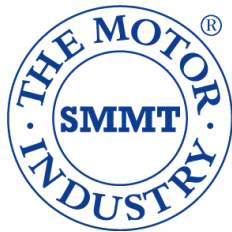




# **SMMT INTERNATIONAL BULLETIN**



## **In This Issue .....**

**Automechanika 2010: [www.smmt-expo.co.uk](http://www.smmt-expo.co.uk)**

**Diary Dates for 2010**

**International Environmental Vehicle Conference:  
23 & 24 Nov**

**Open Forum – 25 February 2010**

**Report on Euromold 2009**

**December 2009 Issue**

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# **EDITORIAL**

## **As Easy as A to B**

Whenever I am in the air, jetting somewhere that is, I usually get the satisfying feeling that I am going somewhere as fast as possible. This feeling of satisfaction is because in today's world there seems little patience and not enough time to actually do everything one wants. This satisfaction feeling dissipates however, when you reach your destination airport and have to circle to wait for a landing slot, it is a 10 minute dawdle along the apron the gate, there is a plane at your arrival gate which has not 'pushed back yet', and when you do finally park there are no airplane steps available, and a long queue at passport control because of lack of staff. These are some of the frustrations at your destination, (having already endured the frustrations at the origin of the flight).

So flying from A to B is not about whizzing through the air at hundreds of miles an hour, it is about a great deal of 'back room' detail activity to be co-ordinated to make the journey as stress free as possible. When it does not all work well we sometimes complain, but when it all goes like clockwork we notice but rarely say anything.

Being an ATO (Accredited Tradeshow Organiser), the International Department of the SMMT is a little part of that journey, because from leaving your office (point A) to arriving at the Expo site (point B), the least amount of detail you have to be involved with the better. This is why we put together packaged services whenever we take an exhibiting group to a foreign country. Sometimes this still does include flight and hotel organisation, but even if not, advice is normally on hand to help the exhibitor book themselves.

The largest UK exhibitor group of any show that UKTI/SMMT supports is the bi-annual Automechanika Frankfurt, and the organisation for that show began at SMMT during July 2009, 14 months before the date of the show (September 2010). More than 70 UK companies took part in 2008, but already it seems as if the 2010 show will be a sell-out. This is contrary to the gloomy forecast other shows predict for 2010, and certainly is contrary to the reduced participation at the EquipAuto, Paris Show last October.

The reason for this is simple. Companies are being choosier about where they will spend their limited export/exhibition money, and Frankfurt is the one European show that no-one wants to miss out on.

SMMT therefore takes pride in making sure that when the exhibitor gets to his/hers exhibition destination, he spends the bulk of his energy promoting/selling his product, and not organising the detail. We cannot sell your product for you, but what we can do is to make the transition from A to B that much smoother.

SMMT is looking carefully at future shows, seeking the best-value, most appropriate and most productive, so the future exhibition calendar will be always changing (for example, see article regarding Euromold).

It is always useful to hear feedback from shows visited, or exhibited at (with or without SMMT), in order to assist with the evaluation of continuation, so please e-mail us [international@smmt.co.uk] with comments.

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## DIARY DATES FOR 2010

**Customs & Tariffs Working Group** will meet at 10.30 am on

<b>Wednesday</b>	<b>10 March</b>
<b>Wednesday</b>	<b>16 June</b>
<b>Wednesday</b>	<b>8 September</b>
<b>Wednesday</b>	<b>8 December</b>

**Design Engineering Group** will meet at 10.30 am &

**International Business Group** - will meet at 13.30 pm on

<b>Tuesday</b>	<b>9 February</b>
<b>Tuesday</b>	<b>15 June</b>
<b>Tuesday</b>	<b>26 October</b>

**Electric Vehicle Group** will meet at 10.00 am on

<b>Thursday</b>	<b>4 March</b>
<b>Thursday</b>	<b>27 May</b>
<b>Thursday</b>	<b>2 September</b>
<b>Thursday</b>	<b>25 November</b>

