

INTERNATIONAL BULLETIN MAY 2011

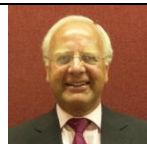
Key Contents

- SMMT dates
- Trade events around the world
- Industry support initiatives
- Global news round-up
- International market snapshots
- International business opportunities



Editorial

David Crosson
Head of International, SMMT



The benefits of international trade shows

There is an ever increasing number of international trade shows for the automotive sector, including shows in the new “emerging” markets and those with an increasingly focussed and specialist sub sector appeal. SMMT International maintains a database of international shows holding key data for every exhibition. We have details of 171 relevant automotive trade shows which have taken place in the first six months of 2011. Now add in those yet to come and the few biennial shows which take place. It is a lot to maintain, let alone to assess in order to decide where best to exhibit. I’d like to say that SMMT International has a presence with a UK group at each show but obviously this is just not practicable. Having said that the third quarter of this year is the “holiday” quarter with only 26 shows in our database from July to September, so if we were to seek world domination through a UK presence, quarter 3 might be the best time to turn out.

Seriously though, the trick is to research the show first to see where you can get best bang for your buck and most importantly where the target audience best fits your international business development strategy. SMMT can help you here. Our range of contacts with show organisers, national trade associations and UKTI affords us the opportunity to find out about the shows and give you advice on where to exhibit given your business goals. SMMT International also visits and reports on shows that are new to us, so we can advise you and assess whether to include the show in our next year's calendar. We have recently visited Messe Stuttgart, a fantastic “5 shows in 1” exhibition (for more info read our report in the events section). We’ll also be visiting CAIPE Beijing, Automechanika Shanghai and PAACE Mexico later this year to better understanding the opportunities for UK exhibitors.

Choosing to exhibit via SMMT has a range of benefits. Firstly, we’re here to lighten your administrative load hopefully making it easier to conduct business internationally.

An SMMT led pavilion group has an appointed SMMT Project Manager experienced in the local market. We work hard to secure great locations with extra space, meeting rooms, interpreters, internet and hospitality. We can typically negotiate better bulk prices which our contingent can benefit from. We also try to promote a strong UK presence through our SMMT led UK pavilion groups and our relationship with UKTI. This year we will be attending 5 different shows with support from UKTI Tradeshow Access Programme grants. We lobby UKTI each year for funding from the TAP scheme to support the automotive sector and we'll be working hard to keep our good TAP success rate during reduce government spend.

We are also currently conducting an industry survey to identify your key international markets and those tradeshow you particularly want to attend. The [survey](#) information will help us direct our efforts to secure good UK pavilion presence and to maintain UKTI support for the automotive sector in those places most important to you. The survey will also help reveal those shows new to SMMT where you would like to exhibit. SMMT International is always developing and tailoring the international shows we attend, for example, this year we have introduced new SMMT pavilion groups to Rematec and AutoPromotec. Sadly, by the time UKTI were able to confirm their support we were too late for many companies to join the pavilion group and take advantage of the grants we had negotiated with UKTI. No loss however since we have agreed with UKTI to retain the grants allocated and carry them forward as extra allocation for the other shows we are exhibiting at in UAE, France and Russia.

We are eager to increase the UK presence at the exhibitions that are important to you and are currently discussing and arranging with organisers and UKTI our plans for next year. We consistently see those companies active in exhibiting not only benefitting from increasing international sales but also from the expansion of their network and exposure to international competition and information.

To ensure your requirements are considered please ensure you complete our [International Trade questionnaire](#) (there is a great entry prize) and call us to talk about what international tradeshow you are considering for 2012 and to explore how we can help you.

Key Dates



SMMT Group Meetings

SMMT International Automotive Summit

Tuesday 28 June 2011

SMMT Annual Dinner

22 November 2011

Customs and Tariffs Working Group:

Wednesday 22 June 2011, 10:30 at Forbes House

Key Agenda Items:

- Discussion about impact of Mandatory Guarantees
- HMRC presentation on The Modernised Customs Code and its attendant implementing provision.

To register your attendance contact David Croxson on 020 7344 9231, email dcroxson@smmt.co.uk.

Wednesday 7 September 2011

Wednesday 7 December 2011

International Business Group:

The 7 July meeting has been cancelled due to the SMMT office relocation

Tuesday 29 November 2011

Personal Export Sales Group:

Friday 17 June 2011

Friday 9 December 2011

Design Engineering Group:

Tuesday 28 June 2011

Tuesday 29 November 2011

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 15 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/

To print or not to print?



Last opportunity to choose how to get your IB!

Last month we asked you to contact us if you wanted to continue to receive the International Bulletin in a printed hard copy format. Of those that have responded all are happy to receive only electronically.

If we don't hear from you then you'll be receiving the IB in an electronic format in the future, so contact Pat Shaw pshaw@smmt.co.uk to let us know the format you would prefer to receive.

Trade Events



International Events held in the UK

21 June 2011, 10:30 to 11:00

SMMT Free Webinar and Q&A

Vehicle production outlook and economic forecast

UK automotive manufacturing output for the first quarter of 2011 was up across the board though the global impact of Japan's earthquake was felt sharply here during the course of April. Car output fell 12.2%, commercial vehicle fell 19.9% and UK engine production dropped 4.7%.

SMMT invites you to join industry experts at our next webinar where they will discuss the latest economic forecast and production outlook for the remainder of 2011, and through to 2014. The panel will include Ian Henry, Director of Autoanalysis and author of SMMT's European Car and LCV Production Outlook report.

contact: Rob Morbin to register

email: rmorbin@smtt.co.uk.

tel: +44 (0)20 7344 9265.

28 June 2011

ExploreExport 2011, Bristol

Are you an exporter? Should you be exporting? ExploreExport is a one day conference, exhibition and discussion forum for UK businesses seeking ways to emerge from a changed economy through exporting.

