

INTERNATIONAL BULLETIN JUNE 2011

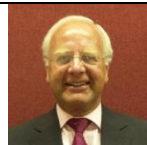
Key Contents

- SMMT dates
- Trade events around the world
- Industry support initiatives
- Global news round-up
- WTO notifications
- JCCC customs information papers
- International market snapshots
- International business opportunities



Editorial

David Croxson
Head of International, SMMT



International Business Group: Contacts – Relationships – Opportunities

SMEs typically start to trade in a local / national market but increasingly, particularly with global website profiles being relatively easily achieved, SME business activity quickly develops or even starts to go global with importing / off-shoring, exporting, joint ventures and partnerships, licensing, foreign subsidiaries and branches and franchising overseas – all these international opportunities are now an everyday part of the SME trading mix.

Research shows that finance, shortage of working capital to finance exports remains a prime obstacle. Banking attitudes to auto-sector SME international trading and access to finance is something that SMMT seeks to influence at both UK Government and EU Parliament level.

Limited development of an international business strategy and high demands on management time also hold back progress. SME management is invariably already stretched for time and skills – and international trade places significant extra demands with the burden falling on the more senior staff – typically the owner / manager / CEO who has often initiated and leads on international trade development.

The main identified obstacles restricting SMEs developing international trade include:

- difficulty identifying foreign business opportunities
- limited information to locate/analyse markets
- inability to contact potential overseas customers
- limited resources, experience, expertise
- lack of overseas market knowledge, exposure
- struggling to maintain profitability, professionalise and extend business activities
- adopting more formal strategic planning procedures

All the above can be ameliorated by making contact with SMMT International Department and UKTI activities and initiatives.

UKTI's Passport to Export training programme, Gateway to Global Growth (G3) and International Trade Adviser mentoring assists with strategic planning and provides mentoring support for up to twelve months.

UKTI's Overseas Market Introduction Scheme facilitates targeted contact making; UKTI Export Market Research Scheme assists with both bespoke market research and accessing general market data and the UKTI Tradeshow Access Programme provides support for exhibitors at international trade shows. UKTI's Market Visit Support is another support initiative providing regionally / sector based financial support for SMEs to carry out selected market visits – but is declining and not as widely available as before. Look at SMMT International pages on our website for further information on these or contact UKTI direct on <http://www.ukti.gov.uk>

When initiating trade in overseas markets the SME first requires contacts, from these contacts a strategy is required to develop relationships and only once relationships are formed will meaningful and sustainable business opportunities arise. In our experience an SME may come across an ad hoc “opportunity” directly but responding to such enquiries invariably will result in cost rather than an order and even less frequently profitable repeat orders. For an SME to develop repeat profitable and sustainable overseas business a defined international market strategy and considerable effort is required over extended time.

SMEs tend to enter overseas markets without undertaking even cursory fact finding. There are examples of tenders being submitted without fully understanding legal obligations / contractual laws; shipping requirements, costs and insurance; local legislation regarding sale, labelling and use of the product, local competition and market pricing; currency fluctuations / exchange cost implications, payment and remittance arrangements; and provision of after-sale care / customer support arrangements.

Whilst many of these issues are export / import generic and arise irrespective of country to the list can then be added a mix of particular country specific issues such as language and culture, local legislation, customs, tariffs and duties etc.

SMMT International Team and our International Business Group meetings provide an opportunity for SMEs interested in international trade development to seek advice, meet together to network, share ideas and experience and benefit from the guidance of skilled and experienced mentors and invited guest speakers to participate in informative awareness-raising presentations on a variety of markets and relevant topics.

Dates of our International Business Group (IBG) meetings are highlighted in this Bulletin and we very much welcome your attending a future meeting to meet with the International team and colleagues to discuss how we and UKTI together can assist your international trade development plans.

I look forward to meeting you at an IBG soon!

IMPORTANT NOTICE**SMMT's NEW ADDRESS FROM 18 JULY 2011**

As from 4 July, SMMT's new London premises and registered office address are:

The Society of Motor Manufacturers and Traders Limited

71 Great Peter Street

London

SW1P 2BN

All telephone numbers and email addresses remain unchanged.

Please ensure that from 4 July, all correspondence is sent to the above address.

Key Dates



SMMT Group Meetings

Customs and Tariffs Working Group:

Wednesday 14 September 2011

Wednesday 7 December 2011

Personal Export Sales Group:

Friday 9 December 2011

International Business Group:

Wednesday 21 September 2011

Tuesday 29 November 2011

Design Engineering Group:

Tuesday 29 November

International Trade Survey

Win a drive at Jonathan Palmer Driving Experience

SMMT has designed an online [survey](#) to understand the key areas of international interest for the UK automotive sector. The survey will take no longer than 5 minutes to complete and your answers will help to shape both our international trade support events and determine the advice we provide to UKTI and other government decision makers.

If helping shape our future is not enough reward, there is an added incentive, one lucky participant will win a voucher for the **Jonathan Palmer Sport Corporate Driving Experience**. The prize is to drive the **BMW M3** or a **Formula Jaguar single-seater** and a range of other exotic high performance cars around the demanding Bedford Aerodrome racing circuit. There are instructors on hand to make sure you get the most out of this great driving experience.

To view the full details, terms and conditions and TO COMPLETE THE SURVEY please go to: www.smmt.co.uk/members-lounge/member-services/business-opportunities/international-trade/international-survey/

THE SOCIETY OF MANUFACTURERS AND TRADERS LIMITED

SMMT, Forbes House, Halkin Street, London SW1X 7DS

T +44 (0)20 7235 7000 F +44 (0)20 7235 7112

Events



International Events held in the UK

UKTI (Northwest) - EEF Manufacturing Growth through Export (Multisector)

Tuesday 12 July Greater Manchester

Wednesday 13 July West Midlands

Thursday 14 July Central London

Learn about the scale of the opportunity for automotive, aerospace and advanced engineering businesses from heads of the UKTI's commercial teams based in Brazil, Russia, India, China and the USA. Understand more about key areas such as project finance, international business law and IP Protection from our expert speakers and follow up on the day during clinic sessions.

Cost: £50 +VAT per person.