## GENERAL ROUND-UP

### Open Forum – 25 February 2010

SMMT is planning another of its successful Open Forum events for the afternoon of 25 February 2009. It will be held at the Department of Business, Innovation and Skills in London. It will provide a forum for supply chain companies to understand the work of the Automotive Council and its support bodies, the opportunities available and how they can engage with the work being done. The agenda is still being finalised but confirmed speakers are, Richard Parry-Jones, co-chair of the Automotive Council, Bill Parfitt, chair of the Supply Chain Council and Jerry Hardcastle chair of the Technology Council. If you are interested in attending the event please e-mail Claire Balch on [cbalch@smmt.co.uk](mailto:cbalch@smmt.co.uk).

### **The duties of Senior Accounting Officers of qualifying companies liable to taxes and duties in the UK**

Introduced at Budget '09, Senior Accounting Officers of large companies are required under Schedule 46 of the Finance Act 2009 to establish and maintain appropriate tax accounting arrangements. A qualifying company must notify HMRC of the name of any person/s acting as SAO for each financial year.

Schedule 46 specifies the taxes and duties covered by the legislation. These naturally include Corporation Tax, VAT, PAYE etc. but many SAOs may not fully appreciate that Customs Duties and data on import and export declarations are also part of the new responsibility reporting requirements. The SMMT Customs & Tariff Group will be considering the implications of these regulations in their next meeting.

All large Companies affected by this legislation change and any company involved with import and export duties and documentation are encouraged to attend this meeting.

Further details from David Croxson at [dcroxson@smmt.co.uk](mailto:dcroxson@smmt.co.uk).

## **UKTI International Automotive Tradeshow grants announced**

SMMT will be leading UK groups to the following automotive tradeshows in 2010/11 and we have just been advised that a limited number of UKTI funded Tradeshow Access Programme (TAP) grants will be available for eligible participating UK SMEs as follows:

1. SIAT symposium and exposition Pune India from 19/01/2011 to 22/01/2011  
TAP grants available of £1,400 each
2. Automechanika Dubai UAE from 25/05/2010 to 27/05/2010 TAP grants available of £1,400 each
3. Automechanika Frankfurt Germany from 14/09/2010 to 19/09/2010 TAP grants available of £1,000 each.
4. EVS 25 Electric Vehicle Symposium & Exhibition Shenzhen China from 05/11/2010 to 09/11/2010 TAP grants available of £1,400 each

Please contact [pshaw@smm.co.uk](mailto:pshaw@smm.co.uk) for further information and to register early interest in participating and securing one of the limited number of TAP grants available.

## **UKTI videos on You Tube**

You can also view the following videos at UKTI's YouTube channel:

<http://www.youtube.com/user/UKTIWeb>

- Doing Business in Mexico
- Doing Business in Brazil
- China - new opportunities
- Spotlight on Doha
- Focus on South East Asia and South Korea
- Focus on the Gulf States
- Focus on China and Hong Kong
- Turkey - more than you know

## **SMMT Web site**

Please visit SMMT website at [www.smm.co.uk](http://www.smm.co.uk), which gives you up to date information on the latest developments.

## **Coming in 2010 - [www.smm-expo.co.uk](http://www.smm-expo.co.uk)**

A web site dedicated to technical pages covering group exhibits, and info about future exhibitions. It will also be an opportunity for product promotion, airing views on exhibitions attended. It will be accessible from the main SMMT website and directly on the internet.

A monthly newsletter will be included on the site, highlighting export opportunities in a wide range of global markets and their related events plus a selective listing of events with web contact details. The newsletter will also include regular "news" on the selected SMMT supported events.

