

INTERNATIONAL BULLETIN

February 2014

Key Contents

Page

- SMMT International meeting dates 4
- SMMT supported International events 5
- Partner International trade events held abroad 8
- Training courses 9
- Global news round-up 10
- International market reviews 10
- UKTI International Business Opportunities 13
- WTO notifications 27
- JCCC customs information papers 27
- Trade Shows Around the World by Month 29



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Editorial

David Croxson

Head of International, SMMT



High flying? How things have changed – no ifs, no buts!

I fear as I lurch towards retirement this year I may be reminiscing and looking back on life and career a good deal more than I ought for which I apologise but New Year is the perfect time both to look back into the past and to make new strategies and changes for the future. There was, for example, looking back, a time when I thought I might have been a high-flyer, but things change, particularly in flying.

Experts tell us that there are 7.2 billion people in the world today. Other experts at the International Civil Aviation Organisation report that in 2012 some 2.9 billion people flew on scheduled services for business or leisure - and with their prediction of continuing growth at over 6% per annum we can assume that on average the equivalent of over 50% of the world population flew on a plane in 2013. So now you know why it was so busy last time you were at an airport!

It must be hard to comprehend from the *Photo-Shopped* and carefully posed image that adorns the top corner of this page that I come from an era when to travel by aeroplane was both pleasure and adventure. I must even admit in my youth to having been something of a plane spotter, able to recognise every airliner by its engine sound or distinctive shape.

My early high-flying career ambition, I confess, was to be a commercial airline pilot and what youth in the 1960's wouldn't when the RAF was still operating Spitfires out of Biggin Hill. This London RAF fighter station continued until 1967 when the military flying was restricted due to the air space then becoming too crowded with the increasing number of airliners flying to and from the new and fast growing Heathrow London Airport; where incidentally, as a young plane-spotter I could sit all day perilously close to the runway and watch the Viscounts and Britannias with their turboprop engines and the new jet Comet take off and land connecting London and Britain to the British Empire courtesy of BOAC and BEA.

Oh dear, aircraft, airline and empire are now all gone! My word how things change, but hold on - Heathrow is still there and may still have a great future unless The Mayor of London's plans for an entirely new London airport rise from the sea!

As a recent TfL report states, London generates more international business airline passengers than most cities and already has five airports meeting the needs of business and leisure travellers alike, helping sustain trade, tourism and investment. But Heathrow's pre-eminence as a global hub is at risk.

Heathrow, currently operating at 98 per cent of its maximum capacity, is becoming increasingly focused on a smaller number of markets and now serves fewer destinations than its European rivals. Meanwhile, larger European airports have the capacity to serve more destinations than Heathrow by a substantial margin. Twenty years ago, Heathrow served more than 200 destinations, and Paris Charles de Gaulle fewer than 180. The situation is now reversed. Today, the hub airports serving Paris, Amsterdam and Frankfurt all serve more than 250 destinations.

Heathrow presently lacks the capacity to expand to a greater number of destinations. It struggles to compete for routes to the new and emerging markets in Asia, Africa and Latin America without reducing existing frequencies or by eliminating one route to establish another encouraging a shift of hub operations away from congested Heathrow towards European rivals, who can operate more flights to more destinations. Heathrow's difficulty is evidenced by the lower number of seats per week offered to mainland China compared to other European hubs.

In December 2013 Howard Davies' "*Airports Commission: Interim Report*" was published and a decision is now awaited on the future of London's airports. Initially three options were proposed: two for a bigger Heathrow and one for an additional runway at Gatwick. The Mayor of London's preference for a new Isle of Grain airport was rather side-lined as being worthy only of "further study" whilst Stansted's possible upgrade to full status appears to have been ignored altogether. Clearly the Davies momentum and airline lobby is backing an expansion of Heathrow.

You may recall, however, that David Cameron promised before the election that when he became prime minister there would be "no new runway at Heathrow, no ifs, no buts". But, things change. Indeed, all the Davies proposals, including Heathrow, are now relegated once again to the back burner, delaying the decision inevitably until after the next election when the political "hot potato" may have cooled a little, with politicians then jumping from fire to frying pan when the chips will at last be down. Let's hope that its not a recipe for disaster.

Yes, everything changes – not least the planes themselves. Now every plane looks and sounds just like every other to all but the most fervent plane-spotting anorak with just two companies now making most of the world's jet engines and another two making nearly all the world's airliners with Boeing and Airbus fighting for every order for the latest Airbus A380 or Boeing 747-8 double-deck, wide-body plane promising ever cheaper, quieter, safer flying for their billions of passengers. Could we ever envisage a day when there would be only two global auto-manufacturers, but then there was a time when Great Britain had more vehicle manufacturers than any other nation – but things change.

And what about changes in airport security? To stop now just briefly by an airport perimeter fence and peer at a plane on a taxiway or runway can bring alongside in an instant an armed police response vehicle whilst police patrol even the most exclusive airport lounges with their Heckler & Koch MP5s and passengers now queue to pass through security systems that can remotely check out one's personal "distinguishing

marks” that in the old days we were able to still keep “private” or were simply required to be noted in one’s passport!

And what of the airlines? BOAC and BEA no longer exist of course – merged together and joined up with the Spanish – who also incidentally own a chunk of what I remember used to be known as the British Airports Authority. Whilst Emirates, Qatar, Singapore, All Nippon, Asiana, Cathay Pacific, Etihad, Garuda Indonesia, Turkish Airlines and Qantas are now rated as being the top-ten “world’s favourite airlines” with the originator of the slogan, BA nowhere in sight. We have even said adios to BA airmiles or should that now be avios?

As for flying being a “pleasure and adventure” it is now, at best, routine and mundane and customer service, (a phrase defined by Wikipedia as “a series of activities designed to enhance the level of customer satisfaction – that is, the feeling that a product or service has met the customer expectation”) is unfortunately often found only in the expectation and no longer experienced in reality!

But let’s not set off into 2014 on a negative note. No, change is not all bad. London’s airports are no longer at Hendon and Croydon so that’s evidence that new London airports do eventually get built and political decisions do eventually get made.

And it’s no longer just business men and film stars who fly. Business trips now in fact account for under 20 per cent of the London passenger total – flying today is more about leisure and tourism.

We have budget airlines so everyone can fly because it is so cheap – many business trips are now routinely made on budget airlines. There is admittedly, the inevitable correlation, of course, that price matches quality. But don’t despair because even low-cost flying may be changing.

For 2013 must be marked out as the year when Michael O’Leary, Chief Executive of Ryanair, the airline voted by consumer magazine Which readers in 2013 as “the worst of the 100 biggest brands serving the British market” has unveiled his new Ryanair future strategy.

He proudly announced at the AGM a new charm offensive by saying Ryanair in future must, in his own words, “be nice to customers – and not unnecessarily p--- people off.”

No ifs, no buts, charm and offensive from Ryanair in one single future airline strategy, now I really know flying has changed!

