

SMMT's Open Forum

18 September, from 09:00
Worcester Warriors Rugby Club, Sixways Stadium

- Network with over 400 individuals from the automotive supply chain
- Hear from OEM purchasing directors and industry policymakers
- Exhibit to a targeted audience
- Save the date!

Following the success of our last Open Forum in March, SMMT will host the event again on 18 September this year.

The agenda includes senior figures from:

- Achilles
- Aston Martin
- Automotive Council
- BIS
- Ford
- Jaguar Land Rover
- Magal Engineering
- Southco Manufacturing

The first session will focus on the **Automotive Sector Strategy** launched this month. The second part of the event will focus on risk in the supply chain.

To express interest in attending the event, please contact Claire Balch cbalch@smmt.co.uk. If you would like more details on the exhibition space, contact Mairi Lucas, mlucas@smmt.co.uk

EVS27, Barcelona

Join the UK exhibitor group from 17 -20 November at the world's largest exhibition and forum for electric vehicle and low carbon technologies.

UKTI grants of £1,500 are available through SMMT

SMMT is organising a UK exhibitor pavilion at the 27th Electric Vehicle Symposium. It will be located on a prominent central site in the main exhibition hall, offering excellent footfall, at the low cost of £3,000 plus VAT per pod. Includes stand-building, furniture, Wi-Fi connection, cleaning, and access to the pavilion's refreshment area and private meeting rooms.

Contact Pat Shaw at pshaw@smmt.co.uk

SMMT member case study



ICM describe the value of SMMT membership

ICM Ltd is an injection moulding company whose current customer profile includes several automotive OEMs. The company has more than 20 years' experience producing high quality components whilst maintaining exemplary customer performance. Its current OEM PPM is zero and has been for over 14 months and claims it has never failed to deliver on time.

As a Tier 1 supplier, ICM has significant growth plans to take the business from £2m to £6m within five years. Key to this strategy is expanding the current client profile.

Having been involved with the SMMT as a non-member, ICM realised the value in becoming members and joined in April 2012.

"Joining the SMMT has proven to be invaluable to ICM Ltd. It has enabled us to gain access to market data and increase our exposure to the sector. Initiatives such as Open Forum and Meet the Buyer have proven to be extremely beneficial and we are now active members of the Automotive Components Section Committee."

"We have always found the SMMT to be a very welcoming organisation, where, as a relatively small business, we have never felt out of place. The SMMT personnel are very professional and the organisation is extremely focussed on promoting the UK automotive industry at all tier levels"

Paul Chippendale Director of ICM Ltd.

If you are a member or associate of SMMT and would like to have a case study in our next member services bulletin, please contact Mairi Lucas at mlucas@smmt.co.uk .

'Overcoming barriers to export'

Free webinar, Thursday 18 July, 14:00-14:30

[Register here](#)

The webinar will explain some of the barriers to export in high growth markets and the best methods of overcoming these barriers to achieve your international trade ambitions. The webinar is suitable for companies of all sizes, including new and experienced exporters.

Presenter: Mike Josypenko, Director of Special Projects, Institute of Export and International Trade (IOE). Mike has more than 30 years of experience in international trade, including transport, shipping and logistics, export sales, and business development

Chair: Yung Tran, Head of Member Service and Business Improvement, SMMT.

The webinar will cover

- IOE support tackling obstacles through UK and international regulatory issues, 'red tape' and trade barriers, particularly in high growth markets, such as Asia.
- For new exporters to develop knowledge in customs, tax, licensing and other regulatory, best practice and compliance requirements in international trade.
- For more experienced exporters to develop international marketing, finance, documentation, transport, sales and export management.
- Q&A with Mike Josypenko

EIE report – quarterly export figures

Free report for SMMT members documenting UK vehicle exports by country of destination for the preceding calendar quarter.

- EIE 1 (Cars) – [download here](#)
- EIE 2 (Commercial Vehicles) – [download here](#)
- Listed by Manufacturer, Make, Fuel Type and Specific Country of Destination.
- Each report is **£3,277** plus VAT for an annual subscription for non-members.

SMMT seeks UK auto industry's top innovations



SMMT's 2013 Award for Automotive Innovation, sponsored by GKN Driveline and supported by *The Times* is now open for entries, looking for the UK's next big automotive innovation.

The Award seeks out pioneering ideas, concepts and products that have the potential to leave a lasting impact on the automotive industry and provide tangible benefits to motorists. Recognising innovations from a wide variety of disciplines across the automotive sector, it acknowledges the time, effort and investment that the businesses in the UK motor industry dedicate to R&D and innovation.

"The UK is home to some of history's most renowned automotive innovators, but now we are calling for designers and engineers that are working on the technology of tomorrow," said Mike Baunton, SMMT Interim Chief Executive. "UK automotive is working hard to stay at the forefront of our global industry and SMMT's Award for Automotive Innovation will draw attention to some of the best ideas that could benefit the sector for years to come."

The Award for Automotive Innovation 2013 is free to enter and is open to members and non-members. The winner will be announced at SMMT's 97th Annual Dinner on 26 November 2013 at Grosvenor House, Park Lane, in front of more than 1,000 senior industry delegates.

Previous winners:

2012: *Optare Versa EV*, Optare plc
2011: *Range_e*, Jaguar Land Rover
2010: *iStream*, Gordon Murray Design

Winners are picked from a shortlist of six. To find out more about the Award, visit www.smmt.co.uk/aai.