## **Technical Barriers to Trade - WTO notifications as advised by BIS**

### **Canada**

G/TBT/N/CAN/288 - 3 December 2009

The objective of the proposed Regulations Prescribing Circumstances for Granting Waivers Pursuant to Section 147 of the Act (hereinafter referred to as the proposed Regulations) is to prescribe circumstances under which the Gasoline Regulations, Sulphur in Gasoline Regulations, Sulphur in Diesel Fuel Regulations and Fuels Information Regulations No. 1 [hereinafter collectively referred to as the fuels Regulations] made under sections 140 or 145 of the Canadian Environmental Protection Act, 1999 (CEPA 1999) can be temporarily waived. Section 147 of Part 7, Division 4, of CEPA 1999 states: "The Minister may, in prescribed circumstances, grant a temporary waiver from any of the requirements of a regulation made

under section 140 or 145 on any conditions and for any period that may be determined by the Minister.” The proposed Regulations would allow the Minister of the Environment to grant temporary waivers under the authority of CEPA 1999 if there is an actual or anticipated fuel supply shortage during a declared emergency, and/or at the request of the Minister of National Defence if there is an actual or anticipated fuel shortage that could affect national defence operations.

It is intended that all waivers that are granted, and all conditions that apply to those waivers, except those applying to the Department of National Defense, be published in the Canada Gazette as well as being posted on Environment Canada’s Environmental Registry.

## **Canada**

G/TBT/N/CAN/233/Add.1 - 3 December 2009

Regulations Amending the Motor Vehicle Safety Regulations (Standard 216 — Roof Crush Resistance and Standard 220 — Rollover Protection). The proposed amendment notified in G/TBT/N/CAN/233 (dated 3 April 2008) was adopted 11 November 2009 as the Regulations Amending the Motor Vehicle Safety Regulations (Standard 216 — Roof Crush Resistance and Standard 220 — Rollover Protection). These Regulations entered into force on 11 November 2009. The full text of the adopted measure can be downloaded from the Internet addresses indicated below: <http://www.gazette.gc.ca/rp-pr/p2/2009/2009-11-11/html/sor-dors291-eng.html>

## **Oman**

G/TBT/N/OMN/79 - 20 November 2009

This Omani/Gulf draft technical regulation concerns with general requirements for new tyres for multi-purpose vehicles, Light Trucks, Heavy Trucks, Buses and trailers. This regulation is not applicable for tyre types identified by speed category less than 80km/h.

## **Oman**

G/TBT/N/OMN/78 - 20 November 2009

This Omani/Gulf draft technical regulation concerns with methods of testing new tyres for multi-purpose vehicles, Light Trucks, Heavy Trucks, Buses and trailers. This regulation is not applicable for tyre types identified by speed category less than 80km/h.

## **Oman**

G/TBT/N/OMN/77 - 19 November 2009

This Omani/Gulf draft technical regulation concerns with nomenclature, designation, marking, dimensions, load capacities and inflation pressures of new tyres for multi-purpose vehicles, Light Trucks, Heavy Trucks, Buses and trailers. This regulation is not applicable for tyre types identified by speed category less than 80km/h.

## **European Communities**

G/TBT/N/EEC/206/Add.1 - 9 November 2009

The European Communities would like to inform the Members of the TBT Committee that Regulation (EC) No 661/2009 of the European Parliament and of the Council concerning type-approval requirements for the general safety of motor vehicles, their trailers and systems, components and separate technical units intended therefore was adopted on 13 July 2009 and published in the Official Journal of the EU L 200 on 31 July 2009. The text of the regulation is available on the EC-TBT website in English, French and Spanish: <http://ec.europa.eu/enterprise/tbt/>

## **MARKET REVIEW**

### **BOSNIA**

There is a new UKTI Sector Report Automotive - Bosnia and Herzegovina. You can find this and other UKTI reports in SMMT web site: [www.smmmt.co.uk](http://www.smmmt.co.uk).

## **BRAZIL**

### **“They’ve an awful lot of.....well, cars in Brazil”**

Back in 1960, Frank Sinatra was crooning about the abundance of coffee in Brazil. (And there is still plenty of that – 46 million bags produced last year.) But, today, it is Brazil’s booming vehicle sales that are hitting the high notes and attracting attention.