For enquiries about booking and payment,
contact: EEF

tel: 0845 293 9850

email: training@eef.org.uk

For enquiries about the event itself eg venue information, timings and agenda

contact: UKTI Event Support Team

tel: 0115 947 5666

email: export2011@uktieventsteam.com

London Chamber of Commerce Training Courses

Tuesday 20 September - Export Documentation Essentials

Tuesday 18 October - Incoterms 2010 Rules (half day)

Tuesday 25 October - Documentary Letters of Credit

Thursday 10 November - Appointment and Management of Agents and Distributors

Further information:

website: www.londonchamber.co.uk/ittc

Trade Events



International Events held abroad



SMMT supported event

Mexico: 13-15 July 2011

PAACE Automechanika, Mexico City – Visiting us at Booth 2422

As part of our continuing investigation of market opportunities in Mexico, SMMT will be leading a small UK group to the PAACE Automechanika show which takes place in Mexico City between 13 - 15 July. Special rates and conditions have been negotiated to give British exhibitors a no-hassle experience at the largest aftermarket show in Latin America.

With an average vehicle age in excess of 14 years and thousands of kilometres of unpaved "terrazera", Mexico presents plenty of opportunities for automotive repair and maintenance products.

If you are at visiting the show, please do drop by and say "hello" on stand number 2422.

For more details

contact: Pat Shaw

tel: +44 (0)20 7344 9260

email: pshaw@smmt.co.uk



SMMT supported event

Moscow :24-27 August 2011 – SOLD OUT

Automechanika MIMS Moscow, Russia

SMMT in association with UKTI will present the UK pavilion group at Automechanika MIMS Moscow. It is the leading showcase event for reaching automotive markets in CEE and Russia offering exhibitors an opportunity to access emerging markets in Far East. Already 9 companies have applied and further participation is welcomed.

contact: Ruta Aisthorpe

tel: +44 (0)20 7344 9231

email: raisthorpe@smm.co.uk



SMMT supported event

China: 8-10 September

CIAPE 2011, Beijing

The China International Auto Parts Expo attracts 60,000 visitors and 2,000 exhibitors and is growing year on year. The CIAPE organising committee is offering free-matchmaking services to British exhibitors and visitors at the Show. **contact:** Sarah Thevenet

email: sthevenet@smmt.co.uk

London Chamber Trade Missions:

Nigeria and Ghana - Lagos and Accra: 18-28 September 2011

Multi-Sector Trade Mission to West Africa

Sponsored by UK Trade & Investment

Vietnam - Ho Chi Minh and Hanoi: 14 -18 November 2011

Multi-Sector Trade Mission to Vietnam

Sponsored by UK Trade & Investment

contact: Annabel Fogden, World Trade team

tel: 020 7203 1967

email: afogden@londonchamber.co.uk

Azerbaijan: 18-22 September

Middle East Association Multi-Sector Trade Mission to Baku

The UK is the largest foreign investor in Azerbaijan, and there are over 150 UK companies represented in the country. Azerbaijan has undertaken effective reforms, simplifying business registration, lowering corporate tax, increasing efficiency, and facilitating new ventures. It has a well developed infrastructure and low cost skilled labour force.

The mission has the full support of the British Embassy in Baku, the Azeri Embassy in London, and the European Azerbaijan Society. It is kindly supported by BMI.

Closing date: 11 July.

For more information:

contact: Feride Alp-Walter, The Middle East Association

tel: 020 7839 2137

email [CT Group Travel \(mea@ctgrouptravel.co.uk\)](mailto:mea@ctgrouptravel.co.uk)

www.the-mea.co.uk

Romania, Bucharest: 5-8 October 2011

TIB (Industrial Equipment & Automation)

TIB is a major event in the advanced engineering sector. TAP support is available for this event.

Closing date: 31 August 2011

contact: Karen Finegold - Engineering Industries Association

tel: 020 7298 6455

email: KFinegold@aol.com

India: 6-8 October 2011**APAC, Chennai**

The 16th Asia Pacific Automotive Engineering Conference (APAC) is being held for the first time in India.

This is a networking opportunity and is an excellent platform for business promotion and to showcase new technologies. For more information go to: www.apac16.org

contact: Maya Sivakumar

tel: + 91 44 4219 215 1

email: maya.sivakumar@fco.gov.uk

**SMMT supported event****France: 11-15 October 2011****EquipAuto, Paris**

SMMT, in association with UKTI, is pleased to present the UK pavilion at Equip Auto 2011, the largest show in Europe for equipment for all vehicles. Early applicants may qualify, where eligible, for a limited number of UKTI Tradeshow Access Programme (TAP) grants.

contact: Ruta Aisthorpe

email: raisthorpe@smmt.co.uk

**SMMT supported event****Turkey 24-27 November 2011****Otomotiv****17th International Automotive Supply Industry Components Accessories & Service Equipment Exhibition**

SMMT is pleased to be working in collaboration with the organisers to introduce our first UK pavilion group at this year's exhibition.

Although there are no UKTI grants available for exhibitors we have negotiated a special exclusive package price that presents a substantial discount from the standard prices and with significant added value in the support and profile provided to UK exhibitors. SMMT's low cost package will enable you to take full advantage of this high-growth market providing a window of opportunity to showcase your products alongside and network with other like-minded UK companies to enhance your presence and profile at this event. The SMMT UK pavilion at Otomotiv Istanbul presents a real value for money opportunity for UK suppliers to meet with key Turkish industry professionals and for your company to both build new contacts and find out essential market information about the Turkish sector's production requirements.

contact: Ruta Aisthorpe

email: raisthorpe@smmt.co.uk



SMMT supported event

China: 7-10 December 2011

Automechanika Shanghai

Automechanika Shanghai is Asia largest trade fair for automotive parts, accessories, equipments and services, with a record of 3,115 exhibitors and 50,561 trade buyers in 2010.

contact: Sarah Thevenet

email: sthevenet@smmt.co.uk



SMMT supported event

India: 7-12 January 2012

Auto Expo Show, New Delhi

SMMT has nine UKTI Trade Access Programme (TAP) grants available for next year's Auto Expo Show. Each is worth £1,400 to support exhibitor costs at the event. The Auto Expo Show is the key event for the Indian automotive industry and attracts the main businesses and stakeholders in vehicle manufacturing and component supply. Grants are available to eligible UK companies.

contact: Sarah Thevenet **email:** sthevenet@smmt.co.uk

Italy, Modena: 2-3 February 2012

Motorsport Expotech (Mechanical Electrical & Process Engineering, Automotive)