UKTI is hosting the event at the University of West of England Exhibition and Conference Centre. Lord Green, Minister for Trade and Investment will lead discussions alongside Nick Hewer of the BBC's Apprentice, Lara Morgan, Entrepreneur and Founder of CompanyShortcuts.com, plus local South West businesses who will share the secrets of their export success.

Registration fee: £100 (+ VAT) per delegate, including lunch and parking. For more information and to register:

email: info@explore-export.co.uk

tel: 0117 933 9546.

7-8 September 2011
4th annual Low Carbon Vehicle Event (LCV2011)
Rockingham Motor Speedway Corby, Northamptonshire

Regional, national and international policy-makers will participate. A new feature is that there will be opportunities for 1-2-1 meetings with International visitors which can be booked prior to the event or on the day.

For more information go to: www.lcv2011.co.uk

22 November 2011
SMMT Annual Dinner
London Hilton, Park Lane

SMMT President Nigel Stein, Chief Executive of GKN Automotive, will give the keynote industry address at the event that last year, was attended by over 800 senior industry figures from the UK's business, political and automotive sectors.

This year's Annual Dinner will include the announcement of the winner of SMMT's [Award for Automotive Innovation 2011](#) the Autocar Courland Next Generation Award and commentary from a guest speaker. Tickets are now available.

contact: Kayleigh Lawrence

email: klawrence@smmt.co.uk.

Trade Events



International Events held abroad

Canada : 10-11 Jun 2011
Atlantic Truck Show

A globally acclaimed event for promoting the use of commercial vehicles and its technology the event would offers enormous opportunities for meetings with fleet owners, travel & tour operators, corporate & institutions, owner drivers etc. from all over the world.

Venue: Moncton Coliseum Complex, Moncton, New Brunswick, Canada

China: 10-14 June 2011**International Auto Industry Fair 2011, Chongqing**

Now in its 13th year the 2010 show had over 250,000 visitors. For more information go to: www.autochongqing.com

China: 15 June 2011**UK – Hunan SMEs Business Engagement Event, London**

A large delegation from Hunan Province will visit the UK in June, led by Governor of Hunan Mr Xu Shousheng and consisting of government officials who are in charge of the investment and trade and representatives from national and provincial economic development zones, as well as company leaders. The delegation represents various industries reflecting the strength of the Province, particularly Automobile, Equipment Manufacturing Industry, New Energy, Pollution Management. The event is free of charge.

tel: 020 7802 2029

email: events@cbbc.org

China: 27 June -1 July 2011**Sustainable Cities Mission to Wuhan and Hangzhou**

UK Trade & Investment is organising this trade mission to showcase the UKs low carbon and sustainable urban development expertise. The mission will allow you to present your knowledge and expertise directly to project specifiers from municipal and provincial government departments through a series of roundtable discussions and site visits.

contact: Dean Brotherton

tel: on 02476 236290

email: dean@btob.co.uk

India: 10-12 June 2011**Automotive Engineering Show**

Automotive Engineering Show is a showcase of processes, systems & technologies or 'enablers' in automotive manufacturing. This is the first exclusive fair focusing on automobile engineering & vehicle manufacturing processes. The unique rationale of the event is very strong penetration within the automotive manufacturing region. It aims to connect various constituents of this locally based industry.

Venue: Chennai Trade & Convention Centre Chennai, Tamil Nadu, India

Sofia: 10-19 June 2011**Motor Show Sofia**

Motor Show Sofia will feature the latest and best vehicles from around the world. With all the big names in passenger cars, commercial vehicles, heavy duty and garage equipment, spares and automobile accessories being present, offering you a perfect chance to show-case your products.

Venue: Inter Expo & Congress Center, Sofia, Bulgaria

Kenya: 11-13 June 2011**Auto Expo**

Auto Expo-Kenya will feature an entire new generation of vehicles and state-of-the-art components and ancillaries.

Venue: Kenyatta International Conference Centre (KICC), Nairobi, Nairobi Area, Kenya

Akhbar El Yom: 14-18 June 2011**Automech**

International African Arabian Exhibition for Vehicles, Buses, Motorcar Workshops, Service Station Equipment, Automobile Spare Parts, Accessories and Feeding Industries provides a substantial platform for manufacturers and suppliers worldwide to reach out trade buyers from Egypt, the Middle East and Africa.

Venue: Cairo International Convention & Exhibition centre (CICC), Cairo, Al Qahirah, Egypt

Poland: 17-19 June 2011**Auto Moto Show 2011**

Venue: Expo Silesia Exhibition Centre, Sosnowiec, Silesia, Poland

SMMT at ReMaTec

SMMT supported event

The Netherlands: 19-21 June 2011**Rematec, Amsterdam**

SMMT will be flying the UK flag when ReMatec - Europe's premier re-manufacturing exhibition - returns to RAI Amsterdam between 19 - 21 June. Our stand no is **11.822**.

Although the stand will be small, the welcome will be warm, and the meeting facilities are available to all British exhibitors or visitors. So, if you are at the show, please do drop by and say "hello."

contact: Pat Shaw

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Berlin, Germany: 20-22 June 2011

Electric Vehicles Infrastructure World Congress Europe 2011

Vehicle Infrastructure World Congress 2011 is where decision-makers from all the cutting edge utilities, automakers, OEMs and government officials, and the wider EV infrastructure manufacturing community meet to learn and plan for the future.

Venue: TBC

Australia: 21 June 2011

Electric Vehicles Infrastructure World Congress Australia 2011

Where decision-makers including the cutting edge utilities, auto manufacturers, fleet owners, EV infrastructure providers and government officials meet to learn and plan for the future. Attendees include: Managing Directors, CTOs, CIOs, Heads of R&D, Directors of Strategy & Innovation, Directors of EV Implementation, Directors of Network Development, Technical Directors, Heads of DSM, Heads of E-Mobility, Program Directors Electric Vehicles.