Whilst most global automotive markets have been shrouded in gloom throughout 2009, annual vehicles sales in Brazil are slated to rise 7%, breaking the 3 million barrier ; and this upward trend is expected to continue in 2010. This growth is coupled with a new-found economic stability, readily available credit for both consumers and businesses, and a strong currency that increases the competitiveness of imported products.

Britain’s historical, cultural and economic ties with Brazil are comparatively modest, with the result that the Brazilian market is generally not a top target for British businessmen. But, in the current economic climate, it may be worth a closer look.....and SMMT has been helping automotive companies to do just that.

As part of the recent UKTI-sponsored Advanced Engineering Showcase in Sao Paulo, SMMT led a small group of automotive companies to investigate the market. Their programme included visits to some of the local VM’s, component manufacturers and engineering centres, plus discussions with the leading automotive trade associations and transport authorities. Participants clearly found their visit beneficial – “a very useful exercise”, “a successful trip”, “very pleased with a worthwhile experience” were comments made during the initial feedback.

SMMT staff also took the opportunity to conduct in-depth market research and interviews, and their finding will be included in a Brazil Market Report due to be published soon.

For more details on the report, or on the Brazilian auto sector in general, please contact Pat Shaw on 020 7344 9260, email pshaw@smmt.co.uk.

## **CHINA**

### **Low Carbon Partnership Development**

Following the successful work conducted in 2008/9, SMMT has successfully obtained UKTI funding to complete a detailed study of the Chinese Low Carbon market so that a Chinese Technology Roadmap can be developed showing the key areas of development and to identify potential areas of collaboration for UK companies. This work is currently underway and results should be available by the end of January 2010.

Following the issue of this report targeted missions/events will be arranged to help UK companies link up with leading Chinese companies through a range of showcase events in China and in the UK next year. The details of this programme are still being finalized.

For further details please contact Les Parfitt on tel. 020 7344 9233 or email lparfitt@smmt.co.uk

## **DUBAI, UAE**

### **Commercial Vehicles Middle East 9-11 March 2010**

SMMT International has secured a limited number of TAP grants of £1400 from UKTI for eligible exhibitors and is leading a small UK exhibitor group to this new show - the region’s only specialised commercial vehicles exhibition & conference, attracting trade visitors and delegates from the Middle East, Africa and South Asia.

The exhibition targets key procurement and logistics professionals from this region, who will be attending the event specifically to source new suppliers, products, information and services related to the commercial vehicles industry.

Held at the impressive International Convention and Exhibition Centre, Dubai, UAE the Exhibition will feature an indoor vehicle display area and an exhibition featuring a comprehensive range of products and services from around 100 manufacturers, an international conference, specialised seminars and workshops. The event is expected to attract more than 8,000 visitors, including key officials from regional transport authorities and other government departments.

For further information contact David Croxson at [dcroxson@smtt.co.uk](mailto:dcroxson@smtt.co.uk) tel +44(0)207 344 9230.

## **GERMANY**

### **Automechanika – Frankfurt – 2010**

Register your interest sending an email to Claire Balch at [cbalch@smtt.co.uk](mailto:cbalch@smtt.co.uk). Alternatively, in January it will be possible to complete the application online on the [www.smtt-expo.co.uk](http://www.smtt-expo.co.uk) website.

SMMT has requested more space from the organisers as the demand is very high already.

### **Euromold - Frankfurt -2009**

SMMT visited this year's Euromold with the objective of finding out whether this might be an exhibition worth bidding to the UKTI for funding and organising a UK Pavilion.

The Exhibition had exhibitors from 35 countries, including several country Pavilions, but unsurprisingly Germany was by far the biggest exhibiting country. UK had 13 exhibitors, a number which according to the organisers "should be more, but unfortunately we have no UK agent to promote the show".