Motorsport Expotech is a major event in the motorsport sector. TAP support is available for this event. Closing date: 29 December 2011

contact: Alicia Warden - Motorsport Industry Association

tel: 02476 692600

email: alicia.warden@the-mia.com



SMMT supported event

Germany :11-16 September 2012

Automechanika Frankfurt, Germany

SMMT in association with UKTI present the UK pavilion group at Automechanika Frankfurt 2012 Germany. Registration for the UK pavilion is now open.

contact: Ruta Aisthorpe

email: raisthorpe@smm.co.uk

Trade Support Initiatives



Helping you do business

Automotive Supplier Finder

SMMT provides a free to user service to find UK suppliers.

www.autosupplierfinder.com

Thailand

Thailand ranks 12th in the world in terms of automobile production volume in 2010, three places above the UK. Virtually all of the world's major automakers are represented in Thailand. Together they produced over 1.6 million vehicles and over 2.0 million motorcycles in 2010, an increase of 67% and 24% respectively. In Q1 of 2011, Thailand saw an increase of 22% and 19% in automobile and motorcycles production volume compared to the same period in 2010. Thailand also exported over £7 billion worth of automotive parts in 2010, an increase of 33% over 2009.

Read UKTI sector briefing on automotive opportunities in Thailand. For easy reading and printing, download the [full sector report](#) as a PDF or www.ukti.gov.uk/download/139860_114320/automotiveopportunitiesinthailand.pdf.html

Automotive opportunities in Brazil

Latest UKTI overview of market potential for the automotive sector in Brazil. Brazil is the 6th largest producer of vehicles in the world with 80% market share of the market in South America representing 5% of Brazilian GDP. The UKTI report provides an overview of the market including: Why you should look at the Brazilian market, opportunities for UK suppliers, major events, activities and UKTI contacts

Read UKTI sector briefing on [Automotive opportunities in Brazil](#) or www.ukti.gov.uk/download/147420_113663/automotiveopportunitiesinbrazil.pdf.html.

Global News Round-up



Bangladesh

Ashok Leyland secures US\$23m bus order

Thursday, May 26, 2011, AutomotiveWorld.com

Indian commercial vehicle manufacturer Ashok Leyland has secured an order from the Bangladesh Road Transport Corporation (BRTC) for 290 completely built-up (CBU) double-decker buses.

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T +44 (0)20 7235 7000 F +44 (0)20 7235 7112

Brazil

Curitiba orders 60 hybrid buses from Volvo

Thursday, June 16, 2011, AutomotiveWorld.com

Volvo Buses has announced that it has received its largest hybrid bus order to date. The city of Curitiba in Brazil has ordered 60 buses, deliveries of which will start in 2012

Auto sales in May up 10.1% month-on-month

Tuesday, June 07, 2011, AutomotiveWorld.com

Automotive sales in Brazil rose to 318,500 units in May 2011, up 10.1% compared with what the

Bulgaria

Great Wall to start local build by end-2011

Tuesday, June 21, 2011, AutomotiveWorld.com

Chinese vehicle manufacturer Great Wall Motor intends to start assembling its vehicles at its plant in Lovech, in northern Bulgaria, by the end of 2011, the Nanfang Daily said

Burma

Chery to build assembly plant in Burma

Friday, June 10, 2011, AutomotiveWorld.com

Ambitious Chinese vehicle manufacturer Chery Automobile plans to set up an assembly plant in Burma.

China

Solvay ploughs EUR120m into polymer plant

24 June 2011, just-auto.com

Solvay is to invest around EUR120m (US\$170m) to produce polymers at its Chinese industrial site at Changshu in Jiangsu province.

The plant, which will become operational at the beginning of 2014, will see productions of Solef Polyvinylidene Fluoride (PVDF), Tecnoflon, Fluoroelastomers (FKM) and their monomer VF2 in China to satisfy growing demand in Asia.

Continental opens new plant in Jinan

8 June 2011, just-auto.com

Continental has announced the opening of a new wholly-owned production facility in Jinan, Shandong province – Continental Automotive Jinan Co., Ltd.

The facility is Continental's first facility in China that specialises in manufacturing electronics for commercial vehicles and the aftermarket.

New scrappage scheme to lift car sales

9 June 2011, just-auto.com

According to a report in China Daily, the Ministries of Commerce and Finance in Beijing have approved a new package of car scrappage incentives.

Under the new scheme a grant of up to Yuan 18,000 (US\$2,770) will be available for owners of old vehicles (6-15 year-old) and buses aged 8-15 year-old between now and the end of 2011.

PSA and Changan name joint venture

15 June 2011, just-auto.com

The name of the second Chinese manufacturing joint venture to be entered into by PSA Peugeot Citroen has been revealed as Changan Auto PSA (CAPSA). This JV is separate to PSA's existing arrangement with Dongfeng Motor and should initially centre on both light commercial vehicles and the Citroen DS series cars.

Ford starts work on US\$500m engine plant

16 June 2011, just-auto.com

Ford's joint venture company in western China Changan Ford Mazda Automobile (CFMA) has broken ground today for its second engine plant in Chongqing.

The US\$500m investment will double CFMA's annual engine production capacity in China to 750,000 units when it starts operations in 2013, the automaker said. The engines will equip Ford-brand vehicles manufactured and sold in the country.

PPG Industries starts first resin production plant in mainland China

20 June 2011, just-auto.com

PPG Industries has started operations at a new facility in the Zhangjiagang Yangtze International Chemical Industrial Park, Jiangsu Province, the first resin production plant in mainland China.

The plant will have an initial production capacity of 27,000t, supplying advanced resin products to PPG coating plants and other customers in the region.

China-owned MG targets BMW 3 series with new MG6 sedan

22 June 2011, Automotive News Europe

MG Motor UK is targeting used-car buyers – and especially BMW 3-series owners – with its new MG6 sedan, which will go on sale in the UK in July and mainland Europe next year.

The sedan will join the MG6 hatchback as the second new model launched by MG Motor, now owned by SAIC, China's biggest domestic carmaker.

GM names China Electrification head

Wednesday, June 15, 2011, AutomotiveWorld.com

General Motors has appointed Ray Bierzynski as GM China's first executive director for Electrification Strategy. In his new role, Bierzynski will be based in Shanghai

May sees new monthly record for auto exports*Monday, June 13, 2011, AutomotiveWorld.com*

According to figures released by the China Association of Automobile Manufacturers (CAAM), the automotive industry in China set a new monthly record for the number of vehicles exported in May.

Vehicle sales down for the second month in May*Friday, June 10, 2011, AutomotiveWorld.com*

Automotive sales in China continued to decline for the second consecutive month in May. Sales were down nearly 4% year-on-year at 1.38 million units last month.