Key Dates

SMMT International Group Meetings 2014

Customs and Tariffs Working Group forward dates:

Wednesday 19 March 2014

Wednesday 18 June 2014

Wednesday 17 September 2014

Wednesday 17 December 2014

HMRC presentation by Exports Unit of Expertise and Customs Directorate

International Business Group forward dates:

Thursday 27 February

Thursday 3 July

Thursday 27 November

International Business Group Meeting – Thursday 27 February

On this occasion, the focus will be on **Mexico, South Africa and the USA** – all markets that have a strong automotive manufacturing base, expanding vehicle sales, and particular local challenges. Speakers' details to be announced later. As usual, attendees will have the opportunity to share their own business experiences in these territories.

To reserve your place at the meeting at SMMT Great Peter Street, London, please contact Pat Shaw E-mail: pshaw@smmt.co.uk, Tel: 020 7344 9260

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. A buffet lunch is provided.

Customs & Tariffs Working Group Meeting – Wednesday 19 March

We are going to extend our next meeting 19th March to include a workshop session with HMRC to work through in as much detail as possible, the impact of the key changes in the UCC that will / might impact our industry.

CTWG provides a discussion forum for Members and non-Members to gather to consider issues arising from the tax and duty on import and export of automotive vehicles, components and products and to listen to presentations on associated topics derived from international trade and for Members to share market experience, data and information.

To register to attend please contact David Croxson at dcroxson@smmt.co.uk

SMMT supported International events

Book Now!



SMMT supported event

AutoInvest 2014 and Supply Chain Business Visit to St Petersburg Russia 19 - 21 February 2014

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

SMMT will be working closely with UKTI on a project to help UK companies to visit Automotive Component Industry in St Petersburg, Russia.

To book a space on the UK Pavilion, please contact Ruta Aisthorpe.



SMMT supported event

Automotive mission to AutoInvest 2014 St Petersburg, Russia 19 - 21 February

Behind the ongoing OEM Russian investment is Government Decree 166 and Russia's strategic objective to create full competence in all segments. 80% of all cars sold in Russia by 2020 should be manufactured within Russia.

The mission to AutoInvest 2014 have been developed in the back of new localisation regulations coming to Russia and presents an outstanding opportunity for UK Automotive supply chain companies.

As part of the AutoInvest programme UK companies will be taken to site visits to OEMs and T1/T2 suppliers and have pre arranged B2B meetings with selected OEMs

UKTI will not charge for making arrangements for UK companies to attend this show and offer – to qualifying SMEs a Market Access Programme Grant of £300 will be available to support flight costs. To find out more please contact Ruta Aisthorpe at raisthorpe@smtt.co.uk or svetlana.bukanova@fco.gov.uk



SMMT supported event

Malaysia and Thailand, Trade Mission – Automotive sector 24-28 March 2014

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

UKTI East of England, with the support of SMMT, is organising a trade mission to Malaysia and Thailand. The cost to join is £500 + VAT. If you are interested in taking part, please contact Sarah Thevenet.



SMMT supported event

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

Contact: Ruta Aisthorpe **E-mail:** raisthorpe@smmt.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

Poznan TTM Automotive Technology Fair
Poland, 27-30 March 2014

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

From 12th to 15th April leaders of the automotive industry were presenting their offer in Poznań. The newest products and technologies were shared with professional visitors by representatives of companies specialising in comprehensive equipping of car repair shops and car washes and in spare parts and tools.

The TMM offer was complemented by the Motor Show, which was held at the same time at the MTP premises - the largest automotive event currently taking place in Poland. Almost all models of cars offered at car dealers' were on display in one place. Models not yet on sale had their Polish debut in Poznań which was a real treat. To register your interest in exhibiting in 2014, please contact Ruta Aisthorpe



SMMT supported event

Automechanika Kiev- UKTI GRANTS of £2,500
Ukraine, 19-21 May 2014

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

SMMT is organising a UK exhibitor group to Ukraine'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@smmt.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

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 a well-established feature of the North American automotive exhibition calendar and an excellent way to connect with Detroit-based vehicle manufacturers on their own doorstep.

For the 2014 edition of Engine Expo, SMMT has secured a number of UKTI TAP exhibitor grants worth up to £2,000 per company, and, on that basis, we are considering the creation of a high-profile UK pavilion, incorporating individual exhibitor stands and a communal refreshment and hospitality area.

To assist this planning, we wish to gauge the potential level of demand for this type of centralised pavilion, and we need to hear your preferences. Whether you are already a regular participant in Engine Expo, or are considering exhibiting in Novi for the first time, please do register your interest with Pat Shaw at SMMT.



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.

UKTI International Adviser visit

Alfredo Fierro, Deputy Director, UKTI Argentina will be visiting the UK from 17 to 21 February, and would be happy to meet any members (and non-members) who require advice on doing business in Argentina.

If you wish to book an appointment with Alfredo please contact Pat Shaw - email pshaw@smmt.co.uk Tel. 020 7344 9260

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

Free Webinars

Canada - Tax considerations when doing business in Canada

5 February 2014 - Time: 15.00-16.00 GMT

This webinar will be of interest to UK companies exporting products to Canada as well as those operating or considering setting up a branch or subsidiary presence in Canada.

Advance registration is required to participate – [Register here](#)

Further information and advance questions for presenters can be sent to Dana.Dickerson@fco.gov.uk

Mexico - Engineering Manufacturing in Mexico

12 February 2014 Time: 16.00-17.00 GMT

Companies that have manufacturing facilities abroad and that are already selling or are looking to enter in the Americas market are invited to join and discuss the business opportunities in the engineering manufacturing sector in Mexico.

Speakers:

Mr. Carlos Alvarado – Business Development Consultant, PRODENSA

Mr. Humberto Tenorio – General Director Mexico, Spirax Sarco

For further information contact Diana Ramos [diana.ramos@uk.org.mx]

Events

India – Market Visit to India (Multi Sector)

March 2014

India may be a complex and challenging market but it is a one that cannot be ignored by UK companies that are seeking to expand and go international. India is the second fastest growing economy, after China.

Event Organiser: UKTI WM Main Contact: Jonathan Webber

Tel: 01216071758 Email: j.webber@uktiwm.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 Missions

East Africa

Countries Kenya and Uganda (TBC)

Monday 10 - Friday 14 March 2014

This flagship trade mission is an established part of LCCI's annual programme of international business activities. Many companies use this mission as an integral part of their export strategy for expansion into Africa.

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

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

International Business Days Le Mans!

11-12 June

Since 2008, International Business Days Le Mans has brought together worldwide industrial companies for a 2 day business convention, combining in an original and effective way business, motorsport and "gastronomie"!

Pursuing its internationalization and focus on innovation and latest technologies in motorsport and the other branches of industry, this 7th edition will see the participation of hundred of

companies coming from about 15 different countries (Europe and rest of the world), participating in pre-arranged B2B meetings and the exhibition space
The programme allows some participants presentations and demonstrations.

Access to pits and paddock area is open to the participants during the free practice session on Wednesday afternoon,

Promotion of the event will be through extensive international media coverage, including print/radio/TV/web, will give further visibility to the participants.