Venue: Grand Hyatt Melbourne, Melbourne, Australia

Tunis: 21-29 June 2011

Tunis International Automobile Exhibition

The most important event in the automotive sector in Tunisia. It is a biennial event with an international group of leading manufacturers of automobiles, commercial vehicles, trucks and buses as well as manufacturers of automotive components, parts and accessories, garage equipment suppliers and service stations and suppliers of related services.

Venue: Exhibitions Grounds and International Trade Center, Tunis

Vietnam: 22-25 June

Vietnam AutoExpo

Comprehensive Vietnam vehicle manufacturing Expo.

Venue: GiangVo Exhibition Centre & Fairground, Hanoi, Vietnam

Sri Lanka: 23-25 June 2011**Auto Expo Sri Lanka**

This exhibition provides an opportunity for international manufacturers and suppliers of vehicles and spare parts to meet potential clients and to develop their export markets in Sri Lanka.

Venue: TBC Sri Lanka

Thailand: 23-26 June 2011**Automotive Manufacturing**

A highly specialized event for automotive manufacturing industry with conferences, workshops, seminars etc. The event will prove to be a major business generation point.

Venue: Bangkok International Trade & Exhibition Centre (BITEC), Bangkok, Krung Thep, Thailand

Syria: 1-7 July 2011**Syrmotorshow**

A great opportunity for vendors to meet new clients and to showcase their latest products and services in the automobile industry. It is also an ideal meeting place for new manufacturers to introduce their latest products to the Middle East markets for the first time.

Venue: Damascus International Fairground, Damascus, Dimashq, Syria

Australia: 1-10 July 2011**Australian International Motor Show**

The flagship event for the Australian motor industry. The show offers a line-up of all new, re-designed or upgraded production models and concept cars from around the world.

Venue: Melbourne Convention and Exhibition Centre, Melbourne, Victoria, Australia

South Korea: 7-10 July 2011**Seoul Auto Salon 2011**

Seoul Auto Salon & Seoul Auto Service exhibition is opened for visitors who have interests in various automobile related events such as the Auto Mechanic Competition, Auto Body Shop Competition, Tuning Design Car Contest,

Tint-Off Korea Contest, dB Drag Racing, Racing Queen Contest, Super Car Pavilion, Seminar & Forum and more

Venue: Conference & Exhibition Center - COEX, Seoul, South Korea



SMMT supported event

Mexico: 13-15 July 2011

PAACE Automechanika, Mexico City

SMMT has negotiated a preferential package for UK companies wishing to exhibit at the PAACE Automechanika show, Now in its 13th year, PAACE Automechanika is widely recognised as the leading automotive trade show in Central and Latin America, covering parts, accessories, tuning, repair and maintenance, IT and management, and service station equipment. Unsurprisingly, given the average life cycle of a vehicle reaches 14 years+ and with thousands of kilometres of unpaved “terrazera” roads Mexico boasts a strong automotive aftermarket.

The preferential exhibitor package offers complete shell-scheme stands, with enhanced signage, for as little as US\$3,132 (inclusive of 16% local VAT). For more details

contact: Pat Shaw

tel: +44 (0)20 7344 9260

email: pshaw@smt.co.uk

Japan: 20-22 July 2011

Motortech Japan

Being organized by Japan Management Association, Motortech Japan is an eminent event for showcasing precision electric products & technology. It is the 28th edition of show.

Venue: Tokyo International Exhibition Center (Tokyo Big Sight), Tokyo, Japan

New Zealand: 23-24 July 2011

Speedshow

Will showcase the new cars, new motorcycles, classical and historical Vehicles. This is one of the leading automotive trade show in New Zealand.

Venue: ASB Showgrounds, Auckland, New Zealand



SMMT supported event

Moscow :24-27 August 2011

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. 9 companies have applied so far and further participation is welcome to join the event.

contact: Ruta Aisthorpe

tel: +44 (0)20 7344 9231

email: raisthorpe@smm.co.uk

Russia: 24-28 August 2011

InterAuto International Exhibition

InterAuto International Automobile Salon Fair is Russia's leading trade fair for the automobile industry. Automotive components, spare parts, care products and chemistry, accessories; car audio and video electronics will be targeting manufacturers and importers & exporters of vehicle accessories, special equipment, tuning, performance systems, design refinement.

Venue: Crocus Expo International Exhibition Center, Moscow, Moskva, Russia

Slovakia: 26-28 August 2011

Auto-Moto Show

Auto Moto Show is a celebration of the history, the present technologies and the future advancements of the entire automotive industry. Product will display automobiles, trailers, caravans, spare parts, accessories, engines, their parts and accessories, car audio and video.

Venue: Trencin Expo Center, Trencin, Slovakia

China: 26-28 August 2011

International Auto Supplies Sourcing Fair

9th China International Auto Supplies Sourcing Fair is the only professional auto accessories exhibition authorized by the State Administration of Industry & Commerce.

Venue: The World Expo Theme Pavilion, Shanghai, China



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

tel: 020 7344 9233

email: sthevenet@smmt.co.uk

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

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email: raisthorpe@smmt.co.uk



SMMT supported event

Turkey: 24-27 November 2011

Otomotiv Istanbul

International Automotive Supply Industry Components, Accessories and 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.

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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

tel: 020 7344 9233

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@smtt.co.uk



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.

