

## International Bulletin

### November 2012

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## If you need help exporting

### Government Ministers and Foreign Office's buildings working for British exports

Government Ministers from all departments are building commercial elements into their overseas programmes, emphasising the all-Government approach to the economy.



Foreign Secretary William Hague was recently in Berlin for a day of foreign policy discussions and in accordance with the new direction of Government's focus on the importance of trade and investment, he also made himself available to support the British automotive sector.

William Hague, on this trip to Berlin, unveiled the Fourth Generation Range Rover to Germany.

More than 150 potential customers had private viewings of the vehicle at the embassy and not only did the Foreign Secretary launch the car but exclusive test drives were then held at the Ambassador's Residence during the following week. The British Embassy also hosted the presentation of the new F-Type Jaguar, which was then on display in the embassy for two days.

But even if you are not one of UK's leading exporters like JLR, and you are not launching an exciting new vehicle, the embassy teams overseas are nevertheless still able and interested to help you launch your business and products into global markets and the Foreign Office staff is now specifically targeted to deliver real support in markets overseas to British exporters large and small. ( Hear more about this at our 5 December webinar - see further below for further details)

It is clear that the Government agenda is focused on supporting both new and experienced exporters. Not only are the many splendid Government buildings being put to work supporting exporters, UKTI has been awarded increased funding to support the UK SMEs exhibiting at overseas trade fairs ; FCO / UKTI Ministers and staff are hosting receptions with British trade delegations, attending joint Ministerial meetings supported by industry trade association and, visiting British exporters on their stands at trade shows etc.

We are currently developing with colleagues in the UKTI automotive sector group strategies for key export markets and in particular how we can jointly plan ahead to involve as much as possible senior government, UKTI and FCO support and assistance that is available to help not only the major manufacturers but also the many SME exporters.

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## Key Dates

### SMMT International Group Meetings

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#### 2012 Dates

##### International Business Group

Please note that this year we shall not be meeting in December. International Business Group meetings are open to Members and non Members and provide an excellent, convivial networking opportunity with the opportunity to listen to expert presenters on topical matters related to international trade and international markets. There is no attendance fee.

If you would like to attend IBG meetings next year, please contact Pat Shaw at [pshaw@smt.co.uk](mailto:pshaw@smt.co.uk).

##### Customs & Tariffs Working Group Meeting Tuesday 4 December

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

##### Personal Export Sales Group Meeting 27 November

PESG provides a discussion forum for vehicle manufacturer Members and non-Members engaged in the sale export / import of vehicles from and to the UK subject to special registration and tax /duty rules for diplomatic and military personnel in global markets and to interface with relevant government departments and agencies to facilitate the administrative arrangements

To register to attend either of the above specialist groups please contact David Croxson at [dcroxson@smt.co.uk](mailto:dcroxson@smt.co.uk)

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## SMMT International events

### Book Now!

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#### SMMT supported event

***13th Symposium on International Automotive Technology and SIAT Expo***  
**India: 9 - 12 January 2013, Pune**

**Contact:** Sarah Thevenet | **E-mail:** [sthevenet@smmt.co.uk](mailto:sthevenet@smmt.co.uk) | **Tel:** 020 7344 9233

With the theme of "Towards Safer, Cleaner and Quieter World", SIAT 2013 will serve as a global forum for exchange of ideas and brainstorming, focusing on recent advances in different automotive areas, such as Safety, Emissions, Noise, Alternative Fuels, Electronics, Structural Evaluation, Vehicle Engineering, Materials, etc.

The First call for papers has recently been issued and it invites professionals, engineers and academicians to present their work in the field of automotive technology.

SMMT in association with UKTI is working together to take a group of UK Companies to exhibit at SIAT 2013. If you are interested in participating, please contact Sarah Thevenet.



#### SMMT supported event

***Automechanika New Delhi***  
**India, 7-10 February 2013**

**Contact:** Sarah Thevenet | **E-mail:** [sthevenet@smmt.co.uk](mailto:sthevenet@smmt.co.uk) | **Tel:** 020 7344 9233

SMMT is taking a UK Delegation to exhibit at the first Automechanika New Delhi show in February next year. Messe Frankfurt has worked with ACMA for the first time to launch the latest addition to the Automechanika trade shows they are running over the globe. If you are interested in exhibiting at the show, please contact Sarah Thevenet.



#### SMMT supported event

***Automechanika Istanbul,***  
**Turkey, 11 – 14 April 2013**

**Contact:** Ruta Aisthorpe | **E-mail:** [raisthorpe@smmt.co.uk](mailto:raisthorpe@smmt.co.uk) | **Tel:** 020 7344 9231

SMMT is organising a UK exhibitor group to Turkey's leading Automotive Trade Fair, covering all sections of the industry. If you are interested in exhibiting at the show, please contact Ruta Aisthorpe.