The “Gastronomie” will include tasting of local products on Wednesday midday the during the welcoming of the participants and through the traditional gourmet dinner in the Auberge de Mulsanne, providing an opportunity for extensive informal networking.

Finally it will be possible to view the qualifying practice session from a private location adjoining the inn and situated at the second chicane on the famous Mulsanne straight.

See also website for further information and online registration: www.ibdlefans

Contact Francois Lassalle
Tel +33 682564580
Email: ibdlefans2014@gmail.com

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](#)

Asia Pacific News Round-up

– Extracts from some recent news sources, copyright acknowledged

CHINA: Chinese government approves AB Volvo and Dongfeng JV

22 January 2014, Dave Leggett, *Just-auto.com*

The Chinese government has given its approval to a trucks JV involving AB Volvo and Dongfeng.

INDONESIA: Country expects US\$1.5bn in auto parts making spend

22 January 2014, by Tony Pugliese, *Just-auto.com*

Indonesia expects a new wave of automotive component sector investments to result from the expansion of passenger vehicle production capacity that is taking place in the country.

JAPAN: Toyota (again) dominates 2013 global sales

23 January 2014, by Graeme Roberts, *Just-auto.com*

Toyota remained the world's top selling carmaker last year, ahead of General Motors and the Volkswagen group for the second consecutive year since returning to No 1 in 2012.

MALAYSIA: Government opens up small car sector to foreigners

22 January 2014, by Tony Pugliese, *Just-auto.com*

The Malaysian government has announced a new National Automotive Policy (NAP) initiative to help attract investment in energy efficient vehicle (EEV) production. The government is making available MYR2bn in the form of soft loans and grants to both local and foreign vehicle manufacturers planning to establish production facilities for EEVs in the country. The funds will be available for personnel development, infrastructure and for tax rebates.

International Market Reviews

The MINT countries – The next economic giants?

In 2001 the world began talking about the BRIC countries - Brazil, Russia, India and China - as potential powerhouses of the world economy. The term was coined by economist Jim O'Neill, who has now identified the "MINT" countries - Mexico, Indonesia, Nigeria and Turkey - as emerging economic giants. Here he explains why.

So what is it about the so-called Mint countries that makes them so special? Why these four countries? What they really share beyond having a lot of people, is that at least for the next 20 years, they have really good "inner" demographics - they are all going to see a rise in the number of people eligible to work relative to those not working.

This is the envy of many developed countries but also two of the BRIC countries, China and Russia. So, if Mexico, Indonesia, Nigeria and Turkey get their act together, some of them could match Chinese-style double-digit rates between 2003 and 2008.

Projected growth in average income (thousands \$)

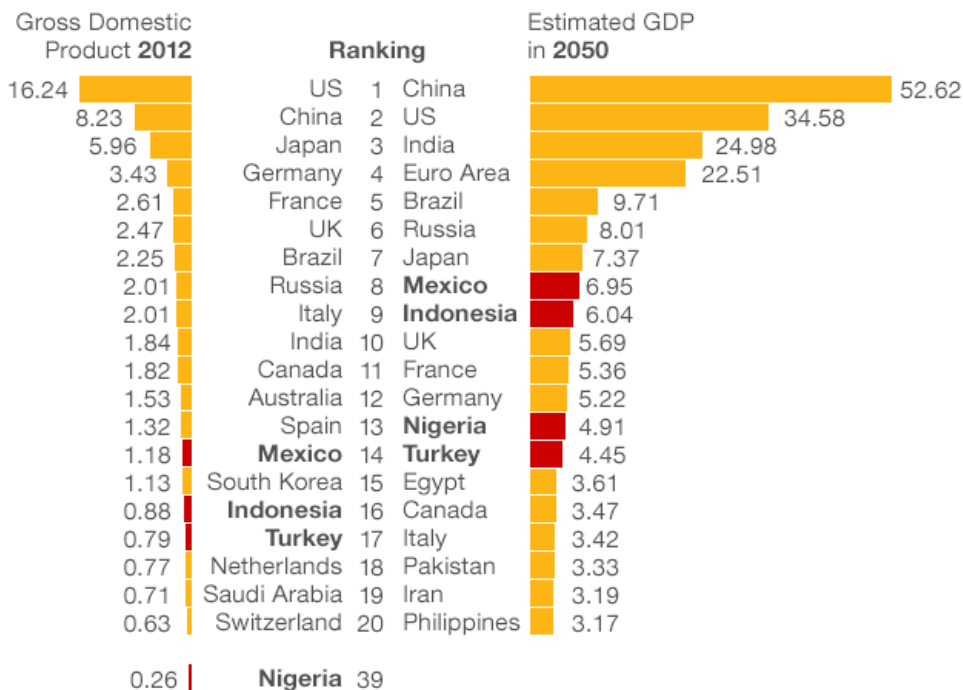
2000 2012 2050 (projected)

SOURCES: IMF, GOLDMAN SACHS

Mexico	7.0	10.6	48.0
Indonesia	0.8	3.6	21.0
Nigeria	0.2	1.4	12.6
Turkey	4.1	10.6	48.5

Rise of the MINTs

(\$ trillions)



Source: World Bank, Goldman Sachs

Something else three of them share, which Mexican Foreign Minister Jose Antonio Meade Kuribrena pointed out, is that they all have geographical positions that should be an advantage as patterns of world trade change.

For example, Mexico is next door to the US, but also Latin America. Indonesia is in the heart of South-east Asia but also has deep connections with China.

And as we all know, Turkey is in both the West and East. Nigeria is not really similar in this regard for now, partly because of Africa's lack of development, but it could be in the future if African countries stop fighting and trade with each other.

Meade Kuribrena went so far as to suggest that, as a group of four countries, the Mints have more in common than the BRICs. Economically three of them - Mexico, Indonesia and Nigeria - are commodity producers and only Turkey isn't. This contrasts with the BRIC countries where two - Brazil and Russia - are commodity producers and the other two - China and India - aren't.

In terms of wealth, Mexico and Turkey are at about the same level, earning annually about \$10,000 (£6,100) per head. This compares with \$3,500 (£2,100) per head in Indonesia and \$1,500 (£900) per head in Nigeria, which is on a par with India. They are a bit behind Russia - \$14,000 (£8,500) per head - and Brazil on \$11,300 (£6,800), but still a bit ahead of China - \$6,000 (£3,600).

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](#):

Austria - Supply of automotive spare parts

<http://www.ukti.gov.uk/uktihome/businessopportunity/655580.html>

Expression of interest - automotive spare parts for an Austrian Ford distributor.

An Austrian Ford dealer is looking for a supplier of official Ford spare parts.

Bangladesh - Aircraft rescue & fire fighting vehicle for an airport

<http://www.ukti.gov.uk/uktihome/businessopportunity/677240.html>

Supply of aircraft rescue & fire fighting vehicle for an airport

An airport authority in Bangladesh has invited an international tender for the supply of 1 no. 5500 Litre Capacity Aircraft Rescue & Fire Fighting Vehicle (ARFF).