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tel: +44 (0)20 7344 9231

email: raisthorpe@smtt.co.uk

Event Report

Messe Stuttgart, 17-19 May 2011



Messe Stuttgart

SMMT International has just returned from an interesting trip to Messe Stuttgart, essentially five trade shows in one, it includes Automotive Testing Expo, Engine Expo, Vehicle Dynamics Expo, European Automotive Components Expo and Automotive Interiors Expo. It is a valuable European fixture reaching into the heartland of European OEM and Tier 1 procurement. Don't just take our word for it. We spoke to the few UK participants there, all of whom remarked on the quality of visitors, the access to high level contacts within OEMs, as well as the excellent mix of exhibitors and presentations. The question on our minds is "**Where were you?**"

To give you some facts and figures: **Automotive Testing Expo** had 232 exhibitors of which just seven came from the UK. These were: Anthony Best Dynamics, Cambustion, Dynamotive, Labcell, Oxford Technical Solutions, Photron (Europe), Racelogic and Unico. 43 presentations took place over the three day exhibition, but we believe none given by a UK company. **Engine Expo** had 60 companies exhibiting, 17 of whom were grouped in a special Electric and Hybrid Pavillion.

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8 UK companies were represented: Aeristech, Evo Electric, Goodridge, Lifebatt, LMC, PI Shurlock and Birmingham and Warwick Universities as Science City Research Alliance. Of the 27 presentations given during the Open Technology Forum, 9 were from UK companies. **Vehicle Dynamics Expo** has just 28 exhibitors, 2 from the UK, Alcon Components and Ansiblemotion with Prodrive listed as a presenter at the Vehicle Dynamics Forum. In the **Automotive Components Expo** there were no UK exhibitors among the 69 companies. There was presence from elsewhere, with national pavilion groups from Italy, France, Korea, China, Morocco, India and others. In the **Automotive Interiors Expo**, CAB Automotive stood as the only UK exhibitor among 43 international companies, although Priestmangoode were scheduled to present at the forum.

It can be difficult to decide which exhibitions to attend, but SMMT believes Messe Stuttgart should be on your calendar for European opportunities.

We were impressed with the scope, scale, organisation and quality of visitor and exhibitor here and we're going to be working with the show organisers to try to raise the UK presence and profile next year. Attending European shows doesn't just represent a great sales opportunity, it also builds valuable international networks that can help to source new suppliers, new business and R&D development partners.

We'll keep you posted on developments for SMMT's involvement with Messe Stuttgart but if you'd like further information on the event go to www.testing-expo.com/europe/10_video_stuttgart_main.php or contact David Croxson at dcroxson@smmt.co.uk for queries or to register initial interest in attending with us next year.

Trade Support Initiatives



Helping you do business

UKTI TAP grants

SMMT UK pavilion at Equip Auto Paris in October 2011 and Auto Expo India in January 2012 have been included in the TAP grant scheme.

To register for grants for these shows please refer to the SMMT contacts as shown in the events section of this International Bulletin.

UKTI Automotive Sector Contacts

UKTI is the UK government's lead organisation for supporting UK companies in overseas business, and for attracting inward investment. www.ukti.gov.uk

Main contacts in the UK for the UKTI Automotive Sector are:

contact: Ian Lockhart, Head of Sector

tel: +44 (0)141 228 3654

email: ian.lockhart@ukti.gov.uk

contact: Phil Bales, Trade Development Manager

tel: +44 (0)141 228 3643

email: phil.bales@ukti.gov.uk

Automotive Supplier Finder

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

www.autosupplierfinder.com

UKTI's Five Year Strategy: Britain Open for Business



UK Trade & Investment (UKTI) has launched its new corporate strategy, *Britain Open for Business* which will be at the centre of government's drive to promote growth through trade and investment. Launched on 10 May 2011, it sets out plans to provide practical support to exporters and inward investors over the next five years.

The strategy lays out four pathways to balanced growth:

- Targeting services at innovative and high growth SMEs to encourage more companies to export, and help existing exporters reach more high growth and emerging markets.
- Winning high value opportunities in overseas markets for UK businesses of all sizes.
- Delivering high quality inward investment, with a drive to market large British infrastructure and regeneration projects to foreign investors.

- Building strategic relationships at the highest levels with the most significant inward investors, including overseas institutions such as Sovereign Wealth Funds, and with the UK's top exporters and major overseas buyers.

To find out more information on the UKTI's five year strategy, please click on the following link: www.ukti.gov.uk/fr_fr/uktihome/media/item/134000.html

SMMT ACTIONS: Supporting the supply chain post Japanese earthquake

UK based vehicle manufacturers have reduced production levels to better manage the reduced flow of key components from Japan. This looks set to continue for a number of months and will create problems for UK based suppliers.

SMMT has approached the banking industry and government to help member companies mitigate the impact on the UK supply chain from the temporary disruptions caused by the Japanese earthquake.

The three items SMMT has asked Vince Cable to address are:

- *Banks*: Ensure that there is a helpful response from banks to suppliers encountering short-term cash-flow problems during this period.
- *Training*: To see if some existing training funding can be brought forward to support companies using any down-time to undertake up skilling activities, and
- *Ports*: To prepare for the resumption of supplies from Japan, by ensuring that processes are in place to expedite product through UK ports without delays.

SMMT are awaiting a response from BIS.

SMMT has also written to the British Bankers' Association and a meeting with Angela Knight has been arranged to discuss working together to secure the first of these priorities.

SMMT is seeking to secure a meeting between the right contacts in the banks and within your companies to open a dialogue and supportive attitude by the banks. SMMT is also in contact with the CBI and EEF asking for active support with government.

It would be useful for SMMT to be provided with further updates on the situation and feedback on supply chain impacts for discussions with government and the banks. SMMT is particularly keen to hear directly from suppliers affected.