**SMMT supported event*****Autopromotec, Bologna  
Italy, 22-26 May 2013*****Contact:** Ruta Aisthorpe | **E-mail:** [raisthorpe@smmt.co.uk](mailto:raisthorpe@smmt.co.uk) | **Tel:** 020 7344 9231

Autopromotec, held every two years in Bologna, Italy, is the most specialised international trade show for automotive equipment and aftermarket products. Sectors include quality spare parts, tyres and accessories, garage equipment and tooling, body & repair products, car wash equipment and diagnostics. SMMT took a successful delegation to the last event and are hoping for similar success in 2013.

As part of an exclusive offer to participating exhibitors, SMMT is offering free tours of the manufacturing plants to Ferrari, Lamborghini and Ducati

**SMMT supported event*****Supply Chain Business Visit to Mexico  
May/June 2013*****Contact:** Pat Shaw, | **E-mail** [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk) **Tel:** 0207 344 9260

Automotive production in Mexico is poised for strong growth, on the back of a recovering North American market, and substantial local investments by global VM's and their tier 1 component suppliers. However, there are still significant capability gaps within the 2<sup>nd</sup> and 3<sup>rd</sup> tiers of the Mexican supply chain, which present good opportunities for UK component manufacturers. There are many routes into the market, including direct exporting (Mexico has a free trade agreement with the EU), greenfield investment, or local "sheltering" – i.e. licensed manufacturing through a Mexican partner. SMMT will be working closely with UKTI on a project to help UK companies to understand and exploit these different business models. The programme will culminate in a targeted group visit to key automotive centres in Mexico, provisionally scheduled for late May 2013.

**SMMT supported event*****Industry and Academia Partnership Visit to Brazil  
June 2013*****Contact:** Pat Shaw, | **E-mail** [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk) **Tel:** 0207 344 9260

June 2013 is the provisional date for SMMT's proposed business group visit to Brazil, where strong consumer demand, a supportive government and a raft of new investments are all sustaining strong growth in the automotive sector.

However, the present boom has led to skill shortages within the industry, and a recognised need to boost the volume and quality of local R&D work. Particular opportunities now exist for the delivery of industrial and academic programmes to raise local engineering skills, improve production efficiency, and address environmental issues through technology innovation.



### **SMMT supported event**

**Germany, 4-6 June 2013**

**Global Automotive Component Supplier Expo (GACSE)**

**Stuttgart**

<http://www.globalautomotivecomponentsandsuppliersexpo.com/>

**Contact:** David Croxson | **E-mail** [dcroxson@smmt.co.uk](mailto:dcroxson@smmt.co.uk) **Tel:** 0207 344 9230

SMMT plans to return for a second year at GACSE with a prominent UK pavilion (which you can view on the [GACSE homepage](#)). The 2012 expo provided visitors with a unique opportunity to forge relationships with leading companies as well as new players from all around the world. With exhibits from approximately 60 countries. The automotive components and is held alongside Engine Expo, Automotive Interiors Expo and Vehicle Dynamics Expo, making Global Automotive Components and Suppliers Expo one of the largest, most comprehensive exhibitions dedicated to OEM opportunities in Europe.



### **SMMT supported event**

**Dubai, 11-13 June 2013**

**Automechanika Middle East**

<http://www.automechanikame.com>

**Contact:** David Croxson | **E-mail** [dcroxson@smmt.co.uk](mailto:dcroxson@smmt.co.uk) **Tel:** 0207 344 9230

SMMT will again be taking a group of companies to exhibit on a UK pavilion. Automechanika Middle East 2012 presented over 1,300 exhibitors from over 55 countries spread over 9 halls. With an increase of 21% in space over the last edition; the exhibition is proud to receive the support of 32 international trade associations and the presence of 22 official country pavilions.



### **SMMT supported event**

**Automechanika MIMS Moscow,**

**Russia, 27 – 30 August 2013**

**Contact:** Ruta Aisthorpe | **E-mail:** [raisthorpe@smmt.co.uk](mailto:raisthorpe@smmt.co.uk) **Tel:** 020 7344 9231

The Society of Motor Manufacturers and Traders (SMMT) in association with UKTI, is proud to present the UK pavilion at Automechanika Moscow 2013, the largest automobile aftermarket show in Russia. MIMS and Automechanika Moscow now at one platform. This exhibition is the number one event in the international industry of automotive equipment, components and services. It has gained recognition with the professionals worldwide



## SMMT supported event

### **British Group at EVS27, Barcelona**

November 2013

**Contact:** Pat Shaw| **E-mail** [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk) **Tel:** 0207 344 9260

The World Electric Vehicle Symposium & Exhibition (EVS27) - the premier world forum for all forms of low carbon vehicle technologies – will next be staged in Barcelona between 17 – 20 November 2013. Following up the highly successful British presence at EVS26 in Los Angeles, SMMT is again planning a co-ordinated programme of activities to promote British low carbon expertise and products to a global audience.