Cost of tender document: BDT 2000.00

Brazil - Company interested in new suppliers of autoparts

<http://www.ukti.gov.uk/uktihome/businessopportunity/693580.html>

Brazilian representation company interested in UK manufacturers of automotive parts for trucks (Scania, Volvo, Mercedes, MAN and Iveco).

Brazilian representation company interested in UK manufacturers of automotive parts for trucks (Scania, Volvo, Mercedes, MAN and Iveco):

Products NCM

CABIN - SHOCK ABSORBER	87088000
ENGINE - VIBRATION DAMPER	84099999
INTAKE AND EXHAUST - ROCKER ARM	84099999
ENGINE FUEL PUMP	84133090
ENGINE OIL PUMP	84133030

CABIN HIDRAULIC PUMP	84133090
ENGINE WATER PUMP	84133090
GEARBOX OIL PUMP	84133030
CLUTCH MASTER CYLINDER	87089300
VISCO FAN	87089990
KNOB GEARBOX	87084090
SOLENOID VALVE	84818092
TEMPERATURE SENSOR	90329099

Canada – Type I and III ambulances

<http://www.ukti.gov.uk/uktihome/businessopportunity/696840.html>

Department of National Defence (DND) has a requirement for five Type I and III Ambulances and related items.

The requirements are for a modular aluminium ambulance body on a diesel engine driven, dual rear wheel chassis with a full length walk-through from body to cab. The ambulance body will be used to transport one cot, an attendant and up to three seated passengers via a squad bench. The vehicle cab will also have seating for a driver and a passenger. The requirement is for two different ambulance variants, a Type I chassis 4x4 and a Type III chassis 4x2.

China – Electric vehicle manufactures and research institutes sought for collaboration

<http://www.ukti.gov.uk/uktihome/businessopportunity/676320.html>

A Beijing based investment company mainly engaged in industrial and strategic investment is interested in collaborating with British electric vehicle manufactures or research institutions for related technologies.

This investment company's business operations cover real estate and mining, as well as internet development and application sectors. They aim to grow into an internationally respected and renewed investment company and also to become the market leader in each of the industries in which it operates. They are strategically looking for opportunities in the new energy sector and in particular the electric vehicle sector. They are interested in working with British electric vehicle manufactures or institutes researching related technologies in order to discuss potential collaboration opportunities.

France – Representation of industrial products and services

<http://www.ukti.gov.uk/uktihome/businessopportunity/649380.html>

A French agency is looking at representing high quality products and/or services in various industries.

Set up in 2011 by two persons, the French company is a sales representative agency evolving in different industries. They can support UK companies in their development in France which have industrial products (including consumables) and/or services with a strong technological advantage. Acting as agents, they are looking for high quality and innovative products/services and would like to work on regular basis orders.

The French company mainly works in the PACA and Languedoc regions (South and South East of France) but can also cover the national territory according to your needs and the potential of the offer.

Please note that the French company requires a monthly fix salary (to be discussed) to be able to prospect for you.

Products/services already represented: electronic repair, servo-motor repair, magnetic systems, neuronal vision, Led lighting...

Examples of customers: Gemalto, ST MicroElectronics, Arcelor Mittal, Shell, Arkema, Total, Sanofi, Lafarge, Vicat, Panzani, Heineken, Eurocopter, Alcatel, Thalès, Cea, Areva, Castorama, Weldom...

The French company speaks English, Spanish and French. An Email as first communication would be preferable.

Germany - Agent and consultant looking for suppliers of industrial parts

<http://www.ukti.gov.uk/uktihome/businessopportunity/649440.html>

A well established agent / consultant is looking for casting, stamping, bent and laser parts for the automotive, agriculture and construction sectors.

The agent has good contacts in the automotive and manufacturing industries. Specialising in die-casting systems, spherical graphite, stamped and bent parts and laser cuttings, the agent is looking to work with UK companies who want to enter the German market or extend their current activities. The agent already works with companies in Spain and China and is keen to work with UK companies.

Germany - Commission agent looking for die casted and carbon fibre products

<http://www.ukti.gov.uk/uktihome/businessopportunity/694540.html>

An experienced sales agency and consultancy looking for die casting moulds, machined die casting parts, and carbon fibre parts.

The agent sees a high demand for die casting moulds, machined die casting parts and carbon fibre parts. He is active Germany wide and speaks English.

Germany – Opportunity for manufacturers of carbon fibre and plastic parts for automotive industry

<http://www.ukti.gov.uk/uktihome/businessopportunity/669560.html>

Agent seeking to represent manufacturers of carbon fibre and plastic automotive parts

The agent is looking to represent companies producing carbon and plastic car parts, for example, front and back spoilers, interior panelling, underbody panelling and wheel arch liners. The agent covers the whole of Germany. His customers include automotive manufacturers and suppliers. Correspondence in German preferred.

Germany – Agent looking for UK manufacturers of plastic injection moulds, parts and tools.

<http://www.ukti.gov.uk/uktihome/businessopportunity/658100.html>

An experienced commission agent is looking to represent manufacturers of plastic injection moulds, parts and tools in Germany. His customers are from the general engineering and automotive sectors.

An agent, for injection moulds and plastic parts and tools, established since 2004, is looking to represent UK companies. He furthermore acts as an independent expert and does project management work in this field. Customers are from the general engineering and automotive sectors and he covers the whole of Germany.

Germany – Agent seeking UK suppliers of semi-finished products and mechanically machined parts

<http://www.ukti.gov.uk/uktihome/businessopportunity/693400.html>

UK suppliers of semi-finished products and mechanically machined parts sought by agent delivering to manufacturing OEMs and automotive suppliers.

Over the past 20 years, this agent has established good industrial contacts in the manufacturing and automotive sectors. The area covered is limited to Bavaria in Southern Germany, however, this region is an economic powerhouse and has an abundance of potential customers.

The agent is looking for:

- semi-finished products (metal, steel, aluminium)
- industrial equipment (grey cast iron, heat fittings, cold formed parts) and
- mechanically machined parts (castings, forged and stamped-bent parts).

UK companies who want to pursue this opportunity are invited to respond to this advert, and the UKTI Munich office will facilitate contacts with the agent.

Greece - 150 Flatbed trucks

<http://www.ukti.gov.uk/pt/export/sectors/advancedengineering/businessopportunity/59680.html?null>

The Hellenic Police is tendering 150 flatbed trucks.

The Hellenic Police has launched a tender for 150 flatbed trucks. The tender is budgeted at 3.658.537,00Euros. UK companies are invited to register their interest through UKTI in Athens and contact us further for business opportunities in the market.

Deadline for bid submissions is 10 January 2014. Language for submission of tenders should be drawn up in Greek.

Guyana - Hauler truck for manufacturing company

<http://www.ukti.gov.uk/uktihome/businessopportunity/664180.html>

Manufacturing company seeks hauler truck, trailers, tilting device for purchase in 2014.