LCV emission norms tighten from 1 July*Wednesday, June 01, 2011, AutomotiveWorld.com*

The China Association of Automobile Manufacturers (CAAM) has said that the country will tighten emission rules for diesel-powered commercial vehicles, starting on 1 July.

Car prices drop 3.1% in May*Friday, June 17, 2011, AutomotiveWorld.com*

The average price of locally-made passenger vehicles in China fell 3.1% year-on-year in May, and 0.38% from April, reports Bloomberg, citing the National Development and Reform Commission.

Chery approved for new subsidiary*Thursday, June 16, 2011, AutomotiveWorld.com*

Chery is preparing to launch a subsidiary company with a focus on passenger cars, reports Beijing Youth Daily.

Diesel engine sales up 2.1% in Jan-May 2011*Tuesday, June 21, 2011, AutomotiveWorld.com*

Engine manufacturers operating in China sold a total of 309,695 diesel engines for the automotive market last month, down from the levels reported in April 2011.

Mitsubishi Electric forms car multimedia JV*Monday, June 20, 2011, AutomotiveWorld.com*

Mitsubishi Electric Corporation concluded an agreement on 16 June with QiMing Information Technology, a subsidiary of China FAW Group Corporation, to establish a joint venture company

Ssangyong signs up local distributors*Monday, June 20, 2011, AutomotiveWorld.com*

South Korean vehicle manufacturer Ssangyong Motor recently signed a contract with Chinese automotive distributor Pang Da Automobile Trade Company and SCAS Investment Group for distributorship in China

Colombia

JCI and MAC launch battery joint venture

Tuesday, June 14, 2011, AutomotiveWorld.com

Johnson Controls has announced that its joint venture with MAC SA to produce and sell lead-acid batteries in the Central and South American regions has been launched.

India

GKN Driveline continues expansion in India

10 June 2011, just-auto.com

GKN Driveline is continuing its growth in India with the groundbreaking of a new manufacturing facility for CVJ Systems and Trans Axle Solutions in Pune.

This INR130 crores (GBP18m) factory will employ more than 200 people and is strategically located within 30 kilometres of a number of GKN Driveline customers including Fiat, Volkswagen, General Motors, TATA and Renault.

Ford starts production of new Fiesta in India

17 June 2011, just-auto.com

Ford India has said it had commenced the production of Fiesta sedan at its manufacturing unit in Maraimalai Nagar, near Chennai.

India key to Renault's global expansion strategy - execs

21 June 2011, just-auto.com

Renault has targeted India as one of three key markets, along with Brazil and Russia, in its global expansion plans, senior executives said.

Renault sold 160,000 units in Brazil and 96,500 units in Russia last year and has targeted 100,000 units from 2013 onwards in India.

Tata Motors CNG-electric buses gain momentum

21 June 2011, ngvjournal.com

The Starbus hybrid model is obtaining a favourable response not only locally but also in overseas markets as the Indian OEM, through its Spanish subsidiary, has recently received a request for ten buses from Madrid transportation company to be delivered by 2012.

Mahanagar Gas joins Maruti Suzuki to 'go green'

22 June 2011, ngvjournal.com

One of India's leading natural gas distribution companies has gone a step further to transform Mumbai into a greener city. By partnering with the country's largest passenger car company, Mahanagar Gas Limited (MGL) has replaced its entire fleet of staff vehicles with CNG version of SX4 & Wagon R.

Mahle to supply Nissan Micra air filters from new Chennai plant

22 June 2011, just-auto.com

Malhe Group has a new facility manufacturing air filter systems and intake modules near Chennai, supplying the Indian car industry.

Malhe is targeting major automakers in the region, including Nissan, Renault, Mitsubishi, Hyndai, Ford, Daimler and BMW, as well as several domestic players.

BMW eyes entry into used car business

Thursday, June 16, 2011, AutomotiveWorld.com

BMW's Indian subsidiary is considering an entry into the country's used car business, starting in October this year, according to BMW India president Andreas Schaaf.

Three-wheeler OEM to enter LCV market

Wednesday, June 08, 2011, AutomotiveWorld.com

Indian three-wheeler manufacturer Atul Auto plans to enter the country's ultra-light commercial vehicle market in the near future.

New passenger car sales up 7% in May

Thursday, June 09, 2011, AutomotiveWorld.com

Sales of passenger cars in India improved by 7% year-on-year in May 2011, reaching 158,817 units, compared with sales of 148,425 cars sold in the corresponding month a year earlier.

Fiat considering SUV for the local market

Wednesday, June 22, 2011, AutomotiveWorld.com

Fiat Group's Indian subsidiary is considering launching a vehicle in the Indian compact SUV market. One of the options the OEM is considering is the Sedici SUV, modified for the Indian market.

Indonesia

Car sales inch up in May

Wednesday, June 08, 2011, AutomotiveWorld.com

Compared with sales of 60,702 cars in April 2011, the Indonesian automotive market grew marginally, by 0.3%, to 60,871 units in May.

Iran

IKCO eyes Nigerian market for exports

Friday, June 17, 2011, AutomotiveWorld.com

Iranian vehicle manufacturer Iran Khodro Group (IKCO) plans to start exporting its cars to Nigeria, Daily Trust said

Malaysia

Sales decline for the first time this year

Monday, June 20, 2011, AutomotiveWorld.com

Vehicle sales in Malaysia fell for the first time in 2011 last month, dropping by 9.5% year-on-year to 46,045 units.

Mexico

Mazda to set up plant in Salamanca

Friday, June 17, 2011, AutomotiveWorld.com

Mazda has announced plans to set up a new vehicle production plant in Mexico. The new facility will be located in Salamanca city in Guanajuato state.

Philippines

Japanese disasters hit auto sales in May

Thursday, June 09, 2011, AutomotiveWorld.com

Automotive sales in the Philippines were hit by dwindling stocks as a result of vehicle and component shortages from Japan.

Poland

e+ JV launches EV infrastructure rollout

Friday, June 17, 2011, AutomotiveWorld.com

e+, a joint venture of Alva Technologies and the utility Polenergia, has begun the rollout of EV charging infrastructure in Poland. e+ acts as an integrator providing the services required for EV use

Russia

Sales of cars & LCVs up 48% in May

By: David Isaiah, Friday, June 10, 2011, AutomotiveWorld.com

The light vehicle market in Russia expanded 48% year-on-year in May 2011, reaching 235,170 units, compared with 159,022 passenger cars and light commercial vehicles sold in the same month a year earlier

VW, GAZ to invest €200m to assemble cars

Tuesday, June 14, 2011, AutomotiveWorld.com

Volkswagen and the GAZ Group have signed a contract manufacturing deal regarding Russian assembly of Volkswagen and Skoda models at the GAZ plant in Nizhny Novgorod.