Please send information to Konstanze Scharring, Head of Public Policy and Vehicle Legislation

email: kscharring@smt.co.uk

Chamber Translation Services: Special Offer June 2011

Buy 3 languages and get the 4th free (Offer **only** applies to **written text** not exceeding 500 words) Chamber Translation Services will give you free advice on all language aspects including:

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tel: 0121 450 4230

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For further information visit www.translatemediamedia.com or contact Tessa Turnbull

tel: +44 203 137 3989

email: tessa.turnbull@translatemediamedia.com

News Round-up



Global news

Argentina

Auto market in April expands 41.7%

9 May 2011, *AutomotiveWorld.com*

Automotive sales in Argentina reached 70,782 in April 2011, 41.7% more than the 49,935 units sold in the same month a year earlier.

Eaton to supply hybrid systems for TATSA

4 May 2011, AutomotiveWorld.com

Eaton has signed a long-term agreement to design and supply hybrid electric power systems to Argentine bus manufacturer Tecnología Avanzada en Transporte S. A. (TATSA).

Brazil

Auto sales in April down 5.5% on-month

9 May 2011, AutomotiveWorld.com

Figures released by Brazilian automotive industry group Anfavea show that vehicle sales in the country fell by 5.5% to 289,189 vehicles in April, compared with the levels seen in March 2011.

China

Dana breaks ground on new technical centre

12 May 2011, AutomotiveWorld.com

Automotive components manufacturer Dana Holding has broken ground on a new technical centre in Wuxi, in Jiangsu, China. The centre is expected to be fully operational by the end of this year.

Fujian Daimler Auto to set up new R&D centre

5 May 2011, AutomotiveWorld.com

Daimler's joint venture in China, Fujian Daimler Automotive, plans to invest Yuan 500m (US\$77m) to set up a research and development centre in Fuzhou, the capital of Fujian.

Bentley posts record year-to-date sales

24 May 2011, AutomotiveWorld.com

Bentley Motors reported record sales in China of 396 cars for the January-April 2011 period. This figure was 66% higher than the previous record for this period, set in 2010.

Chery Auto targets 30% export growth in 2011

23 May 2011, AutomotiveWorld.com

Chery Automobile is aiming to increase its vehicle exports by more than 30% in 2011 according to company spokesman Jin Yibo, speaking to Reuters.

Ford JV to build new transmission plant

19 May 2011, AutomotiveWorld.com

The Changan Ford Mazda Automobile (CFMA) joint venture plans to set up a new transmission plant in Chongqing's New North Zone. The company will invest US\$350m in the new plant

Dana breaks ground on new technical centre

12 May 2011, AutomotiveWorld.com

Automotive components manufacturer Dana Holding has broken ground on a new technical centre in Wuxi, in Jiangsu, China. The centre is expected to be fully operational by the end of this year.

Auto imports in Q1 up 40.9% year-on-year

16 May 2011, AutomotiveWorld.com

Automotive imports into China in the first quarter of this year increased 40.9% compared with the corresponding quarter in 2010, to reach 195,000 vehicles. According to China Securities News,

Nissan JV to build own-brand cars in Zhengzhou

24 May 2011, AutomotiveWorld.com

A report carried by the Southern Metropolis Daily says Dongfeng Nissan, the Japanese OEM's joint venture in China, has decided to produce its own branded vehicles at its factory in Zhengzhou

Great Wall to build four more plants overseas by 2015

4 May 2011, Automotive News China

Great Wall Motor Co. plans to build more plants outside China by 2015 to assemble vehicles from kits, in addition to the 12 plants that Great Wall operates already overseas.

Suppliers struggle to keep up with the brutal pace in China

9 May 2011, SupplierBusines.com

There is an effort underway to consolidate China's supplier industry. The government-owned China Auto Parts & Accessories Corp. is eager to put together groups of the top parts makers in market share in a given product-segment – ideally with three companies per sector.

Daimler partner Beijing Auto expects slow auto sales growth in China through June

13 May 2011, Automotive News Europe

Auto sales in China may continue to grow slowly through the second quarter before rebounding in the second half.

Beijing Auto is the Chinese partner of Daimler AG and Hyundai Motor Co.

Chinese automakers are seeking to boost sales as competition rises at home, with foreign carmakers introducing local models, even after the nation ended tax breaks and subsidies that helped propel the country past the United States as the world's largest auto market.

JCI-Saft to supply lithium ion batteries to Beijing Auto

13 May 2011, Automotive News Europe

A joint venture between Johnson Controls Inc. and Saft Groupe SA says it will supply lithium ion batteries for hybrid and electric vehicles to be made by Beijing Automotive Industry Holding Co.

Beijing Auto CEO Dazong Wang said the automaker hopes to produce 150,000 hybrids and EVs by 2015.

Spyker announces Saab deal with China's Pangda Automobile

16 May 2011, Automotive News Europe

China's largest listed car distributor has come to the rescue of Saab in a deal worth as much as 110 million euros for the debt-ridden automaker, potentially staving off the collapse of one of Sweden's best-known brands.

Preliminary US anti dumping probe into Chinese made steel wheels expected this week

16 May 2011, SupplierBusiness.com

Verdict could see high tariffs applied on imports as both countries apply measures to protect domestic players.

Dongfeng Peugeot Citroën Automobile starts on third China plant

18 May 2011, Just-auto.com

DPCA held a ground-breaking ceremony today (18 May, 2011) for its third plant in Wuhan, China. The plant will be built in two stages, lifting annual production capacity from 150,000 vehicles in 2013 to 300,000 in 2015.

Wuhan 3 will produce vehicles from PSA Peugeot Citroën's platform 1. The plant will include stamping, body-in-white, paint and final assembly lines, along with supply chain, administrative and warehousing facilities.

India

Tata Motors starts Nano exports

Wednesday, May 11, 2011, AutomotiveWorld.com

Tata Motors has reportedly started shipping its low-cost small car, the Nano, to overseas markets. A formal announcement regarding the start of exports of the car is expected soon.

New fuel efficiency norms for vehicles by June

Tuesday, May 03, 2011, AutomotiveWorld.com

India's bureau of energy efficiency has announced that the government will establish new processes to determine the fuel efficiency of vehicles.