Hauler truck can be provided with the following items:

1. one 20 ft. trailer that will be used to move containers;
2. one 40 ft. trailer that will be used to move containers;
3. a tilting device (either fixed or mobile system) that should be capable of tilting containers to 45 degrees to allow for discharge;
4. must be capable of transporting a bulk flour tanker that will have 3-4 compartments, a blower, and have a maximum clearance of 13'19" unladen (this item is being advertised separately on the UKTI Guyana page).

You will indicate if you can supply the hauler truck with items 1.-3. above.

The company is open to proposals of tilting devices but will make a selection based on safety, price and effectiveness. Options may include a tilting device attached to the back of the hauler; trailers with built-in tilting devices; or, a device that will lift the container/hauler.

This company manufactures pasta and related products and will be handling flour in bulk.

Hungary – Automotive suppliers sought

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/668980.html?null

Business opportunity for British companies interested in supplying automotive and electronics players in the Hungarian market.

Experienced sales person is looking for British companies that are considering expanding their operations in Hungary or selling their product range into the automotive and electronics sector. Access to contacts and information on the decision making process at companies like Continental, Bosch, Jabil, Flextronics, Bourns, Celestica, National Instrument etc. is offered.

India - Joint Venture for mid sized buses/ coaches for Indian market

<http://www.ukti.gov.uk/uktihome/businessopportunity/666840.html>

An Indian company, which is into manufacturing of 3 wheelers is interested in a JV in India and also export market in the long term.

The Indian company is a medium sized OEM and has the requisite land, infrastructure for manufacturing and local contacts/ network for marketing of these buses. They expect the UK partner to bring in technical expertise and brand on the table.

The Indian market is witnessing **double digit growth** in this segment of the market. The Indian company will prefer to deal directly with bus manufacturers rather than intermediaries.

India - JV/tech transfer for blind spot detection technology in passenger vehicles

<http://www.ukti.gov.uk/uktihome/businessopportunity/678840.html>

An Indian auto component conglomerate is looking for collaboration in this technology. The Indian car market is currently 2.6 million and is expected to grow to 20 million by 2020.

The Indian company has several JVs with global specialist in individual automotive technology areas. The company is now looking to get into several new areas and built capability. The company is interested in talking to UK based companies who have capabilities in the above mentioned area. They can bring on table access to major OEMs / Potential customers in India, manufacturing facilities and local expertise. An ideal UK partner should have proven technology in the above mentioned area, supplying to global automotive OEMs , in-house R&D capability and financially stable. The Indian company has an office in UK and Germany to support the European market.

Apart from supplying to passenger car segment the company also supplies to commercial vehicle manufacturers in India and any complimentary technology in this segment will also be of interest. Currently, the commercial vehicle market in India is close to 900,000 units pa and is expected to grow to 1.5 million by 2020.

The company will like to deal directly with UK based manufacturers.

India – Battery manufacturer looking for JV / Technology partnerships with UK companies

<http://www.ukti.gov.uk/uktihome/businessopportunity/695500.html>

Opportunity for UK battery companies to partner with an Indian manufacturer of Lithium ion batteries

The Indian company is engaged in design and manufacture of Lithium-Ion and Lithium Polymer Battery products for niche industrial applications with prototype / pilot production capabilities. The company also has experience with products for defence application right from concept-thro-completion including qualification process and certification requirements.

Romania - Tender launch purchasing parts, vehicle accessories and vehicle engines.

<http://www.ukti.gov.uk/uktihome/businessopportunity/696240.html>

APAVITAL IASI is purchasing parts, vehicle accessories and vehicle engines.

India - JV / Tech transfer for parking assist technology in cars / passenger vehicles

<http://www.ukti.gov.uk/uktihome/businessopportunity/679920.html>

An Indian Auto Component Conglomerate, part of a major business house in India is looking for collaboration in above caption technology. The Indian Market for passenger cars is currently 2.6 million and is expected to grow to 20 million by 2020.

The Indian company has several JVs with global specialist in individual automotive technology areas. The company is now looking to get into several new areas and built capability.

The company is interested in talking to UK based companies who have capabilities in the above mentioned area. They can bring on table access to major OEMs / Potential customers in India, manufacturing facilities and local expertise. An ideal UK partner should have proven technology in the above mentioned area, supplying to global automotive OEMs , in-house R&D capability and financially stable. The Indian company has an office in UK and Germany to support the European market. It is the world's largest small cars manufacturing base.

Apart from supplying to passenger car segment the company also supplies to commercial vehicle manufacturers in India and any complimentary technology in this segment will also be of interest. Currently, the commercial vehicle market in India is close to 900,000 units pa and is expected to grow to 1.5 million by 2020.

The company will like to deal directly with UK based manufacturers.

India – Opportunity for companies with expertise in customised moulded Rubber Parts and Metal Bonded products manufacturing

<https://www.reader.ukti.gov.uk/client-reader-web/show-content.do?localisationId=732160&quid=None>

The Indian company has 20 years of experience and a modern manufacturing plant with facilities including Mixing, Testing and Moulding. They are seeking to establish a Technology & Investment Joint Venture with interested UK companies.

Italy – Mobile emergency units

<http://www.ukti.gov.uk/uktihome/businessopportunity/676660.html>

Tender notice for the supply of an emergencies vehicle

An Italian public entity dealing with health and social care has published a tender to dispose the supply of a computerized Radiology sheltered mobile unit. The tender process is open and the contract will be assigned to the most economically advantageous offer.

Tender totally amounts to € 758,504.14 excl. VAT

Applicants must submit the application in Italian and send it by postal service, freight forwarder or by hand.

This opportunity closes at **12:00pm GMT on 24 February 2014**. It is highly suggested to send the applications at least 24 hrs before the deadline.

Italy – Opportunity for partnership agreements between UK and Italian companies

<http://www.ukti.gov.uk/uktihome/businessopportunity/685500.html>

UKTI Italy is organising a B2B meeting event in Milan for UK companies wishing to partner with Italian companies.

UKTI Italy, in collaboration with a major Italian trade association, is organising a B2B meeting event in Milan for UK companies interested in a partnership agreement with Italian businesses in the following sectors:

- Advanced engineering
- Automotive
- Chemicals
- Construction
- Electronics
- Energy
- Environment
- Renewable energy
- Waste management
- Water management

The type of partnerships sought through this initiative will not involve sales or distribution agreements but will entail **sharing knowledge and expertise between companies to work together on national and international projects.**

Interested parties should submit a detailed profile to be forwarded to the trade association for selection and matching.

Italy - Important opportunity for vehicle component and equipment manufacturers

<http://www.ukti.gov.uk/uktihome/businessopportunity/679960.html>

Italian automotive prime contractor is seeking the very latest in innovation for applications to Defence, Fire-Fighting and Civil Vehicles.