Yo-Avto starts hybrid plant construction

Friday, June 17, 2011, AutomotiveWorld.com

Yo-Avto, the hybrid-electric vehicle JV owned by the Russian Onexim Group and Yarovit Motors, has begun building a 45,000 upa assembly plant in the Maryino Industrial Park in St Petersburg.

Singapore

BYD in EV distribution talks

Monday, June 06, 2011, AutomotiveWorld.com

Chinese vehicle manufacturer BYD plans to introduce electric buses and taxis in Singapore. The OEM has signed a Memorandum of Understanding with Singapore's transport service provider SMRT

Slovakia

Vehicle output to rise 12% in 2011

Friday, June 17, 2011, AutomotiveWorld.com

The Association of the Slovak Automotive Industry forecasts that vehicle manufacturers in the country will boost output by 12% in 2011, thanks to a revival in foreign demand.

South Africa

Auto exports to Africa seen to triple

Thursday, June 16, 2011, AutomotiveWorld.com

According to the National Association of Automobile Manufacturers of South Africa (NAAMSA), exports of locally-produced vehicles into the rest of Africa could "easily triple" over the next decade.

Spain

Tata wins order for 10 CNG-electric hybrid buses

Monday, June 20, 2011, AutomotiveWorld.com

Indian vehicle manufacturer Tata Motors has secured an order for ten CNG-electric hybrid buses from Spain,

Taipei

China Motor plans US\$1bn factory

Tuesday, June 21, 2011, AutomotiveWorld.com

Taiwan-based vehicle manufacturer China Motor Corporation (CMC) plans to set up a vehicle manufacturing plant outside Harrismith, in South Africa's Free State province.

Thailand

Parts shortage hits output & exports in May

Wednesday, June 15, 2011, AutomotiveWorld.com

The shortage of parts from Japan, resulting in significant production cuts by major vehicle manufacturers, led to a decline in vehicle production and exports from Thailand.

Domestic market contracts 10.2% in May

Friday, June 17, 2011, AutomotiveWorld.com

Automotive sales in Thailand declined year-on-year for the first time in 21 months, down to 55,851 units last month. Compared with the industry's sales in May 2010, this figure was down 10.2%.

Vietnam

Combined vehicle sales down 19.3% in May

Friday, June 10, 2011, *AutomotiveWorld.com*

Sales of new vehicles in Vietnam declined year-on-year in May, from 9,498 in 2010 to 7,661 last month, a drop of 19.3%. This was the second straight month of declining sales.

World Trade Organisation Notifications



Here are the outlines of the additional WTO Notifications that have been published since the last edition of the International Bulletin. For a full list of automotive updates go to www.smmmt.co.uk/international or contact dcroxson@smmmt.co.uk

COLOMBIA

G/TBT/N/COL/96/Add.5

8 June 2011

A new draft amendment to Ministry of Mines and Energy Decree No. 2629 of 10 July 2007 "Establishing provisions to promote the use of biofuels in Colombia, and measures applicable to motor vehicles and other engine powered machinery and equipment which are fuel operated" and to Ministry of Mines and Energy Decree No. 1135 of 31 March 2009 "Amending Decree No. 2629 of 2007, concerning the use of alcohol fuels in Colombia and the measures applicable to petrol fuelled motor vehicles", notified by the World Trade Organization in documents G/TBT/N/COL/96/Add.1 of 16 August 2007 and G/TBT/N/COL/96/Add.3 of 23 April 2009 respectively. In view of these amendments, a new deadline for comments has been set at 30 August 2011.

CANADA

G/TBT/N/CAN/335

8 June 2011

The Department of Transport has revised the Technical Standards Document (TSD) No. 305, *Electrolyte Spillage and Electrical Shock Protection*, which specifies requirements for limitation of electrolyte spillage, retention of electric energy storage devices, and protection from harmful electric shock during and after a crash. This revision is introduced to take into account the use of new anthropomorphic test devices as well as new requirements for limitation of electrolyte spillage, retention of electric energy storage devices, and protection from harmful electric shock.

**CUSTOMS INFORMATION PAPER (11) 56****Update on CHIEF change to reduce Route 3 entry generations**

Update on the system change [CR43] re-introduced to the live CHIEF CIES service on 11 May 2011 and to remind the trade on the process requirements for Route 3 generated entries. This CIP provides an update on the status of the change and also to reiterate the current R3 process and rules.

Effective: Immediate

CUSTOMS INFORMATION PAPER (11) 54**Import Control System (ICS) – Position at 1 July 2011****Update on:**

- the UK position regarding the end of the period of grace period;
- the Government Gateway authentication [8901] error & Arrival Notification; and missing response messages from UK ICS.

Effective: Immediate

CUSTOMS INFORMATION PAPER (11) 51**EU-Japan AEO mutual recognition**

Implementation procedures of EU-Japan AEO mutual recognition. Following the completion of the AEO mutual recognition agreement with Japan in June 2010, the EU and Japan were finalising arrangements to exchange AEO data to enable the benefits to be delivered. This CIP now explains these arrangements.

Effective: Immediate

CUSTOMS INFORMATION PAPER (11) 50**Tariff Preference: New EU-South Korea Free Trade Agreement**

The entry into force on 1 July 2011 of a major new reciprocal preferential trade agreement. The European Union has concluded a major new reciprocal preferential trade agreement with South Korea, the provisions of which apply to eligible products which are released to free circulation in the EU or South Korea on or after 1 July 2011

CUSTOMS INFORMATION PAPER (11) 49**Free Zones- Expiry of Designation Orders**

A reminder of the expiry of certain Free Zone designation orders on the 10 August 2011 Following the issue of [CIP \(10\) 48](#) concerning the non renewal of designation orders for Free Zones this CIP is to remind all operators concerned with activities in Free Zones of the expiry of four designation orders on the 10 August 2011.

Effective: September 2011

CUSTOMS INFORMATION PAPER (11) 48

Tariff Preference: Cumulation provisions within Pan Euro-Med Countries

Further information about the provisions of Pan Euro-Med cumulation

The latest change has now been published in [Official Journal C156/3](#) dated 26 May 2011.