Protection for auto industry in a FTA - minister

Monday, May 23, 2011, AutomotiveWorld.com

India's minister for Commerce and Industry, Anand Sharma, has said that the country will protect its automotive industry in the negotiations for a free trade agreement (FTA) with the EU.

Renault source components worth €100m by 2012

Tuesday, May 24, 2011, AutomotiveWorld.com

Renault plans to gradually scale up its sourcing of components from India for its global business. In line with this strategy, the OEM expects to source components from India worth €100m

Mahindra to launch smaller Renault Logan

27 April 2011, just-auto.com

Mahindra & Mahindra is developing a smaller version of the Renault Logan which it will sell as the Mahindra Verito.

The development follows the failure of the joint venture between Renault and M&M to successfully sell the full-size Logan in India.

Mercedes to build A & B class by 2013

3 May 2011, just-auto.com

Mercedes Benz India is to widen its product range to gain leadership in the luxury car segment here. BMW has already overtaken it and Audi closing the gap.

“We are planning to extend our portfolio upwards and downwards. We are bringing in the A and B class in the next couple of years,” said the MD and CEO Peter Honegg.

£5bn to boost hybrid supercar plans

9 May 2011, ukti.gov.uk

Indian car company Tata Motors plans to invest £5 billion in Jaguar Land Rover over the next five years as the UK firm continues its groundbreaking work on hybrid supercar technology. Experts say the investment underlines Tata's faith in JLR's ability to succeed as a leading global car maker and the UK's potential as a successful location for car manufacturing.

BMW to upgrade CKD operation, may launch Mini

11 May 2011, just-auto.com

India's luxury car market is becoming more interesting by the day as the three German brands, BMW, Mercedes and Audi, further firm up their plans for this market with a series of new model launches and plant upgrades that could see BMW's Mini back on the local agenda.

Hyundai to launch small car early 2012

11 May 2011, just-auto.com

Hyundai Motors India (HMI) is working on an all-new small car for India codenamed 'HA' with an 800cc petrol engine, expected to go on sale early next year.

VW, Ford gains push Hyundai to mull India expansion

13 May 2011, Automotive News

Market share gains by Volkswagen AG and Ford Motor Co. have forced Hyundai Motor Co., India's second biggest automaker, to consider building a network of as many as 1,000 rural outlets and introducing a cheaper small car.

Delhi's buses may run on renewable fuels

17 May 2011, ngv journal

As a joint venture with the Swedish government, Delhi plans to convert biogas generated at Keshopur sewage treatment plant to CNG. The fuel will be used to power buses owned by the Delhi Transport Corporation (DTC). Headed by the local Efficiency and Renewable Energy Management Centre, it is the first such initiative undertaken in the country and is expected to begin by September this year.

Indonesia

Domestic market contracts 7% in April

Wednesday, May 11, 2011, AutomotiveWorld.com

New car sales in Indonesia fell by 7% year-on-year to 60,702 units in April 2011. Reuters, citing data compiled by the Indonesian Automotive Association (Gaikindo),

Malaysia

GE, Naza to team on EVs

Monday, May 09, 2011, AutomotiveWorld.com

General Electric (GE) and the Naza Group of Companies are looking to work together on electric vehicles as well as other areas.

Morocco

Lear officially opens new facility in Rabat

Wednesday, May 18, 2011, AutomotiveWorld.com

Automotive seating and electrical power management systems supplier Lear has announced the official opening of a new electronics facility in Rabat, Morocco.

Philippines

Reduced output takes toll on April sales

Tuesday, May 10, 2011, AutomotiveWorld.com

Automotive production supply chain disruptions in Japan dragged vehicle sales in the Philippines down 4.5% in April 2011. Sales also fell compared with March 2011, by 14.2%,

Poland

Car sales drop 5.3% in April

By: Jaroslaw Adamowski, Monday, May 09, 2011, AutomotiveWorld.com

Poland's new passenger car registrations fell 5.3% in April to 22,388 units, down from 23,629 vehicles registered in the same month last year.

Russia

GT Group wins £50m GAZ engine supply deal

Monday, May 23, 2011, AutomotiveWorld.com

UK supplier GT Group has won a £50m (US\$80.8m) contract with Russian OEM GAZ to provide exhaust gas control systems for a new range of heavy-duty diesel engines.

AvtoVAZ working on 2 new models - report

Tuesday, May 17, 2011, AutomotiveWorld.com

Russian vehicle manufacturer AvtoVAZ is planning two new vehicles with two global vehicle manufacturers for the Russian market. One of these is a compact crossover, which it is developing with Renault

Thailand

Auto sales increase 17.8% in April

Thursday, May 19, 2011, AutomotiveWorld.com

New vehicle sales in Thailand rose to a record 67,283 units in April 2011, up 17.8% compared with the levels reported in the corresponding month a year earlier.

United States

Volkswagen starts on California emissions lab

12 May 2011, just-auto.com editorial team

Volkswagen Group of America (VWGoA) has broken ground for a new 63,000 sq ft lab in Oxnard, California, that will house auto emissions testing and powertrain development for the group brands Volkswagen, Audi, Lamborghini, Bentley and Bugatti. The \$25 million lab will replace an existing facility in Westlake Village near Los Angeles.

Vietnam

Vehicle market contracts 3% in April

Friday, May 13, 2011, *AutomotiveWorld.com*

New vehicle sales in Vietnam declined 3% year-on-year to 9,409 units in April 2011, according to data compiled by the Vietnam Automobile Manufacturers' Association (VAMA).

International Market Snap-Shots



Europe

Automakers worried about metals

www.euractiv.com/en/transport/taxing-fuels-energy-content-sense-analysis-504053

The European car industry today seems more worried about the rising price of metals than about China's moves to restrict rare earth exports. EurActiv spoke to Renault and other car industry representatives, who predict that tensions will have been alleviated within three to four years.