Our plans include a prominent UK pavilion within the exhibition hall, with individual exhibitor pods and shared refreshment and meeting areas, a technology showcase seminar, and a major networking event. We expect that there will be strong demand for spaces within the UK exhibitor group, and recommend early booking to secure your place.



## SMMT supported event

### **Automechanika Buenos Aires**

**Argentina, 14 – 17 November 2012**

[www.automechanika.com.ar/english](http://www.automechanika.com.ar/english)

**Contact:** Pat Shaw,| **E-mail** [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk) **Tel:** 0207 344 9260

SMMT is planning to organise a UK exhibitor group to South America's Automotive Trade Fair, covering all sections of the industry, from design to maintenance, this event includes an international match making scheme for component buyers and suppliers. TAP grants available to eligible companies.

## UK Events

### International Events held in the UK



#### **China Business webinar- Doing Proper Due Diligence in China**

29 November 2012 at 10:30 am

Do you really know who this new client is? Are you completely sure about the background of that person applying to be your 'man on the ground in China'?

Doing proper due diligence can make a huge difference to your success in China. This webinar is intended to be a basic introduction for those doing business in and with China.

PSA's Shanghai Director, Greg Hallahan, will introduce the topic under the following headings:

THE SOCIETY OF MOTOR MANUFACTURERS AND TRADERS LIMITED

SMMT, 71 Great Peter Street, London SW1P 2BN

T +44 (0)20 7235 7000 F +44 (0)20 7345 7112 Web [www.smmt.co.uk](http://www.smmt.co.uk)

Basic Due Diligence - company background searches and media searches using 'open source information' that is already in the public domain.

In-Depth Due Diligence - methods to go beyond basic 'open source' due diligence to learn more about a company or individual.

Case Studies - examples of what companies have done in the past, how they have handled difficult cases.

Spaces are limited. If you are interested in attending please contact [david.martin@cbbc.org](mailto:david.martin@cbbc.org) to receive further information on how to register.

### **China Business webinar- PRC VAT Reforms**

5 November 2012 at 9:30 am

This webinar topic will be the important reforms that are seeing China move from a business tax system to a VAT system. This has been rolled out in a number of areas and will ultimately be the model upon which the entire PRC bases its taxation.

Representatives from PWC will lead this webinar and will cover the following areas:

- Old BT Tax System
- New VAT System
- Why the change?
- Roll out plan
- What companies need to do/have done so far?
- So far, so good? Issues arising up to know
- Case Studies
- What to expect in the future?

Spaces are limited. If you are interested in attending please contact [david.martin@cbbc.org](mailto:david.martin@cbbc.org) to receive further information on how to join.

### **UK Export Week 2012**

UKTI has designated the week commencing 12 November as their Export Week for 2012. During that time, they will be staging over 100 events around the country, covering all aspects of international business and supported by Commercial Officers and industry experts from 70 top global markets.

For details of the full programme, and to reserve a place at an event near you, visit [www.exportweek.ukti.gov.uk](http://www.exportweek.ukti.gov.uk)



## USA Law firm

American specialist business lawyer Thomas Thorelli will be visiting SMMT on Monday 12 November, and would be happy to meet any members who require advice on doing business in the USA. If you wish to book an appointment for that day please contact Pat Shaw - email [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk)

Alternatively, you can meet Thomas at one of the UKTI events taking place that week - in Bristol (13 November), Sheffield (14 November), Derby (15 November), or Coventry (16 November)

## UK Trade & Investment London – Forthcoming Market Visits [www.ukti.gov.uk/london](http://www.ukti.gov.uk/london)

### [A Multi-Sector Market Visit to Czech Republic and Slovakia](#) 26-29 November 2012

UKTI are inviting ambitious businesses to join Market Visit to the Czech Republic and Slovakia, where UKTI will be exploring some of the most interesting export opportunities currently available in Europe. Please contact your International Trade Adviser (ITA) if you are not currently working with an ITA please contact [angela.maynard-smith@uktisouthwest.org](mailto:angela.maynard-smith@uktisouthwest.org) for further details.

### [A Multi-Sector Market Visit to China & Taiwan \(Beijing, Shanghai and Taipei\)](#) 17 - 28 November 2012

An opportunity for new & experienced British companies to the region to understand the cultural and business issues and challenges of these dynamic markets. Please contact [Hema Savani](#) for more information.

## Forthcoming London Chamber of Commerce International Trade Seminars

### India: a Masterclass of How to Access Business Opportunities

Thursday 15 November 2012, 09.00am - 5.00pm At Central London TBC

As India's economy continues to grow from strength to strength, it offers valuable opportunities for UK companies in a very wide range of sectors. India is the world's second fastest growing economy, only behind China, and is far too big a market to be ignored by companies seeking international expansion.

For further information on any of the above London Chamber of Commerce seminars please contact Sabina Alziati, E: [salziati@londonchamber.co.uk](mailto:salziati@londonchamber.co.uk)  
T: +44 (0)20 7203 1822.