The notification has confirmed that Jordan has now signed with Turkey (and vice versa) with effect from 1 March 2011.

International Market Snap-Shots



Taxing fuels according to their energy content

The European Commission is considering taxing fuel according to energy content rather than volume.

Eberhard Rhein is a former official in the European Commission's external relations department, responsible for the Mediterranean and Arab world. He gives a course on economic policy at the Mediterranean Academy for Diplomatic Studies in Malta. "For decades European countries have taxed gasoline, diesel and heating fuels on the simple basis of volume; and tax rates varied substantially among EU member countries beyond commonly agreed minimal rates.

The European Commission finally wants to replace this system with a more coherent one based on energy content. On the same occasion, it aims to raise the minimum rates that go back to 1992, when the energy environment was quite different from today. The Commission is fully aware that any tax proposals require unanimity, unless the more progressive countries decide to resort to enhanced cooperation. Therefore it envisages a long transition period until 2020.

Higher taxation of fuels constitutes an incentive to save energy, as the comparison between Europe and the USA demonstrates. If US gasoline prices were as high as European ones, the fuel efficiency of American cars would be comparable to European or Japanese cars.

Still, energy taxation can only be one element in any efforts to raise energy efficiency and has to be seen together with strict fuel efficiency standards for vehicles and buildings. The adoption of the Commission proposals will lead to higher taxation of diesel, which has traditionally been kept lower than that of gasoline in order to aid the haulage business, especially in Germany. It is therefore not surprising that the mere announcement of the measures has led to an outcry of protest by German lobbies, from the German Automobile Club to the Association of Automotive Manufacturers.

Thanks to high fuel efficiency and lower diesel taxation, half of the German passenger car sales are fitted with diesel engines, but in Belgium with slightly higher taxes on diesel it is even 80%!

Considering the long transition period foreseen, the adoption of a revised directive in the course of 2012 will have hardly any impact on car purchases in the coming five years. But it will send a welcome signal to the trucking business to shift more freight from road to rail.

Heating fuel might also become a hot issue in the forthcoming deliberations, for social reasons. It will become more expensive compared to gas, which is more environmentally-friendly. The shift from oil to gas for heating is inevitable. Giving a long-term signal to consumers that it is time to shift and improve the energy efficiency of their houses should therefore be welcome.

The Commission proposals have to be seen in the light of the EU long-term mobility and energy strategy to make more efficient use of increasingly scarce mineral fuels.

They are therefore likely to be adopted, after the usual process of horse trading among member states and political groups in the EP.

They should be highlighted as a model to major energy consuming countries in the world, even if the USA as the biggest fuel consumer will not even think of excise taxes on fuels before elections in 2012.

EU delegations abroad should in due time explain the rationale behind the EU measures and suggest to their host countries to take a closer look at them."

Views expressed in the above article taken from www.euractiv.com are not necessarily those of SMMT.

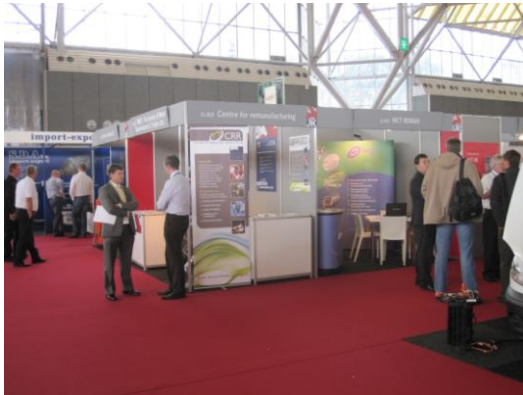
Report on ReMaTec

2011 marked the tenth anniversary of ReMaTec – Europe’s only specialist remanufacturing exhibition – which took place at the RAI Centre, Amsterdam between 19 – 21 June. During its brief history the show has doubled in size. This year exhibitor numbers exceeded 150, with a number of major global players participating for the first time.

The UK was well represented, with over 20 British exhibitors and numerous visitors. British expertise in the remanufacturing sector was also demonstrated when John Collins of Autoenterprises won the Parts Selection Competition, successfully matching a selection of “anonymous” rotating electrics to a stock list of OE parts numbers.

In view of the strong British presence and the positive business reports from both exhibitors and visitors, SMMT is already working with the show organisers to arrange a larger and more prominent UK pavilion in 2013. However, what we may be able to achieve depends largely on support from the industry.

If you would like to join the UK group, please contact Pat Shaw at SMMT (tel 020 7344 9260, email pshaw@smmt.co.uk). Your early input at the planning stage will help us to deliver what you want in 2013.



Rematec, Amsterdam 2011

Turkey

Turkey is one of the world's leading producers of quality automotive products and has an excellent global location for supplying automotive parts to a wide and increasing number of markets including both the eastern and western European markets and the emerging Middle East and African markets with excellent established trade links with many of the leading European OEMs and Tier 1s that have manufacturing bases in Turkey and with logistics times that cannot be equalled by China or India.

With both an expanding home production and export and domestic sales market for vehicles, increasing demand from Turkish OEMs and Tier 1s presents a very real opportunity for international suppliers to win more business whilst their other traditional markets still remain relatively depressed. Turkish OEMs need new suppliers and local Turkish suppliers urgently need new technology and new supply chain partners to win all this new business.

Some 15 different OEMs have production facilities in Turkey including: Daimler, Fiat, Ford, MAN, PSA Peugeot Citroen, Renault, Toyota, Karsan, Otokar, Temsa, Tofas, Chery, Hyundai, Honda and Isuzu.

According to Automotive Distributors' Association (ADA), domestic Passenger Car and LCV sales volumes were realized at 56,302 and 24,166 in May 2011, indicating 39% YoY and 28% YoY rises respectively. Thus Jan.-May. PC and LCV domestic sales figures are 62% and 46% higher than those in 2010 respectively. PCs announced figures are a record high May figure (just like Feb., Mar., and Apr. 2011), whilst with the LCVs, the reported figure is second only to that in 2004.

Following the record of 761K in PC+LCVs in 2010, we expect domestic market to remain resilient in 2011 despite much anticipated measures post-elections. Companies in the auto sector typically expect 2011 PC+LCV volumes between 800-850K (please note that ADA volumes are not directly indicative for individual car companies' sales volumes, as the ADA figures represent actual number of vehicles sold to end-users, not to dealers). Source AK Investment.