Rising oil prices and tighter CO2 emission standards have pushed car manufacturers to find alternatives to the combustion engine. Among EU carmakers, Renault has been at the forefront of this development, with plans to sell one million electric vehicles in the world by 2016, together with its partner Nissan.

But doubts have been raised as to manufacturers' ability to secure access to key raw materials needed for the batteries of electric vehicles. For instance, a kilo of neodymium, a rare earth mineral, is necessary to make a high-power, lightweight magnet used in electric motors of hybrid cars, such as the Toyota Prius. And China, which produces more than 95% of rare earths, has gradually reduced its export quotas as part of an effort to retain more of the minerals for domestic manufacturers, a policy that has raised alarm among nations with industries that depend on them for high-tech applications

Renault not worried

But not everybody is worried. Philippe Schulz, an expert in energy and raw materials at French carmaker Renault, believes the hype around rare earths will have evaporated three years from now.

"We are not exposed to a risk shortage of rare earths," Schulz told Autoactu, pointing out that there are 800 years worth of reserves available.

"We are only exposed to a time-limited rise in cost because of rising demand in a producer country," he told the news site. "Three to four years from now, there will be no tensions around rare earths anymore," Schultz said.

International Engine of the Year Awards May 18 2011 - Stuttgart.

With the decision of 76 independent judges from 34 countries being announced at Engine Expo 2011 in Stuttgart by Tony Robinson on behalf of Engine Technology International magazine, the award of the International Engine of the Year Awards 2011 added a buzz of excitement to this well attended show.

The International Engine of the Year Awards feature 11 Awards categories plus the coveted prize of International Engine of the Year.

The winners are...

International Engine of the Year 2011: FIAT 875CC TWINAIR

- Best New Engine of the Year: FIAT 875CC TWINAIR
- Green Engine of the Year: FIAT 875CC TWINAIR
- Best Performance Engine: FERRARI 4.5-LITRE V8
- Sub 1-litre: FIAT 875CC TWINAIR
- 1-litre to 1.4-litre: VOLKSWAGEN 1.4-LITRE TSI TWINCHARGER
- 1.4-litre to 1.8-litre: BMW 1.6-LITRE TURBO
- 1.8-litre to 2-litre: BMW 2-LITRE TWIN-TURBO DIESEL
- 2-litre to 2.5-litre: AUDI 2.5-LITRE TURBO
- 2.5-litre to 3-litre: BMW 3-LITRE DI TWIN-TURBO
- 3-litre to 4-litre: BMW 4-LITRE V8
- Above 4-litre: FERRARI 4.5-LITRE V8

For Further Information go to:

http://www.ukipme.com/engineoftheyear/winners_11/bestnew.html

International Business Opportunities



Austria

Supply of Single Lane Vehicles

Pre qualification system – supply of electrical single lane vehicles

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/130773.html?null

An Austrian public transport company is introducing a pre qualification system for the supply of electrical one lane vehicles.

Please note that further information from the company is only available in German and all future correspondence with the company has to be in German.

Bangladesh

Flatbed Trailer with Spare Parts

Tender for 20 ton capacity drawbar type flatbed trailers.

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/142060.html?null

A port authority has floated an international tender for the procurement of 3 numbers of 20 ton capacity drawbar type flatbed trailer with spare parts, tools, accessories and related services.

Response deadline: 20/06/2011

Brazil

Company Looking for British Manufacturers of Spare Parts for Tractors

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/131261.html?null

The company is looking for British manufacturers of spare parts for tractors that need representatives in Brazil. It is trading company established 21 years ago with major clients in the national market.

Established in the city of Sao Paulo in 1990, the company has an area of approx. 2,000 sq meter which includes administrative and sales office together with warehouse.

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.

Bulgaria

Diesel and CNG Buses

Invitation for a tender procedure for the supply of diesel (18 metres) buses and CNG standard (12 metre) buses.

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/130843.html?null

Bulgarian municipality has announced a contract notice for the supply of 28 diesel articulated (18 metres) buses and 38 CNG standard (12 metre) buses for its public transport fleet. The project is funded under Operational Programme "Regional development" 2007-2013, Budget line: BG161PO001/1.5-01/2010/01. The scope of the tender includes the provision of additional equipment and staff training.

Bulgaria

Li-Ion Batteries

Opportunity to supply Li-Ion batteries to Bulgarian academic institution.

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/129378.html?null

A Bulgarian research institute is looking for Li-Ion polymer batteries for the execution of an ongoing Electric Cars project.

China

Opportunity in Automotive Sector in Shenyang

Chinese company seeks special vehicle manufacturing technologies from the UK

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/129761.html?null

The company are the largest light truck manufacturers in Northeast China with over 1000 employees and are located in Shenyang.

They seek special vehicle manufacturing technologies which can be implemented in garbage trucks, cleaning trucks, ambulances, exploration vehicles and communications vehicle.

Response deadline: 31/12/2011

Germany

Agency Business is looking to Represent Automotive Steel and Plastic Fasteners

A well established German agency business is looking for new partners to represent within the automotive sector.

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/136760.html?null

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

Tender deadline: 30/06/2011

Hungary

Purchase of Road Cleaning and Container Hauling Trailers

Tender for the purchase of road cleaning and container hauling trailers, 20 vehicles are needed.

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/139220.html?null

A Budapest organisation has opened a tender for the purchase of road cleaning and container hauling trailers. The following vehicles are needed:

- 5 two-axle, all-wheel-drive washing-watering vehicles equipped with optional winter facilities
- 2 two-axle, all-wheel-drive brooming cars equipped with optional winter facilities
- 8 two-axle, all-wheel-drive container hauling trailers equipped with optional salt diffuser, snow plough and two washing-watering facilities
- 2 three-axle container hauling trailers with levers
- 1 two-axle container hauling trailers with levers
- 2 three-axle container hauling machines with rollers
- The price of the documentation is 50,000 HUF (~163 GBP).