In particular:-

Ultra-light composites such as resins, advanced aluminium, titanium, carbon fibre, graphene etc

- The latest in advanced electronics for vehicle installation
- 3D printers for industrial use

UK companies to be considered will be flexible, punctual and capable of integrating technology into vehicles of existing design and retro-fit projects

An Outward Trade Mission to Italy will take place during the week commencing 24th February 2014 when presentations of technology/services will be made on a one-to-one basis.

Interested parties should reply to this notice sending full technical specifications together with details of specific experience/case studies. Please also specify whether you have any manufacturing facility/partner company in any country outside the EMEA for third country projects.

Specifications will be sent to the Italian company for a selection and those of interest will receive an official invitation to participate in the Mission.

For more information on this opportunity, interested UK companies should **register their interest** via the link below.

Italy – Opportunity for vehicle components and equipment manufacturers

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/679960.html?null

Italian contractor looking for innovative technology to be inserted in the supply chain of an important vehicle manufacturer

An Italian prime contractor in the Defence sector is searching for the most innovative technology (components, lights, internal equipment, electronic and mechanical technology and composites) to be used on military vehicles.

Italy – Partnership in the Electric Mobility sector

<http://www.ukti.gov.uk/uktihome/businessopportunity/693800.html>

Italian company looking for a UK manufacturer of system and solutions for electric mobility

An Italian company specialising in the automotive and green economy is looking for UK companies manufacturing:

- electric transports
- recharge systems
- warehousing and recharge systems
- management software

Japan – Car parts suppliers for EV sports car

<http://www.ukti.gov.uk/uktihome/businessopportunity/654160.html>

Japanese EV venture company is looking for any car parts suppliers who could accept small number of orders.

A Japanese venture company manufacturing EV sports cars is seeking car part suppliers in the UK who could accept small numbers of orders (such as 100 or 200 units) whilst delivering high quality & with low cost, especially for motors, batteries, motor management, suspension, and Aluminium castings but also other parts used for manufacturing cars. In Japan, car parts suppliers usually accept orders from 1000 or more, and they are struggling to meet this requirement as they have just started selling their EV sport cars from earlier this year. If you are interested in this lead, please register your interest via the link below. UKTI Japan will contact you with detailed information with enquirer's contacts etc.

Japan – Partners of original equipment manufacturer of sports car

<http://www.ukti.gov.uk/uktihome/businessopportunity/654180.html>

Japanese EV venture company is looking for an automotive attestation consultant to get an attestation in the UK.

A Japanese venture company manufacturing EV sports cars is seeking partners who are interested in using their products as a platform for UK manufacturers. Their platform which has good reputations for safety and durability can fit with any sports cars. If any car manufacturer is thinking to widen their line up, their platform can be a one stop shop to supply all the platforms. If you are interested in this lead, please register your interest via the link below. UKTI Japan will contact you with detailed information with enquirer's contacts etc.

Japan – Distributor for Japanese EV sports car

<http://www.ukti.gov.uk/uktihome/businessopportunity/654200.html>

Japanese EV venture company is looking for a distributor who could sell their EV sports car and their platform.

A Japanese venture company manufacturing EV sports cars is seeking a car distributor who could sell their EV sports cars and their platform to the UK and to the Europe market in the future.

If you are interested in this lead, please register your interest via the link below. UKTI Japan will contact you with detailed information with enquirer's contacts etc.

Japan – Automotive attestation consultant

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/654140.html?null

Japanese EV venture company is looking for an automotive attestation consultant to help getting an attestation in the UK.

A Japanese venture company manufacturing EV sports cars is seeking an automotive attestation consultant in the UK. They started receiving orders of their sport cars from earlier this year, and would like to target EU market in the future. In order to gain automotive attestation in the UK, they are looking for a consultant who could provide step-by-step support as well as engineering support to meet the requirements such as replacing mirrors, changing lighting positions etc.

Libya - Ambulances required by oil refining company

<http://www.ukti.gov.uk/uktihome/businessopportunity/692240.html>

Supply of Ambulances required by oil refining company procurement committee.

An oil refining company procurement committee is looking for QVM (Qualified vehicle manufacturers) Certified for the supply of two ambulance vehicles.

For more information register your interest below with our team in Libya.

Philippines - Supplier for speed monitoring equipment

<http://www.ukti.gov.uk/uktihome/businessopportunity/699200.html>

A tollway operator is seeking suppliers for speed monitoring equipment.

A Philippine tollway operator is seeking suppliers for speed monitoring equipment with ensured performance even during times of heavy rains and at night.

To know more about this opportunity, please register your interest.

We would highly prefer to have your response on or before Wednesday, 29 January 2014.

Libya - Representing car manufacturers and/or specific car dealers

<http://www.ukti.gov.uk/uktihome/businessopportunity/651900.html>

A reputable Libyan private company is offering to represent a car manufacturer or specific dealer in the Libyan market.

A local private Libyan company with solid financial support is more than willing and able to represent Car manufacturers and/or specific Car Dealers in the Libyan market.

This means opening the door for the specific Car Manufacturer/Dealer in the Libyan market, be the agent, establish show rooms and after sales services.

Philippines – Invitation to submit quotation for the supply of 1,000 electric vehicles

<http://www.ukti.gov.uk/uktihome/businessopportunity/651000.html>

A local project proponent is accepting proposals for the design and supply of 1,000 electric vehicles.

An accredited local project proponent plans to acquire new electric vehicles (e-vehicles) that are zero emission vehicles running purely on electricity. They are currently accepting proposals for the design and supply of 1,000 units of e-vehicles with the following specifications:

1. Seating capacity: 16 to 20 plus 1 driver with each adult passenger weighing approx 50kg and a seat width of 360mm
2. Climbing ability of hilly terrains of atleast 30% or 20 degrees
3. Top speed atleast 60Kph
4. Operational range atleast 120 kms
5. Left hand drive with the entry / exit door at the right side
6. Bench type seats with passengers facing each other
7. Runs purely on electricity with onboard charger and a regenerative braking system
1. Deadline of submissions will be on January 15, 2013. Suppliers or manufacturers should be prepared for a prototype.

Romania - Purchasing 10 second hand busses for the urban transport in Cluj

<http://www.ukti.gov.uk/uktihome/businessopportunity/693160.html>

Tender launch for purchasing 10 second hand busses for the urban transport in Cluj.

Romania - Tender launch for purchasing transport vans

<http://www.ukti.gov.uk/uktihome/businessopportunity/687280.html>

Tender launch for purchasing transport vans

Works venue:

Mures county

Short description of the project:

Purchasing transport vans

Division into lots: YES

Estimated value: 652,000 Euro (+ VAT)

Romania - Purchase of snow removal vehicles

http://www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/64740.html?null

Value of approximately 137,750 Euros (+VAT).

Works venue:

Vaslui County

Short description of the project:

Purchase of snow removal vehicles - file no 10/01.10.2013

Division into lots: No

Estimated value: approximately 137,750 Euros (+VAT)

Good performance guarantee: 2,730 Euros

Tender procedures: open tender

Awarding criteria: lowest financial bid

Deadline for requesting tender documentation: 08/01/2014, 00:00 Romania time

Deadline for submission of offers: 14/01/2014, 09:00 Romania time

Tender language: Romanian

Romania - Purchase of 4x4 and utility vehicles

http://www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/666480.html?null

Approximate value of 647,400 Euros (+VAT).