## Conference on Overseas Business Risks

Lancaster House, Stable Yard, London, SW1A 1BB on 29 November between 0900 – 1500

The protection and resilience of our people, assets and critical information poses various challenges for business and employers who are responsible for sending staff overseas, managing complex supply chains and also those engaging in 'emerging markets'. CSARN's annual Overseas Business Risk briefing, in partnership with the UK Foreign & Commonwealth Office, spends a day examining and evaluating the spectrum of opportunities and risks for UK companies and employers engaging in low, medium and higher risk overseas markets. With modern and multi-national regulations and compliance, how prepared is your team, and your business to professionally support and exploit business operations? And what can we, within UK Plc, learn throughout the day which will give us 'competitive advantage'?

The event is free of charge and your place can be booked via <http://www.csarn.org/29novfco2012booking.html> - please quote "FCO INVITATION" on the booking form.

## Trade Events



### International events held abroad

## UKTI Promoted Events

### **Performance Racing Industry Show**

**USA 29 November – 1 December 2012 Orlando Georgia USA**

<http://www.ukti.gov.uk/uktihome/item/276929.html>

PRI is a hugely important event for businesses in performance motorsport. TAP support is available for this event.

### **Advanced Engineering sector in Japan**

#### **Market Review**

<http://www.ukti.gov.uk/uktihome/item/271380.html>

Major opportunities for UK companies in the Advanced Engineering sector with strong credentials in innovative low carbon technology. UKTI Japan can assist such companies make contact with Japanese company HQs.

## [Other Events \(Listed by country\)](#)

Below is a selection of key automotive events in the next 12 months. For an even more extensive range of events visit: [www.biztradeshows.com/automotive](http://www.biztradeshows.com/automotive).

### ***Australian Aftermarket Expo*** ***11 – 13 April 2013 Sydney*** <http://www.aftermarketexpo.com.au>

The Australian Auto Aftermarket Expo and co-located Collision Repair Expo held at the Melbourne Exhibition Centre from 12 to 14 May exceeded expectations by attracting 12,625 trade visitors to the largest aftermarket trade show held in the Victorian capital. Most of the 10,000 people who registered as Australian Auto Aftermarket Expo visitors were also educated and entertained by the co-located Collision Repair Expo.

There are separate organising committees responsible for the two Expos (one representing the aftermarket accessories, equipment and parts sector, and the other representing the collision repair industry) and both Expos are co-ordinated for the industry by the Australian Automotive Aftermarket Association (AAAA).

AAAA Executive Director Stuart Charity said the organising committees praised both industry sectors for their extraordinary support of the trade shows. "The 2011 Expos set attendance records - 20% up on the Melbourne Expos in 2007 and 50% up on the Sydney Expos in 2009. The 12,625 attendance figure for the 2011 Expos is remarkable when you realise that there are only an estimated 15,000 aftermarket mechanical and collision repair workshops in the whole of Australia," he said.

Attracting over 10,000 visitors from the automotive industry, the Expo showcases 1000s of automotive aftermarket and spare parts, accessories, tools and equipment from the industry's leading companies and brands.

### ***Metal-working opportunities in Brazil*** ***26-28 November 2012***

The Brazilian Foundry Association and the Brazilian Trade & Investment Agency will be staging their third Round Table Business Event in Sao Paulo between 26 – 28 November. This forum provides an excellent opportunity to meet the leading exponents of iron, steel, no-ferrous and investment casting in Brazil.

For selected guests, the Brazilian organisers will cover all transport, accommodation and support costs.

If you wish to apply for one of the guest slots, please download the relevant form from one of the following links :

<https://dl.dropbox.com/u/83377899/Form%20English.doc>

or

<https://dl.dropbox.com/u/81999876/Form%20English.doc>

and email your completed application to [foundationbrazil@hotmail.com](mailto:foundationbrazil@hotmail.com)

***China, FISITA 2012 World Automotive Congress & Exhibition***

***27 – 29 November 2012, Beijing***

***Automobiles and Mobility in a Low Carbon Economy – China and the World***

The Society of Automotive Engineers of China (SAE-China) is hosting the 34th FISITA 2012 World Automotive Congress in Beijing.

FISITA is composed by Societies of Automotive Engineers in 37 countries around the world. The biennial FISITA World Automotive Congress is recognized as the leading international forum for the exchanges of knowledge in all areas of automotive technologies, attracting thousands of engineers, scientists and executives in the global automotive industry. For more information:

Contact: Jason Liu | E-mail: [ly@sae-china.org](mailto:ly@sae-china.org) | Tel: +86-10-6334 5865

***Egypt Transpotech***

***22 – 25 November 2012***

**Web:** [http://www.ifg-eg.com/transpo\\_tech/about-egypt.html](http://www.ifg-eg.com/transpo_tech/about-egypt.html)

TRANSPOT-TECH is the International [Exhibition](#) Specialized in Commercial Vehicles and Trucks Equipment, Containers & Packaging Equipment, Storage Equipment, and Communication Equipment, as the Only Exhibition in Egypt, Africa and the Middle East, held during the period from 22 to 25 Nov 2012 at Cairo Fair Ground - Egypt.

