purposes new or used.

<http://www.ukti.gov.uk/uktihome/businessopportunity/737841.html>

A Lebanese restaurant owner is looking for a double decker bus to be imported from the UK. The bus can be either in new or used condition.

Saudi Arabia - Looking for manufacturing partner of tyres

<http://www.ukti.gov.uk/uktihome/businessopportunity/734280.html>

Saudi company looking for a UK manufacturing partner of tyres.

Leading Saudi company in the field of manufacturing is looking to partner with a UK manufacturer who would be willing to set up a plant in Saudi Arabia.

USA – Vehicle seat component needed

<http://www.ukti.gov.uk/uktihome/businessopportunity/737580.html>

Major US defence contractor is interested in obtaining an air bag type seat cushion for armoured combat vehicle applications. The manufacturer has need for an air bag type seat cushion. The seat cushion must be adjustable in both firmness and height by the crewman. The cushion will likely be retrofitted into various troop, commander, and driver seats where the current cushion can be removed.

Specific requirements include:

- Provide shock and vibration isolation during a mine blast
- Adjustable to the individual soldier
- Reduce pressure points on the soldier to increase comfort
- Does not induce bouncing during vehicle movement
- Increase thickness of cushion to raise soldier in crew station
- Rapid release of air pressure
- Provide high resistance to puncture
- Single air pressure distribution system
- Flame resistant material

USA – Functionally graded metals required for vehicle applications

<http://www.ukti.gov.uk/uktihome/businessopportunity/737560.html>

Major US defence contractor is interested in suppliers developing functionally graded metals. A manufacturer of defence land systems is interested in identifying graded metals to be potentially used in various vehicle applications. Responses should include base material type (Ti, Aluminium, Steel etc), method of grading material bonded plates (sintering etc), mechanical properties that are modified (thickness, harness, strength etc) and any material or processing limitations. The contractor is also interested in the maturity of the design and the volume of material produced to date

USA – Industrial and rough terrain forklifts for the UN

<http://www.ukti.gov.uk/uktihome/businessopportunity/739500.html>

The UN Procurement Division seeks Expressions of Interest (EOI) from qualified companies for the provision of industrial and rough terrain forklifts of 3-30 tons lifting capacity, including spare parts and ancillary services in support of UN field missions. 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 before the closing date, 30 April 2014.

WTO Non Tariff Barrier notifications updates

EUROPEAN UNION

G/TBT/N/EU/206

28 March 2014

Proposal for a

Regulation of the European Parliament and of the Council amending Regulations (EC) No 715/2007 and (EC) No 595/2009 as regards the reduction of pollutant emissions from road vehicles.

This Proposed Regulation concerns a number of amendments to Regulation (EC) 715/2007 and Regulation (EC) 595/2009 with respect to the reduction of pollutant emissions from road vehicles. The above-mentioned text groups emission related issues that should be corrected and complemented within the Euro VI and Euro 5/6 legislation. The draft proposal includes the following measures:

1. Clarification that the ammonium emission limits introduced in the Euro VI legislation should apply only to the compression ignition engines;
1. Removal of the upper mass limit of Regulation (EC) No 715/2007 in order to allow manufacturers to type-approve vehicles under LD or HD legislation upon the choice of the manufacturer;
2. Introduction of more severe low temperature emission limits for Euro 6 LD vehicles;
3. Introduction of NO₂ emission limits for Euro 6 LD vehicles;
2. Introduction of an alternative route for measuring total hydrocarbons (THC) emissions for Euro 5/6 vehicles.

THE SEPARATE CUSTOMS TERRITORY OF TAIWAN, PENGHU, KINMEN AND MATSU

G/TBT/N/TPKM/157

24 March 2014

Draft Amendments to Articles 4, 5, 6 and 7 for the "Fuel Economy Standards and Regulations on Vehicle Inspection and Administration" Having recognized the global concern to cut the CO₂ emission and the energy saving issues, the proposed amendments regulate the new vehicle fuel economy standard and the conducting mechanism to fulfill the corporate average fuel economy regarding the light duty vehicle and motorcycle (mentioned in Articles 4, 5, 6 and 7)

USA

G/TBT/N/USA/899

24 March 2014

School Bus Minimum Standards

Amends rules pertaining to school bus minimum standards including general provisions, construction standards, and school buses used to transport pupils with special needs.

JCCC updates

Customs Information Paper (14) 20

New address and contact details for the National Clearance Hub.

Effective immediate. Relevant to all those who have dealings with the National Clearance Hub (NCH) in Salford.