The exhibition was comprised mainly of the 'concept to prototype' discipline, but spanned many sectors, automotive, aerospace, engineering, medical, to name but four. Design and engineering companies and consultancies (eg EDAG) were present, as were rapid prototyping companies/machines, prototype tooling, materials, design software houses (eg Solidworks/CFD), mould design and plastic moulders, NC machining, surface treatments, and a host of other cad/cam applications.

Automotive featured as some form of exhibit on the majority of the stands, and it was this that interested us. Two UK exhibitors were quizzed on their participation and both said they would welcome being part of a UK Advanced Engineering Pavilion. It is also thought that our sister ATO's of Engineering, Aerospace, and Motorsport might welcome a joint approach. UKTI certainly would encourage us to do that. It might also be worth utilizing the pavilion for 1-1 meetings regarding procurement activities for specially invited vehicle manufacturers and tier ones.

It just remains to see whether enough companies show interest in the December 2010 event for SMMT to make a bid for support from UKTI. In the meantime we will investigate with the other ATO's

Any companies showing interest in exhibiting should contact [international@smtt.co.uk](mailto:international@smtt.co.uk).

## **INDIA**

### **International Environmental Vehicle Conference: 23 & 24 November UK / India Low Carbon Conference: 25 & 27 November**

The SMMT was very pleased to attend the above events in connection with a UKTI focused business delegation. The IEVC was a fascinating event that presented a very wide range of speakers on every aspect of the Low Carbon agenda and the potential outcomes on each of the subjects highlighted ranging from policy, through technology solutions and finally focusing on the potential effects on infrastructure and society effects.



The common message was that globally almost all nations are actively pursuing a low carbon solution for the future. Whilst the focus in the west is very much on EV's, hybrids and fuel cells and CO2 emissions the approach in India is somewhat different.

Key differences are as follows:

- 1) India will introduce fuel consumption targets and not CO2 emission levels.
- 2) Fuel cells are seen as very much a long term solution and India is very firmly focused on alternative fuels for IC engines. Fuel efficiency is driving the agenda in India.
- 3) EV's are an area of strong interest for India especially in the main urban centres and a considerable amount of research is already underway in India to reduce the cost of this technology.
- 4) CNG combined with hydrogen is seen as a very attractive solution for the future, whilst enabling India to gain experience on hydrogen for the longer term introduction of fuel cells.

The International conference was followed by a unique UK/India Low Carbon Conference which focused on panel discussions to explore interest in:-

Hybrid vehicles  
Electric vehicles  
Advanced materials  
Efficient ICE's

Following on from the basic panel discussions the audience then actively participated in further discussions and input was then submitted back into the end of event concluding comments for each section.

Details of these comments were then fed back to SIAM for broader industry consideration and key subjects identified so that pilot study suggestions can be formulated on 2-3 key areas.

The overall aim of this work by UKTI was to develop the themes for ongoing collaborative projects in the chosen areas of interest. This has now broadly been achieved and further discussions are now needed in order to locate a funding source to bring these ideas into an ongoing project with India.

For further details please contact Les Parfitt on tel. 020 7344 9233 or email [lparfitt@smmt.co.uk](mailto:lparfitt@smmt.co.uk)

## **AutoExpo 2010 ( SOLD OUT )**

5 - 12 January 2010

The Low Carbon theme is also being continued into the AutoExpo 2010 auto show which takes place in Delhi in early January 2010. Part of the UK stand, supported by UKTI, BIS and the NW and WM regions will be dedicated to UK companies wishing to showcase their technology and products to the Indian audience. The high profile, high tech UK stand at the show will also feature a range of meeting areas/rooms for those companies wishing to just visit this show.



2010 UK Stand - AutoExpo

AutoExpo is the largest automotive show in Asia and attracts over 1 million visitors with over 100,000 business visitors. It offers unique access to the Indian market and the 2010 event will also include a wide range of other support events to help the UK delegation get connected with the key players in the Indian market.

The UK delegation to attend the event now includes over 36 companies and over 60 delegates.