**Venue:** Cairo International Convention & Exhibition centre ([CICC](#)), Cairo, Al Qahirah, Egypt

***Germany, [Materialica](#) – 8th International Conference for Automotive & Aerospace Composites***

***Neue Messe Munich***

***24-25 October 2012***

The latest developments are presented by leading industrial and scientific representatives from companies including BMW, Hexcel, Krauss-Maffei etc in 19 sessions.

<http://www.materialica.com>

***Hungary, [AutoSEE \(South East Europe\)](#)***

***14 - 15 May, 2013 | Budapest, Hungary***

Organized by InterContinental Bucharest at Bucharest, Ilfov, Romania, the AutoSEE (South East Europe) is characterized as one of the most featured exhibition which displays various items/services of the automobile industry sector. AutoSEE is the leading production, sourcing and supply chain event for the automotive sector bringing together an audience of senior executives from Czech Republic, Slovak Republic, Poland, Serbia, Hungary and Romania with this year a special focus on new business developments in Hungary. The 2 day conference is taking place at the Novotel Centrum, Budapest on 14 - 15 May 2013 with 3 site visits to Videoton, Knorr-Bremse and Audi on 14th and 17th May.

**Iran, 7th Tehran Autoparts**  
**29 November-02 December 2012**

The exhibition will provide an excellent platform for regional and overseas auto manufacturers to showcase materials, technology, products and services to the experts from the global automotive industry and prospective clients.

The last exhibition reported over 400.000 visitors and 500 exhibitors of Powertrain, Body Parts, Electrical and Electronic Components, Clutch and Brake Parts, Suspensions, Key Systems, Oils, All Kinds of Auto Accessories.

<http://www.iranexhibitions.org/iap.html>

**Iran, 4th Erbil Autoshow**  
**7 - 10 March 2013**

Following the success of first, second, and third Erbil Autoshow in 2010,2011and 2012 at Erbil International Fairground, the 4th Erbil Autoshow International Automobile, Automotive, Commercial Vehicles and Spare Parts Exhibition will provide an excellent platform for regional and overseas auto manufacturers to widely promote materials, technology, products and services to the experts from the global automotive industry and prospective clients.

[www.erbilautoshow.com](http://www.erbilautoshow.com)

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**Japan, International Auto After market Expo.**  
**13-15 March 2013**

<http://www.auto-mobi-expo.jp>

The 11th International Auto After market EXPO 2013 </>is to be held at the Tokyo Big Sight. Organised by The International Auto Aftermarket Expo Steering Committee and supported by a wide range of Japanese trade associations and Government agencies including Ministry Of Economy, Trade and Industry, JAMA and JETRO.

It features exhibitors of auto parts, car trading and distribution, maintenance and repair, car detailing, safety and security, business proposal and support, eco-related, promotional tools and signs etc..

**Japan****JSAE Automotive Engineering Expo 2013,  
Yokohama**

Since its inauguration in 1992, the Automotive Engineering Exposition has been held annually at PACIFICO YOKOHAMA along with the Technical Paper Presentation. In recent years, we welcome as many as 400 exhibitors which range from four/two-wheel automobile manufacturers to auto-parts/material suppliers, system component suppliers, testing/measurement equipment makers, IT/software companies and associations/organizations related to automotive industry. Ride and drive activities have also proved very popular.

**Poland****Motor Show Poznan  
04 -07 April 2013**

<http://www.motorshow.pl/en/>

Motor Show Poznan is a major trade show which brings together the best models of cars and vehicles under one roof. The event will present special sessions for VIPs, such as the VIP Motor Show day and Motor Show VIP night. The event has special discounted rates for families, which should encourage families to come along with motor enthusiasts.

For more information how to exhibit please contact Ruta Aisthorpe on

[raisthorpe@smt.co.uk](mailto:raisthorpe@smt.co.uk)

**Poland****Auto Moto Show-Sosnowiec**

**14 - 16 June, 2013 | Sosnowiec, Poland**

Auto Moto Show-Sosnowiec is a premier exhibition on automotive equipments, parts, components, accessories, technologies and services related to the automotive industry.

The event will offer a perfect market place for international and local manufacturers & suppliers to showcase their latest products & services to potential buyers in Katowice.

Visitor profile: Decision Makers from Manufacturing & Processing Industries, Engineering, R & D and Products Development, Vehicle & Auto Parts Traders & Distributors, Automotive Workshops, Petrol Companies & Stations, Automotive R&D Service Providers, System Integrators & Consultants, Automotive Business Investors and Entrepreneurs, Agents, Importers, Exporters and Wholesalers.