Customs Information Paper (14) 18

Inward Processing -Prior Export Equivalence (PEE) Completion of INF5 and relevant details on the application for authorisation (C & E 810)

This paper details the requirements for completing the INF5 and associated C&E 810. Effective immediate. Relevant to anyone involved in Inward Processing (IP) using the INF5

Customs Information Paper (14) 17

Inward Processing (IP) / Processing under Customs Control (PCC) Throughput periods and Storage

This paper summarises the policy concerning IP/ PCC throughput periods and storage. Effective immediate. Relevant to all Inward Processing (IP) / Processing under Customs Control (PCC) authorised traders

Customs Information Paper (14) 16

Update on the Customs Duty Repayments new database

Implementation of a new repayment database. Follow up to CIPs (13) 48 and 13 (56). Effective immediate. Relevant to Importers and Agents submitting applications for the repayment of Customs Duty

Customs Information Paper (14) 14 re-issued

Update on Low Value Bulking of Imports (LVBI)

Clarification on the completion of the import declaration and update of Terms and Conditions. Effective Monday 17 March 2014 (There is also advanced notification of changes to take place in August 2014 within this document)

Customs Information Paper (14) 14

Update on Low Value Bulking of Imports (LVBI)

Clarification on the completion of the import declaration and update of Terms and Conditions. Effective immediate. Relevant to LVBI approved operators and their agents or representatives. Those who seek LVBI approval for the first time.

Customs Information Paper (14) 13

Publication of Notices 221 Inward Processing, Notice 235 Outward Processing Relief and Notice 237 Processing Under Customs Control

Customs policy has updated Notice 221 Inward processing, Notice 235 Outward processing and Notice 237 Processing under customs control. Effective immediate. Relevant to anyone using Inward Processing, Outward Processing or Processing Under Customs Control

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.

April 2014:

Klagenfurt Austria

Auto & Bike

11.04.2014 - 13.04.2014

Brazil AUTOMECA (Autoparts Intl Trade Fair)

16-20 April 2014

URL: www.automecfeira.com.br

Brazil AUTOMECA Heavy And Commercial Vehicles

1-5 April 2014

www.automecpesados.com.br

Schweinfurt Germany

Car Leisure Sports

04.04.2014 - 06.04.2014

Nairobi Kenya

Autoexpo

27.04.2014 - 29.04.2014

www.expoqr.com/kenyaauto

Taipei, Taiwan

AutoTronics

09.04.2014 - 12.04.2014

www.taipeiampa.com.tw

Bangkok Thailand
Thailand Auto Parts & Accessories

28.04.2014 - 01.05.2014

www.thailandautopartsfair.com

Istanbul Turkey
automechanika

10.04.2014 - 13.04.2014

www.automechanika.messefrankfurt.com

May 2014:

Beijing, China
EV China 2014 New Energy Auto Show

7.05.2014 to 9.05.2014

Exhibition for EV and related infrastructures

Dar-es-Salaam, Tanzania
17th AutoExpo Africa

08.05.2014 - 10.05.2014

East Africa's International Automotive, Spares & Accessories Expo

www.exhibitcal.net/ta

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

Leipzig Germany
Amistyle

31.05.2014 - 08.06.2014

www.leipziger-messe.de

Leipzig Germany
Amicom

31.05.2014 - 08.06.2014

www.amicom-leipzig.com

Exhibition for the in-car electronics industry

Astana Kazakhstan

Autoworld Astana

13.05.2014 - 15.05.2014

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

June 2014:

Curitiba Brazil

Autopart

04.06.2014 - 07.06.2014

Dubai, UAEi

Automechanika

03.06.2014 - 05.06.2014

www.automechanika.messefrankfurt.com

July 2014:

AAIA

Automotive Aftermarket Industry Association

Latin Auto Part Expo

Atlapa Convention Center

Panama City, Panama

09.07.2014 – 11.07.2014

A new exhibition that will provide manufacturers and distributors direct access to the Latin American and caribbean OEM, 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

August 2014:

Moscow Russian Federation

Interauto

28.08.2014 - 31.08.2014

www.eng.interauto-expo.ru

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

September 16-20, 2014

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

10.10.2014 - 12.10.2014

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

12.11.2014 - 15.11.2014

www.automechanika.messefrankfurt.com**Frankfurt, Germany****EuroMold 2014****25. 11. 2014 – 28. 11. 2014**

Moldmaking, Tooling, Design and Application Development exhibition.

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

21.01.2015 - 24.01.2015

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

04.02.2015 - 07.02.2015

www.messe.no/en/Automessen

March 2015:**Kuala Lumpur Malaysia****automechanika Malaysia**

19.03.2015 - 21.03.2015

www.automechanika.messefrankfurt.com**Saint Petersburg Russian Federation****Autoprom Russia**

12.03.2015 - 14.03.2015

www.autoprom.restec.ru/en**June 2015:****Nuremberg Germany****Automotive Engineering Expo**

09.06.2015 - 11.06.2015

www.automotive-engineering-expo.com/**October 2015:****Oslo Norway****Oslo Motor Show**

23.10.2015 - 25.10.2015

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

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