International Business Opportunities



Business Opportunities from SMMT UK Pavilion at Automechanika Middle East 2011



European Truck Parts – particularly engine parts

UAE company based in Dubai and Ajman is looking to source from UK, European truck parts – particularly Volvo, Scania and Mercedes for customers in Afghanistan, Iraq, North and East Africa.

contact: Vijay Verghis Director, Genesis International f.z.e. E

tel: +9716 5309475 Mobile: +971 5 4502181

email: verghisv@eim.ae

Sourcing of New Toyota and Lexus cars

UAE based trading company is seeking UK contacts who can source / supply new Toyota and Lexus right hand drive cars.

contact: Sheikh Abdul Kadar, Rizwan Sheikh Trading LLC

tel: +971 4 3524214 Mobile: +971 50 4512416

email: rizwans@emirates.net.ae

UK experience and contacts required

UAE company based in Abu Dhabi manufacturing forklifts and pick-ups in both UAE and Saud Arabia is looking to increase manufacturing to include cars, buses, coaches. Already working with Lotus Engineering in UK the owner would welcome further UK contacts who can support the development of the business.

contact: Mohamad Nasser Al Hajeri, General Relation Manager Gulf Automobile Industry Corporation

tel: +971 2 5500366 Mobile: +971 50 6722216

email: alhajeri2@gmail.com

European truck parts required

Kenya company based in Nairobi requires parts for the leading European truck brands and parts for BMW, Mercedes, Audi and VW. A list of parts required can be supplied upon request.

contact: Nadir Ahmed, Director, bManfreco Ltd

tel: Mobile: 0722 811276 or 0738 811276

email: manfreco@wananchi.com

Auto Diagnostic Equipment required

Saudi company requires auto testing equipment for small passenger cars.

contact: Mohammed Alkawi CEO Ecom Elbenaa, Riyadh

tel: +9661 2468116 Mobile +966 555515516

email: malkwai@hotmail.com or ecom.elbenaa@gmail.com

BMW parts wholesaler and UK brake disc manufacturer sought

Kuwaiti company is contacting UK companies to source a wholesaler that can supply BMW parts. Also seeking a UK manufacturer for OEM brake discs.

contact: Abdulaziz Almelhem, General Manager, Almelhem Auto Parts & Service

tel: +965 24730891

email: almelhem@almelhemgroup.com

Aluminium / Lightweight materials, EV technology - Qatar Investor seeks opportunities with UK companies

The newly established Qatar Automotive Investment Agency is a Qatar based investment company with backing of Qatar Government seeking investment opportunity with UK companies with lightweight materials / aluminium structure / component technology to jointly develop and exploit globally. Particularly interested in EV technology – vehicles and battery energy storage system production / technology.

Qatar has an underutilised aluminium smelter capacity and is interested in investing in lithium ion battery production technology. Also energy costs in Qatar are heavily subsidised.

contact: Ahmed M Sorour CEO Qatar AG (Qatar Automotive Gateway).

tel: +974 44231119

email: amsourour@qatarag.com www.qatarag.com

Iran– automotive rubber components - Technology transfer, manufacturing support/ consultancy

Iranian family company, started 50 years ago, is producing rubber and metal engine mountings and automotive rubber parts generally, employing 500 in Teheran supplying major Iranian OEMS producing Peugeot 206 / 405, own-brand SAMAND passenger car produced by Khodro and SAIPA produced by Kia. They are now seeking UK company with experience in this area to assist them develop the business / product line further with technology transfer and management consultancy services support. The Iranian owner has been brought up in UK and maintains a UK base with his family. Iran produces 1.5 million vehicles each year and business owner sees major opportunity with UK support to introduce a wide range of products to the Iran OEM and aftermarket. The owner would like to meet a UK company with similar manufacturing expertise and with technology know how they would be prepared to introduce to Iran with a flexible arrangement open to discussion and mutual agreement to suit all parties. Other products of interest include TPE weatherstrip, windscreen wipers, all kinds of water and petrol hose.

There is also an opportunity for an experienced former senior automotive executive to provide management expertise to assist the owner develop the company on a flexible consultancy basis. Must be automotive sector experienced and able to travel to Iran for 1 week in six or 10 days every two months. Skills sought are in new product development, new parts introduction / project management.

contact: Mr. Naser Nabipour, Gilan Rubber Compant Ltd. Tehran

tel: +98 (131) 5554760 Mobile: 00989121162006

UK Mobile: 00441246416855

email: n.nabipour@gilanrubber.com

Business opportunities from UKTI website

Austria – Supply of Small Transport Vehicles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/143861.html?null

An international organisation based in Vienna is tendering for the supply of 4 small open vans transport vehicles to Zambia:

- 4x4 all wheel drive
- ABS
- 5 gears
- Manual gearbox
- Fuel capacity: 84 l
- Fuel type: diesel

Bangladesh - Procurement of 4WD Vehicles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/156020.html?null

The Government of the People's Republic of Bangladesh, through the ADB, invites bids for the supply of 4WD Long Wheel Base Cross-Country Vehicles and 4WD Double Cabin Pick-up. These are part of the Participatory Small Scale Water Resources Sector Project Response deadline: 25 July 2011.

Brazil - Brazilian Company seeks British Manufacturers of Spare Parts for Tractors

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/145840.html?null

The company seeks partnerships with construction equipment companies, especially with manufacturers of hydraulic excavators, skid steers, motor graders, wheel loaders, wheel tractors and others. The heavy construction equipment market is expected to grow over 10% in 2011 due to the increasing demand of the civil construction sector in the country.

It may be a good opportunity for companies envisaging expanding their business in the Brazilian market only or with future prospects to expand to other markets in South America.

Brazil - Company Seeks Manufacturers of Spare Parts for Motor Graders

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/147240.html?null

Trading company with over 20 years of experience seeks partnerships with British manufacturers and wishes to develop new brands in the Brazilian market. Established in the city of Sao Paulo in 1990, the company has an area of approx. 2,000 sq meters which includes administrative and sales office together with warehouse.

The Directors have many years experience in automotive segment and are always looking for new business opportunities. The company is divided in 3 business sectors: Auto Parts, Furniture and Fashion. It distributes its products to well-known large distributors in Brazil. The company also acts as a trading and it provides commercial assistance with shipment, export documentation, sales staff, etc.

It may be a good opportunity for companies envisaging expanding their business in the Brazilian market only or with future prospects to expand to other markets in South America.

Bulgaria – Tender for light vans and saloon cars.