**Russia****Tires & Rubber '2013 International Specialized Exhibition  
23-26 April, 2013**

Web-site: [www.rubber-expo.ru](http://www.rubber-expo.ru)

Tyres for all types of wheels; Manufacturing equipment and technologies; Raw materials; Elastomers and elastomeric materials; Autocomponents; Industrial rubber goods, Equipment for tire fitting and balancing; disks, chains, studs; Wheel balancers; Synthetic fibers, technical textile, steel cord; Tyre changers; Tyre retreading machinery and moulds; Tyre recycling, utilization of recycled materials; Equipment and accessories for tyre specialists. For more information how to exhibit please contact Ruta Aisthorpe on

[raisthorpe@smt.co.uk](mailto:raisthorpe@smt.co.uk)

**South Korea**  
**KOAA Show Seol**  
**14 -15 November 2013**

[http://www.koaashow.com/english/infocenter/notice\\_view.php?TT=1&no=335&page=1](http://www.koaashow.com/english/infocenter/notice_view.php?TT=1&no=335&page=1)

KOAA Show is the largest exhibition for auto parts and automotive-related industries in Korea. Organized by the Automotive Industry Globalization Foundation (AIN Global Foundation), KOTRA and SAE International, the event brings together a large number of international participants and buyers from across the world. Korea Autoparts & Auto-related Industries Show will demonstrate an extensive range of auto products, including auto-electronic, car care products for the car owners, as well as interior and exterior products.

**Libya, Tripoli: The 5th International Motor Show of Libya (IMSOL)**  
**19 - 23 November 2012**

<http://www.motorshow.ly>

Vehicles, Trucks, Spare Parts and Tools. €275 m2 shell scheme package available from organisers. The exhibition will be held at Tripoli Fair Ground in the middle of Tripoli city. The outdoor area will be used to host the side events such as the Classic Cars meeting, Go-KARTS, Sports and Modified Cars Meeting. The outdoor area will also be used to display the trucks and buses .Further information:

**Mexico: Expo Manufacturing 2013**  
**Monterrey**  
**5- 7 February 2013**

Expo Manufacturing is the leading multi-sectoral exhibition and business forum in northern Mexico, offering a showcase for specialised tools, machinery, materials, processes and business solutions in the assembly, engineering and metal-working industries. It is expected to attract more than 300 international and domestic exhibitors and over 9,000 professional visitors.

UKTI will be taking a stand at the exhibition, where UK companies will be able to display literature and information material. Up to 200 leaflets, or two small/medium-sized boxes, can be accommodated, and these can be sent, free of charge, through the internal UKTI network. The stand can also serve as a meeting point for potential customers.

The cost for this service is only £390 (+ VAT), and can be booked through the UKTI Overseas Market Introduction Service (OMIS). The deadline for applications is 15 December 2012.

Further information can be obtained from :

Ms Alejandra Rodriguez  
 Trade & Investment Officer  
 British Consulate Monterrey  
 Tel +52 81 8356 5359 Email arodrigues@ukconsulate.org

**South Africa**  
**Automechanika Johannesburg**  
**8-11 May 2013**

<http://www.automechanikasa.co.za/>

Last time more than 400 companies put on indoor and outdoor displays that covered a gross display area of 18,500m<sup>2</sup>, making it the biggest inaugural Automechanika aftermarket trade fair since the brand went global 13 years ago. Parts and systems, accessories and tuning, repair and maintenance, IT and Tuning, Safari and off-road vehicles.

**Turkey, Istanbul OTOMOTIV 2012**  
**6 - 9 December 2012**

[www.cnrotomotiv.com](http://www.cnrotomotiv.com)

18th International Automotive Supply Industry, Components, Accessories & Service Equipments Exhibition which will be held between at CNR Expo Center, Istanbul, Turkey. In 2011 more than 1.000 brands from 26 countries and more than 20.000 professional visitors from 58 countries took place in the 17th edition of Otomotiv Exhibition.

**International Trade Fair for Automotive Manufacturing, Distribution and Repair**

Bringing the major players in the Turkish and European industries together, this fair has become a meeting point, for Turkey as well as for the surrounding regions. More than 800 automotive market related companies from Turkey, Europe and the surrounding countries cover 20.000 square meters with their products and services.

SMMT is plans to apply for TAP grants for this event and to take a group of exhibitors to be part of a UK pavilion.

## Trade Support Initiatives



### Helping you do business

#### The importance of correct translation

The attempted promotion of a well-known brand of vacuum cleaner in the American market under the slogan “Nothing sucks like an Electrolux” is just one example from the rich store of marketing mishaps inspired by linguistic and cultural misunderstandings.

Many of these stories are probably apocryphal, but they do underscore the importance of correctly translating and nuancing advertising materials, technical data and general communications if you want to make the right impression on overseas partners and customers. How many of us have hastily jabbed the “delete” button to dispose of badly written emails, or groaned with despair when confronted by the “Chinglish” instructions accompanying our new self-assembly wardrobe ?



Engaging an experienced (and, preferably, native-language) translator is a good first step, and a distinct improvement on internet services such as Google Translate and Babelfish. But, for a more comprehensive assessment of your company's foreign language needs and capabilities, you might consider the **UKTI-funded Export Communications Review (ECR)**.