In addition to the high profile image at the show, a one day Low Carbon Seminar will also be taking place at the headquarters of SIAM and this event will further enhance the image of the UK delegation by enabling leading UK companies to showcase their technology to leading Indian VM's, Tier 1's and leading Govt. organisations.

A summary report on the event will feature in the February edition of IB.

## **INDONESIA**

### **INAPA 2010**

Date : 24 -27 March 2010

Venue : Jakarta International Expo (JIExpo) - Indonesia

INAPA is Indonesia's largest International Automotive Parts & Components, Accessories and Equipment Exhibition. The Asean's ideal platform for introducing automotive parts and equipment to buyers for automotive parts & accessories, automotive garage equipment for OEM and aftermarket industry – it will include a special section for automotive parts and system, automotive accessories, automotive garage equipment, Bus, Truck and Components

Over 400 companies from 15 countries and 9 country groups including Indonesia, China, Taiwan, Thailand, Philippine and Korea. 25,000 trade & professional visitors. Size of Exhibition Area : 24,000 sqm (gross)/15 sqm (net)

Held in conjunction with IIBT 2010 (The Indonesia International Bus, Truck & Components Exhibition 2010) and INATRONICS 2010 (The Indonesia International Electric & Components Exhibition 2010).

Hall A1, 2, 3 (Automotive parts, Auto garage Tech, Rubber & Tyre, Accessories

Hall A3 (Auto Electronics, INATRONIC - Electronics and Components)

Hall B1, 2 (Bus, Truck and Components)

## **Further Information**

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Telephone: 62 21 5435 8118  
Email: bakilee@gen-indonesia.com  
UK Trade & Investment Contact: ingrid.novianti@fco.gov.uk

## **MEXICO**

### **Ford invests in Chihuahua**

Ford automotive manufacturer, officially opened its second motor plant in Chihuahua which will produce light and medium trucks for North America, according to information from the company. The opening and start-up of the operation is part of a US\$3,000 million plan to be invested in Mexico. Ford is the American Automotive OEM that has better faced the crisis. Only in the US, the company sales reached in October between 136,920 units, which represents 21% more than September and a 3.1% increase comparing it with the same month in 2008. Source: El Diario.

### **Japanese automakers to increase overseas production**

Nissan mentioned at the Tokyo show that it already uses its capacity in the US and Mexico because the US dollar has become very competitive. source: just-auto.com

Also, it now sells in nearly three-quarters of the world's auto markets. The biggest markets for Nissan are Japan, Mexico and the United Kingdom. source: Seattle Post Intelligence

### **Mexican Automotive Industry - An investment analysis**

A new report on "Mexican Supplier Report" covering the Leading OEMs in Mexico and Major OEM Developments in Mexico has been published.

One of the largest contributors to the country's economy has been the automotive industry. The industry has gained a strong position globally over the years and is expected to continue its contribution to the national economy.

According to Banamex, in 2008, nearly 4% of the national GDP came from the automotive industry, while it contributed 16% to the manufacturing GDP.

In 2008 the automotive industry was the only manufacturing activity in the country that saw a double-digit growth and generated 20% of the total manufacturing exports from the country. ([www.bharatbook.com/Market-Research-Reports/Mexican-Supplier-Report.html](http://www.bharatbook.com/Market-Research-Reports/Mexican-Supplier-Report.html)).

At the same time, the industry has created job opportunities for almost a million people in the country, accounting for 13.5% of the total industrial employment.

Nearly 55,000 people are employed with the OEMs and 433,000 in the auto component production sector. The automotive industry in Mexico is spread across the country. The automotive demand in the country is strong, with one million vehicles being sold per annum. The market is flooded with close to 40 brands and more than 300 different models of cars, including domestically produced and imported from outside markets.

Detroit Three have been the front runners of the industry.