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/146540.html?null

Bulgarian water utility has opened a tender for light vans. The contract includes saloon cars as well. The contract is due to be completed within 75 months from its signing. Bid guarantee: estimated at approximately EUR 8.900. The performance security is 3% of the amount of the contract.

Tender deadline: 28 July 2011

Bulgaria – Parts and Accessories for Vehicles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/149560.html?null

This is an opportunity for UK companies to supply parts and accessories for vehicles and their engines. Sofia city road transportation company has issued a contract notice for parts and accessories for vehicles and their engines in 19 lots. The bid winner will be awarded a one-year framework agreement. The contract is estimated at approximately EUR 1.109.518 (VAT excluded). Deadline for submitting the tender offers: 8 July 2011

Bulgaria - Used Lead-Acid Batteries

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/154660.html?null

A Bulgarian company is seeking to establish long-term partnership with UK suppliers of used batteries who are experienced in working in European markets. The company is interested in importing used lead-acid batteries (by ISRI standard).

The products should not contain wood, glass or ebonite. The company is not interested in lithium-ion or nickel-cadmium batteries.

- Required quantity: 10,000 tons per year
- Initial trial lot: 100-150 tons and monthly deliveries from 500 to 1,000 tons

Tender deadline: 25 July 2011

Czech Republic – Motorsport Spare Parts and Accessories

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/155840.html?null

A Czech motorsport producer and distributor is seeking an UK supplier of motorsport spare parts and accessories. The company is a producer of motor and bespoke car wiring. They also provide work on digital motor and car brakes; sell and apply electronic engine systems, paddle shift system and racing turbo-blower; sell a wide range of spare parts and its accessories and provide repair of racing engines. They represent foreign companies on the local market including companies from the UK. This is an opportunity for UK companies to establish new contact with a Czech distributor active in the motorsport sector.

Germany –Dust/Fume Extraction Systems

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/135201.html?null

An experienced engineering and distribution company seeks British manufacturers of dust/fume extraction equipment in the German market. The company has two offices in North Rhine-Westphalia and also acts as a consultancy for end users and OEMs of filter products and measurement instruments. Their current portfolio includes filter, separating and support elements, electronic components for measuring and filtering systems as well as valves, extractors and systems for clean air at the workplace. They also offer installation and maintenance work for filter systems. The company already represents a Belgian and an Italian company and has experience in introducing foreign companies from this sector into the German market.

Germany - Agency Business is looking to Represent Automotive Steel and Plastic Fasteners

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/136760.html?null

A well established German agency business with over 25 years of experience seeks new partners to represent in the automotive sector. Customers are cars and commercial vehicle manufacturers and their suppliers.

Greece - tender for 117 special use, heavy duty 4x4 motor vehicles.

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/145720.html?null

Award criterion will be the lowest bid. Estimated budget for these vehicles is 15,010,000 Euros, not including VAT. Deadline for receipt of documents is 8th July 2011, and tender closing date is 11th July 2011. Bids can be submitted in English or Greek.

Pakistan - Used Trucks for Machinery & Local Transportation

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/144940.html?null

A company has requested used lift trucks from the UK. The company would like to import directly or through agent. The company is a member of reputed business group, which is involved in a wide range of businesses.

The company deals with:

- Power Generation Rental – Diesel and Gas Gensets ranging from 100 – 2450kVA
- Long Term BOT Contracts
- Power House O&M contracts
- ForkLifts Rental / Inbound Logistics
- Construction Machines Rental
- Cement Quarry operations
- Mobile Lighting Towers
- Load Banks
- Crane Mounted Trucks

Poland - Opportunity to Meet Potential Buyers from the Automotive Sector

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/144280.html?null

A Polish company has been organising a permanent platform for business co-operation for potential customers and suppliers of the automotive industry since 2007. They run cooperation platform for vehicle and parts manufacturing companies in the following areas: exchange of information, periodic meetings of the industry, creating new trade contacts and B2B. The company is seeking suppliers of the following commodities:

Electrical and electronic components:

(cables, wires, sensors, transmitters, indicators, components of electrical systems, etc.)

Metal Products:

(wide range of different products: fasteners, pipes, bearings, brackets, brake shoes, brass turned parts, crankshafts, rings, sintered metals, springs, wheels for automobiles, motorcycles, pedals, chassis, gears, Brake discs and drums, parts of exhaust systems, tow bars, various small parts and many others).

Rubber, rubber and metal parts

(different)

Plastic parts

(different)

Castings:

(various kinds of castings: aluminum, iron, sand, zinc, die, and others)

Processes such as:

(various types of processing: bending, forging, forming, turning, pressing, cold and hot stamping, sintering, cutting, polishing, electroplated coatings, painting, milling)

Products and services related to production equipment:

(casting machines, boring machines, grinding machines, honing machines, spare parts and machinery components, hydraulic parts, pneumatic tools and spare parts for foundry, services for the modernization of production lines, etc.)

In addition seeking a supplier of CNG and LPG gas - ensuring the delivery, support and service station on site.

Qatar - Supply of 7 Fire Fighting Vehicles

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/140400.html?null

A large oil and gas company has issued a tender for the supply of 7 fire fighting vehicles, water, DCP Tender and Foam.

Uganda - Agricultural Tractors

http://www.ukti.gov.uk/pt_pt/uktihome/businessopportunity/149020.html?null

The Purchaser now invites sealed bids from eligible bidders for the Supply of Agricultural Tractors with Trailers, Disc Ploughs and other accessories to 23 Secondary Schools and 2 BTVET Institutes. Bidding is open to all qualified bidders as defined in the ADB's Rules and Procedures for the Procurement of Goods and Works (May 2008 edition). All countries are eligible. Interested UK firms may use the UK Trade and Investment Office in Kampala to (i) obtain further information and (ii) purchase bidding documents (iii) submit bidding documents (iv) attend bid opening - through the Overseas Market Introductory Services (OMIS). For further information on this opportunity please register interest via the link above.

SMMT International Team

David Croxson

Head of International
dcroxson@smmt.co.uk

020 7344 9230

07793 773 391

Ruta Aisthorpe

International Manager
raisthorpe@smmt.co.uk

020 7344 9231

07809 522 183

Pat Shaw

International Project Manager and
Administrator

pshaw@smmt.co.uk

020 7344 9260

07809 522 452

Sarah Thevenet

International Manager
sthevenet@smmt.co.uk

020 7344 9233

07809 522 181