The ECR provides impartial and objective advice on language and cultural issues to help companies to improve their competitiveness in existing and future export markets. Up to three reviews and a tailored report of recommendations are available – at subsidised – rates to small and medium-sized companies.

The review will, for example, include :

- Use of your website to engage with potential international customers
- Advice on business networking systems in overseas markets
- An assessment of how well international customers may understand your products and service
- Advice on gearing your publicity materials to your customers' needs and expectations
- Signposting to translation and interpretation services

For further information on the Export Communications Review, contact the ECR team on 0845 0342111, email [info@ukecr.co.uk](mailto:info@ukecr.co.uk)

## Discounted flights to Japan and South Korea

British Airways have teamed up with UKTI to offer a 20% saving on all flights to Tokyo (Narita) and Seoul.

The offer is available for travel during the period 2 December 2012 to 31 March 2013, and is open to all small and medium-sized companies who are members of the *On Business* loyalty programme.

*On Business* is free to join – simply visit [www.ba.com/onbusiness](http://www.ba.com/onbusiness). Once you have registered your details, you can email Jo Doyle at [basouthkoreaflytooffer@ukti.qsi.gov.uk](mailto:basouthkoreaflytooffer@ukti.qsi.gov.uk), quoting your membership number, company name, and number of people travelling, and you will be sent an email voucher for use when making your reservatio

## Global news round-up



### ASEAN: Vehicle sales on track for new record

9 October 2012 by Automotive World

The ASEAN region enjoyed strong vehicle sales growth in the first half this year and is set to end the full year considerably up from the 2011 level. The region is poised to become an official common market – the ASEAN Economic Community (AEC) – from 2015. The AEC will see intra-ASEAN tariffs eliminated, enabling the region to function as a more cohesive entity and for industries to operate and invest with a regional focus, undistorted by tariff structures and different national standards. The automotive sector is already responding to the opportunities offered by the AEC – concentrating production capacity in some countries while scaling back in others.

For the light vehicle segment, sales are expected to rise 11.8% this year to 2.57 million units. Looking ahead to next year, the growth rate will moderate as the effects of ‘catch-up’ – in markets affected by 2011’s natural disasters – abates. Overall, LV demand growth is expected to remain positive, taking the market to new peaks in each successive year through to 2016 when sales of 3.1 million units are anticipated.

The commercial vehicle market is also looking strong. Following a 25% drop in demand during 2009, medium and heavy commercial vehicle sales recovered by 51% in 2010 and a further 13.6% in 2011, taking the market to a record 169,800 units. For this year, HCV demand is expected to rise by 9.3% to 185,600 units. Beyond 2012 the growth trend will remain upward but a cyclical downturn is anticipated around 2014, at which time the pace of economic growth in Thailand is expected to moderate.

As a whole, ASEAN’s total vehicle market is expected to reach 2.75 million units in 2012, and rise to a peak of 3.31 million units in 2016. However, the individual members of the ASEAN region vary widely. In wealth terms the countries range from two of the richest countries (per capita) in the world, Singapore and Brunei, through to Burma/Myanmar and Cambodia, whose populations rank as two of the poorest in the world. Their automotive markets are similarly diverse, with light vehicle sales ranging from a few thousand units annually to 0.75 million.

### Brazil: Sales drop despite extension of tax incentives

3 October 2012 by Automotive World

Despite the government of Brazil extending tax incentives on new car purchases to the end of October, sales of passenger cars and light commercial vehicles in September plummeted 32% compared with August this year. Sales were also down 5.4% compared with September last year.

A total of 277,614 cars and LCVs were sold in Brazil in September, *Dow Jones Newswires* said, citing figures released by Brazilian automotive dealers association Fenabrave.

In May this year, the Brazilian government announced incentives to boost flagging car sales in the country. The incentives came in the form of reduced automotive taxes, and these were set to expire in August this year.

In expectation of the ending of incentives in August, dealers offered promotions resulting in a monthly sales record in August. This, however, led to a drop in demand in September, *Reuters* said.

“The decline was beyond what we had imagined,” Brazilian newspaper *O Estado de Sao Paulo* reported Fenabrave president Flavio Meneghetti as saying.

Sales of heavy trucks fell by 8% compared with September 2011 levels. Month-on-month, sales in this segment were down 31%, Fenabrave said. In all, a total of 288,100 cars, LCVs, trucks and buses were sold in the country last month. According to the association, 2.79 million vehicles have been sold in Brazil in the first three quarters of this year. This translates into an increase of 4% compared with sales recorded during the January-September 2011 period.

### **China: Guangzhou-Chery tie-up marks change of direction**

*By Graeme Roberts, 6 November 2012, Just Auto.com*

China's notoriously fragmented car industry, which has more than 70 registered carmakers yet is dominated by foreign companies, could be changing. The first sign is the expected deal between Guangzhou Automobile Group and Chery Automobile to share technology as well as cooperate on sales and marketing. Chinese media reports said the deal involves sharing engines and platforms but does not involve equity stakes or the joint ventures both have with foreign carmakers.