Short description of the project:

Purchase of 4X4 vehicles (3 pieces) - Lot1 and utility vehicles (20 pieces) - Lot 2; file no: DD/35626/19/11/2013

Division into lots: YES

Estimated value: 647,400 Euro (+ VAT)

Tender guarantee: Lot 1: 880 Euros

Lot 2: 12,182 Euros

Tender procedures: public procurement - electronic tender

Awarding criteria: lowest financial bid

Deadline for requesting tender documentation: 07/01/2014, 15:30 Romania time

Deadline for submission of offers: 09/01/2014, 08:30 Romania time

Tender language: Romanian

Russia - Russian leading supplier is looking for UK suppliers, dealers and distributors

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/676860.html?null

Russian leading supplier of electrical, electronic and industrial products is interested in cooperation with UK dealers, stock companies and distributors of industrial spare parts and components of a wide assortment.

The company is a leading supplier of electrical, electronic and industrial products.

During the years they got a good experience in promoting the large scale of various spare parts, components and industrial products of foreign manufacturers in the Russian market. The company is an authorized distributor of more than 10 companies located in UK, Finland, Czech Republic, Germany, Italy and China

It is a financially stable company with a leadership team, which continues to strive for improvement of personal and professional skills and the quality of services. It's customers are small and large companies of the following industries: metallurgy, steel, oil, gas, chemical industry, machine-tool industry, cosmetic industry, food engineering, geographically situated all over the Russia and Russian language spoken countries, as well.

The company is able to arrange the pick up of goods from UK warehouse, forwarding company's services, customs clearance and certification (as required). The company has HQ in Yekaterinburg (Urals) and virtual sales offices in St Petersburg, Moscow, Novosibirsk, Ufa, Nizhny Novgorod and Kazan.

Russia - Producer of electric vehicles looking for a supplier

<http://www.ukti.gov.uk/uktihome/businessopportunity/516660.html>

Russian producer of electric hybrid vehicles looks for a supplier of the equipment for automated assembly of supercapacitors (prismatic form)

Russian producer of electric hybrid vehicles LLC 'Yo-Engineering' looks for a supplier of the equipment for automated assembly of supercapacitors (prismatic form):

type - EDLC, laminated, prismatic

cell voltage - 2,7 V

electrolyte - organic

size of electrodes 100 x 250 mm

thickness of aluminum foil - 20 micron

thickness of electrode material - 180 microns on each side

total thickness of electrode - 380 micron

throughput - 360.000 cells per year for experimental shop, and 6.300.000 cells per year for mass production shop

Russia - Diesel Engine Development for High Performance Car

<http://www.ukti.gov.uk/uktihome/businessopportunity/418921.html>

A high-performance car-manufacturer is looking to invest in development of diesel engines V6 or V8.

A high-performance car-manufacturer is looking to partner with the companies developing V6 or V8 diesel engines with the displacement not less than 4.0 L. The company is ready to invest in the development of such engines both at the early stages of development and to the existing projects with the view of getting the IP rights for the product.

The company was established back to 2007 and currently entering the European market with its first model. The 2-seated mid-engine supercharged car represents latest technical know-how and the advanced design. Expected annual volume is 500 cars a year. SOP is planned for 2013.

Saudi Arabia - International prequalification for a complete bus transport system

<http://www.ukti.gov.uk/uktihome/businessopportunity/691760.html>

A Saudi Government authority has invited international and local Bus transport operators to Prequalify for a Bus transport system.

A Saudi Government authority has invited international and local Bus transport operators to Prequalify for a Bus transport system. The project involves route management, depot operation and maintenance, bus fleet procurement, spare parts provision.

Singapore - Euro diesel and hybrid single deck buses

<http://www.ukti.gov.uk/uktihome/businessopportunity/653360.html>

The largest provider of buses in Singapore has issued a tender for the supply of New Euro 5 diesel,, Euro 5 diesel hybrid single deck and double deck air conditioned buses.

The tender for the buses is close to a £600,000. UK companies interested in participating in this tender must purchase tender documents for £160 from the local authority.

China - Electric vehicle manufactures and research institutes sought for collaboration
http://www.ukti.gov.uk/pt_pt/export/countries/asiapacific/fareast/china/businessopportunity/676320.html?null

A Beijing based investment company mainly engaged in industrial and strategic investment is interested in collaborating with British electric vehicle manufactures or research institutions for related technologies.

They are strategically looking for opportunities in the new energy sector and in particular the electric vehicle sector. They are interested in working with British electric vehicle manufactures or institutes researching related technologies in order to discuss potential collaboration opportunities

Trinidad and Tobago – Mobile blood units

<http://www.ukti.gov.uk/uktihome/businessopportunity/689100.html>

Tenders are invited for the supply of two (2) mobile blood units

Interested firms having representation and service facilities for the requested items in Trinidad and Tobago are to submit proposals.

Proposals will be evaluated in accordance with the following criteria:

- Specifications
- Maintenance capability
- Payment and terms
- Delivery
- Training
- Supplier capability

Tender documents are available for the sum of TT\$300 (approximately £30).

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

Trinidad and Tobago - Tender for ambulances

<http://www.ukti.gov.uk/uktihome/businessopportunity/698960.html>

Supply and Maintenance of ambulances for health institutions.

Tenders are invited for the supply and maintenance of five (5) ambulances for health institutions in Trinidad and Tobago. Tender documents are to be purchased at a cost of £30.

Japan – Automotive attestation consultant

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/654140.html?null

Japanese EV venture company is looking for an automotive attestation consultant to help getting an attestation in the UK.

A Japanese venture company manufacturing EV sports cars is seeking an automotive attestation consultant in the UK. They started receiving orders of their sport cars from earlier this year, and would like to target EU market in the future. In order to gain automotive attestation in the UK, they are looking for a consultant who could provide step-by-step support

as well as engineering support to meet the requirements such as replacing mirrors, changing lighting positions etc.

USA - Agency requires truck trailer manufacturing

<http://www.ukti.gov.uk/uktihome/businessopportunity/683661.html>

The Department of the Air Force seeking to contract for UTTR utility trailers.

AFB is seeking to contract for an Indefinite Delivery Indefinite Quantity Contract (IDIQ) for High Speed Mover Trailers. The anticipated contract period will be for 3 years.

Each trailer shall meet the specifications listed below:

Minimum Specifications for High Speed Mover Trailers

- 6'x40' custom utility trailer
- no coupler (customer will provide coupler and drill hole in square tubing to accommodate it)
- a two speed jack-drop swing leg 12,000 lb. Install as shown
- 6,000, 4" drop axle with 8 lug idler hub and eye to eye leaf springs (no brakes)
- 235/80r16 10 ply tires mounted on 16" 8 lug white mod wheels
- steel grating (.250 thickness) runners
- grey primer coating, 1 coat
- trailer is built without lights, brakes, fender, reflectors or safety chain

USA - National Highway Traffic Safety Administration to contract for advanced technology testing

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/683960.html?null

Department of Transportation requires Advanced Technology Testing for the New Car Assessment Program.