UK companies should click on the **Register my interest** link for further information on this opportunity. Tender deadline: 20/06/2011

India

Auto Component Group Looking for 2 Wheeler Disc Brake Technology

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/130758.html?null

One of the top 5 auto components manufacturer is looking for 2 wheeler disc brake technology. The company is open for joint venture relationship.

Auto Component Group is a major auto component manufacturer in India with manufacturing locations at Aurangabad, Pune, Pantnagar. It has in recent years acquired 2 Alu. Die Casting companies in Europe.

In India 2 wheeler is a very big market (almost 5 million vehicles p.a.). As most of the 2 wheelers are switching to 'Disc' Brakes, Endurance felt the need for advanced technology for the same.

India

Looking for Senior Automotive Professionals & Equipment for Heavy Commercial Vehicles

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/130756.html?null

A Heavy Commercial Vehicle Manufacturer based in Western India and having a turnover of approx. £250 million is looking for Senior Automotive Professionals for it's manufacturing plant at Bhuj and R&D office at Mumbai.

A Motorworks company specialising in HCV manufacturer with plant located in Bhuj (West Gujarat) and is currently producing 1000 fully built HCVs per month. AMW was first amongst Indian Auto cos. to introduce high end HCVs. AMW also has a component division manufacturing Chasis, Wheels, Pressings & rolled steel Products.

AMW is looking for senior Automotive professionals from UK who are willing to locate in India for 3 to 5 years.

AMW is also looking for any used equipment lines (Presses, Forging eqpt., etc.) for it's business expansion.

Pakistan

Used Lift Trucks

Pakistani company seeking to import used fork-lift trucks.

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/142600.html?null

Karachi based company, a member of a reputable business group involved in a wide range of businesses, is interested in sourcing used lift trucks from the UK.

Portugal

Electric Vehicles Charging Stations

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/128690.html?null

Portuguese company is looking for electric vehicles charging stations to apply to different projects in Portugal. Portugal has set an ambitious plan to develop Electric Vehicles infrastructure, which includes a pilot phase, consisting of a public network of over 1,300 charging points connecting Portugal's 25 largest cities should be fully up and running by the first half of 2011.

Portugal

Electric Vehicles Distribution Opportunity

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/128682.html?null

Portuguese company wants to establish a distribution/agent agreement for Portugal for two and three wheeled electric vehicles. A Portuguese company is looking for two and three wheeled electric vehicles manufacturing companies. Their objective is to establish a distribution/agent agreement for Portugal.

Qatar

Supply of 7 Fire Fighting Vehicles

Supply of 7 fire fighting vehicles, water, DCP Tender and Foam

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/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.

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

Tender deadline: 03/07/2011

Russia

Autocomponent Manufacturer Seeking Partner

Russian company looking for a foreign partner to cooperate with design, development and production of various components.

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/126262.html?null

Russian Automotive manufacturer, the producer of 4 component groups: ball joints, tie rod ends, links & control arms and the official supplier of 4 Russian OEMS (JSC «AVTOVAZ» , CJSC "GMAVTOVAZ“, CV “GAZ” and Sollers-Elabuga) is looking for a foreign partner to meet the localisation standards in Russia.

The manufacturer in accordance to its strategy development plan until 2015 is looking for a foreign partner to establish the cooperation and partnership in the following areas:

1. Design and development of:

- Wheel hubs (assembled)
- Axles
- Steering knuckles
- Steering bars (assembled)
- 2. Production of:
- Suspension
- Steering components under license of “Tier 1”

2. Establishing of a joint-venture with an international company to supply to international OEMs with assembly facilities in Russia under their localisation programme.

The Netherlands

Tender for supplying 16 Civilian Armoured Vehicles

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/127761.html?null

The Defence Materiel Organisation (DMO) of the Dutch Ministry of Defence has submitted a tender for supplying 16 Civilian Armoured Vehicles (SUVs) that meet the class VR7 ballistic protection standard.

The Defence Materiel Organisation (DMO) of the Dutch Ministry of Defence has submitted a tender for supplying 16 Civilian Armoured Vehicles (SUVs) that meet the class VR7 ballistic protection standard. The vehicles will be used for the secure transport of passengers with luggage to destinations outside the Netherlands with an increased safety risk.

Uganda

Ambulances, Motorcycles and Mobile Workshop Trucks Required Opportunity to supply the Ugandan healthcare authorities with vehicles.

www.ukti.gov.uk/pt_pt/export/sectors/advancedengineering/businessopportunity/142640.html?null

The Government of Uganda has received a loan from the International Development Association toward the cost of the Uganda Health Systems Strengthening Project (UHSSP), and intends to apply part of the loan to payments under the contract for the supply and delivery of ambulances and mobile trucks.

The Ministry of Health now invites sealed bids from eligible and qualified bidders for supply and delivery to Kampala of the following goods:

- Lot 1. Two (02) units of ambulances Type I
- Lot 2. Seventeen (17) units of ambulances type II
- Lot 3. Twenty seven (27) tricycle ambulances
- Lot 4. Twenty Seven (27) motor cycles
- Lot 5. Two (02) of 4WD Mobile Workshop trucks

Bid Closing - 04 July 2011

USA

A leading North American supplier of premium engine parts for the remanufacturing and aftermarket sectors is seeking distributors in new territories to expand their global business. Their product range includes valves, valve guides, valve seats, springs and retainers for automotive and diesel applications.

They are particularly keen to hear from potential partners who have existing links to cylinder head rebuilders.

For more information, please contact Pat Shaw at SMMT

email pshaw@asmmt.co.uk

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