Nearly 54% of the total national production is from the nine plants operated by Chrysler, Ford and GM in the country. Post 1994, Detroit Three's role in Mexico increased. At the same time, other OEMs such as Nissan and Volkswagen have also created their own market in Mexico. Both Nissan and Volkswagen have shifted certain production operations to Mexico, thereby creating ample growth opportunities for the auto parts suppliers.

## **Design Engineering Report**

SMMT has commissioned a Design Engineering investigation and report on Latin America, i.e. Mexico, Brazil and Argentina. The report is now completed and delivered to the stakeholders. It will be on general release in October/November. The cost will be £500 to members and £700 to non members.

## **ROMANIA**

### **Business Group Mission to Romania**

The mission to Romania (9/10/11 November) may not only prove to be a business success for the participants, but also was surprisingly successful as a political event. Since SMMT and UKTI first completed the scoping mission in 2007 to identify Romania as a potential territory for business opportunities, the British Embassy has been waiting for the right time to approach this market. Due to the excellently orchestrated efforts of Robin Barnet (Her Majesty's Ambassador in Bucharest), and his commercial team at the Embassy led by Richard Beams, we were able to take a group of interested UK companies directly to meet the Ford directors of purchasing and the Renault Vice-president.

This event (the rather unique arrival of an automotive business group from UK) was celebrated by the Mayor of Craiova who entertained us at a rather frenzied 'paparazzi style' television and press conference in City hall and then to a dinner with the Ford personnel and the British Ambassador.

This meant that Ford had spent all day and evening with us either showing around the embryonic plant where they are starting to produce Transit Connect vans (incremental numbers to those manufactured in Turkey), hosting lunch for us, and then taking time to interview all 6 companies on the mission.

Another follow-up mission with additional interested companies next year would be recommended and very welcomed by the hosts.

Some quotes from the mission were:

Debbie Cardell – KPMF (protective plastic film) –“thank you for organising an excellent mission to Romania. The meeting with Ford for me was extremely interesting and it was encouraging that they were so willing to not only discuss their plans with us but also show us the plant as a way of explaining their vision and ambitions for the future. I am hopeful that KPMF will be able to make progress with Ford Europe as a result of this meeting”

Simon Baxter – Caparo Precision Tubes – “Thank you for arranging such a well organized and packed schedule although at the time having a 6;50am start did not seem such a good idea ! I was impressed with how welcoming, professional and proud all the people we met in Romania were, taking time to show us their facilities and answer all our questions. It was also clearly evident that the British Ambassador, Robin Barnett and his staff, had developed a strong working relationship with both business and political leaders in the areas visited and this will surely aid any British company looking to invest in this region. Once again thank you for arranging such a worthwhile visit”.

James Jean-Louis – DPE – Automotive (metal pressings) “ A really useful insight into the development of the Romanian auto industry, and a genuine opportunity to be directly involved in their future growth”

Russell Murty – SMMT - “Some overseas Posts are better than others at supporting SMMT events, but even with limited funds available, Robin, Richard and Andreea in Bucharest obviously put in a lot of worthwhile effort and organized a terrific couple of days for us. We are really grateful of such good support”



## INTERNATIONAL BULLETIN - DECEMBER 2009

### READER ENQUIRY FORM

(PLEASE COMPLETE USING BLOCK CAPITALS)

<b>Name</b>	
<b>Position</b>	
<b>Company</b>	
<b>Address</b>	
	<b>Postcode</b>
<b>Tel</b>	
<b>Fax</b>	
<b>E-mail</b>	
<b>Web site</b>	

I would like to be sent information on the following as and when they become available:

- Brazil Report** ( )
- Commercial Vehicles Middle East 9-11 March 2010** ( )
- Design and Engineering Report – Latin America** ( )
- Design and Engineering Report Russia** ( )
- International Business Group Meetings** ( )
- International Programme** ( )
- Membership** ( )
- Mexico Report** ( )

**Please return this form or send an email as soon as possible to:**

**Pat Shaw - International Department, SMMT  
 Direct Fax 020 7344 1675  
 Email pshaw@smmt.co.uk**