The U. S. Department of Transportation, National Highway Traffic Safety Administration (DOT/NHTSA) and the Office of Crash Avoidance Standards has a new requirement, specifying tests to be performed on new motor vehicles, to determine the performance of certain advanced technologies. This testing will be used to provide information to consumers as part of the New Car Assessment Program.

The purpose of this contract is to conduct testing of new vehicles and new advanced technology systems to confirm they perform minimum levels of performance as outlined in specified test procedures. This work will consist of all year-around outdoor dynamic vehicle testing, non-destructive testing and data gathering. The Contractor shall provide qualified personnel, facilities, services, materials, supplies, and equipment, except government furnished properties, necessary to perform the inspection, testing and reporting services for the crash avoidance advanced technology testing for New Car Assessment Program (NCAP) including but not limited to Lane Departure Warning Systems (LDW), Lane Keeping Support Systems (LKS), Forward Crash Warning System (FCW), Electronic Stability Control Systems (ESC), Crash Imminent Braking Systems (CIB), and Dynamic Brake Support (DBS) systems. The Contractor must provide year-around testing and data gathering and analysis as directed by

delivery orders. The contractor shall have experienced staff capable of performing the advanced technology testing per referenced test procedures.

USA – Distribution partner

A USA company is looking for a distribution partner in the UK for distributing their ValuGard products which covers the following markets: Automotive Vehicle Manufacturers, Automobile Dealers, Automotive Vehicle Importers/Exporters, Truck Manufacturers, Body Builders, Trailer Manufacturers, Detail Shops and Body Shops.

For further information contact Pat Shaw at pshaw@smtt.co.uk Te. 020 7344 9260

WTO Non Tariff Barrier notifications updates

No BIS updates received in January.

JCCC updates

CUSTOMS INFORMATION PAPER (14) 04

Update 2 – Policy Review of ERTS

Update – announcement of formal publication of the Customs Directorate Management Summary of the Policy Review of ERTS and notification of an AEO Benefit. Relevant to all international trade economic operators & trade bodies, importers; exporters; shipping agents – especially those involved in the Temporary Storage of goods – and all Temporary Storage Facility Operators

CUSTOMS INFORMATION PAPER (14) 03

The Union Customs Code (UCC) Commission Acts

Access to the European Commission's draft proposals for Commission Acts that will support the Union Customs Code . The Union Customs Code (UCC) (Regulation (EU) No 952/2013) was adopted on 9 October 2013. It entered into force on 30 October 2013. The European Commission has now issued its draft proposals for the Commission Acts (the Delegated Act (DA) and the Implementing Act (IA)) that will support implementation of the UCC. Relevant to freight forwarders, shipping agents, exporters, importers, trade bodies and any other economic operators involved in international trade . Effective immediate.

CUSTOMS INFORMATION PAPER (13) 81

Publication of Notice 770 Imported Goods: End-Use Relief

Notice 770 Imported Goods: End-Use Relief has been updated. Relevant to Anyone using End-Use Relief. Effective immediate

CUSTOMS INFORMATION PAPER (13) 80

Restructure of JCCC Sub Groups

The JCCC sub-groups have been a restructured. Each chairman will be required to provide full written feedback at the main JCCC meetings, which are held three times a year. If you do not belong to a sub-group but wish to, please will you contact the chairman to confirm your interest in joining the group.

CUSTOMS INFORMATION PAPER (13) 76

Tariff Preference: Revisions to GSP

Revisions to GSP that come into force on 1 January 2014.

Relevant to all involved with importing goods under the EU's Generalised Scheme of Preference (GSP). Effective immediate.

CUSTOMS INFORMATION PAPER (13)75

Community/common transit declarations: Completion of Box 18 (Identity and nationality of means of transport

A reminder of the requirement to complete Box 18 of the transit declaration

Relevant to all traders involved in the completion of declarations to the Community/common transit procedure. Effective immediate.

CUSTOMS INFORMATION PAPER (13) 74

A report by the Independent Chief Inspector of Borders and Immigration on "An Inspection of Border Force Freight Operations"

Relevant to anyone involved in the import and export of goods

CUSTOMS INFORMATION PAPER (13) 72

The National Clearance Hub – Move from Custom House, Salford to Ralli Quays, Salford

Relevant to All those who send documents to the National Clearance Hub in Salford by Courier. Effective 14 November 2013.

CUSTOMS INFORMATION PAPER (13) 69

Update on Low Value Bulking of Imports (LVBI)

Clarification on the completion of the import declaration and update of Terms and Conditions

Relevant to LVBI approved operators and their agents or representatives. Those who seek LVBI approval for the first time.

CUSTOMS INFORMATION PAPER (13) 68

Customs Duty Repayments

Relevant to Importers and Agents requiring repayment of Customs Duty. Effective immediate.

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.

February 2014:

Guangzhou China

AAITF 2014 - The 10th China International Automotive Aftermarket Industry & Tuning (Guangzhou) Trade Fair

17.02.2014 – 19.02.2014

www.aaitf.org

Beijing China

CIAACE

20.02.2014 - 23.02.2014

www.ciaaceexpo.com

Beijing China

AMR Auto Maintenance & Repair

26.02.2014 - 01.03.2014

www.auto-maintenance.com

Halle Germany

Motortrend

07.02.2014 - 09.02.2014

www.motortrend.com

Cologne Germany

Tire Technology Expo

11.02.2014 - 13.02.2014

www.tiretechnology-expo.com

Freiburg im Breisgau Germany

automobil

21.02.2014 - 23.02.2014

www.automobil-freiburg.de

New Delhi / India**Auto Expo India**

05 - 12 February 2014

www.autoexpo.in**New Delhi India****automechanika**

26.02.2014 - 28.02.2014

www.automechanika.messefrankfurt.com**March 2014:****Algiers, Algeria**

Equip Auto Algeria

03.03.2014 – 06.03.2014

www.equipauto.com**Kassel Germany****Technorama - Classic car exhibition**

15.03.2014 - 16.03.2014

www.technorama.de/**Frankfurt, Oder Germany****Reisen & Mobil**

15.03.2014 - 16.03.2014

www.mobil-reisen-plus.de**Mexico City Mexico****GlassLat**

19.03.2014 - 21.03.2014

<http://en.neventum.com/glasslat-2013/>**Jakarta , Indonesia,****IIBT and INAPA 2014**

19.03.2014 - 22.03.2014

St Petersburg Russian Federation**Autoprom Russia**

12.03.2014 - 14.03.2014

www.autopromrussia.ru**Taipei Taiwan****MotorFueling Complex**

12.03.2014 - 14.03.2014

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**Panama City, Panama**

Atlapa Convention Center

09.07.2014 – 11.07.2014

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**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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