### **China: BMW Q3 profit rises 14% as China growth offsets Europe slump**

*6 November 2012, Automotive News Europe.com*

BMW Group reported a 14 percent gain in third-quarter profit as growth in China helped offset a market downturn in Europe.

### **China: Lexus tops J.D. Power's China vehicle quality study**

*1 November 2012, Automotive News China.com*

International luxury brands continued to dominate J.D. Power's Initial Quality Study for China this year. Lexus earned the top ranking with only 54 problems reported per 100 vehicles.

Mercedes-Benz, BMW AG and Audi AG ranked second, third and fourth.

### **China: China unveils policy to encourage use of natural gas in transportation**

*1 November 2012, NGV Journal.com*

Besides homes, utilities and factories, Chinese government for the first time targeted the transportation sector, including buses, taxis, trucks, and vessels as preferred users of natural gas, particularly LNG, according to a document published on the website of the National Development & Reform Commission (NDRC).

The initiative would lead to the world's biggest fleet of LNG-powered vehicles, as it is both cheaper and more efficient than the conventional gasoline and diesel.

### **China: Exports account for 40% of Chery's September sales**

*By Graeme Roberts, 29 October 2012, Just Auto.com*

Chery's September sales reached 47,948 units, an increase of 6.5% from August, and the automaker set a new export sales record - 40% or 20,269 units - for the month.

### **China/US: WTO to review China's US car tariffs**

*24 October 2012 by Automotive World*

The World Trade Organisation's Dispute Settlement Body (DSB) set up on 23 October a panel to examine a complaint by the US against China's anti-dumping and countervailing duties on US automobiles.

Justifying its request, the US said that China's dumping and subsidy determinations in the autos investigations appeared to involve "profound procedural and substantive deficiencies", and claimed that in conducting these investigations, China "appears to have breached a number of its obligations under the General Agreement on Tariffs and Trade 1994, the Anti-dumping Agreement and the Subsidies Agreement."

China, reported the WTO, said it regretted the request for the panel since it had hoped to solve the matter bilaterally through negotiations. The imports at issue were "dumped on the Chinese market and were subsidised by the US, causing injury to the domestic industry of China." China claimed to have acted in a manner consistent with its WTO obligations. WTO members which asked to exercise third-party rights in the dispute were the EU, Japan, Turkey, South Korea, Saudi Arabia, India, Colombia and Oman

### **China: Roewe E50 EV due for 2 Nov launch**

*24 October 2012 by Automotive World*

*China Car Times* reports, drawing its information from the Chinese-language site *autohome.com.cn*, that SAIC Motor will launch its smart-sized E50 EV on 2 November – albeit reportedly expecting to produce no more than 1,000 units during 2013. The city car is reportedly equipped with a single 63hp traction motor and offers a top speed of 80 miles and a maximum range of 120 miles. The report did not identify the vehicle's battery type or supplier. Fast-charging achieves an 80% charge in 30 minutes, but *China Car Times* commented that there are next to no fast charging stations in China. SAIC has not confirmed the news, or provided images of the vehicle on its own website.

On 28 February, SAIC Motor and Shanghai International Automotive City (Group) (SIAC) signed an MoU for a new energy vehicle demonstration project at the Shanghai Automotive Museum, and also agreed to cooperate on SAIC's Roewe E50, whereby SIAC would take 200 units of the Roewe E50 "to make tentative attempts on the private car market." SAIC Motor was one of the first members of the China (Shanghai) Partnership Organisation, and has deployed units of its Roewe 350 EV, 'Shanghai' brand fuel cell vehicle and Roewe 750 hybrid in the EV International Demonstration City.

### [China: Hefty government incentives for FAW cars](#)

5 October 2012 by Automotive World

The provincial government of China's Jilin Province is reportedly offering hefty subsidies towards the purchase of FAW vehicles. According to *Gasgoo.com*, subsidies of as much as Yuan 30,000 (US\$4,740) will be provided for the company's domestic-brand vehicles through the end of the year. An earlier report by the *Beijing Times* had put the subsidies at Yuan 3,500 to Yuan 7,000.

While sales of the FAW-VW joint venture have enjoyed strong growth, FAW's domestic Besturn brand is struggling. Last year, Besturn brand sales contracted 15%, according to data from LMC Automotive.

The Chinese government is encouraging the introduction of local brands to support the country's manufacturers. Most of the own-brand models introduced by Sino-foreign joint ventures have borrowed heavily from other models – the Venucia D50 is based on the Tiida from Dongfeng Nissan, while the Everus S1 from Guangqi Honda is based on the Honda City.

The current anti-Japanese sentiment running across the country could prove a stimulant for domestic brands. Violent protests across China have resulted in production and market cutbacks at the likes of Toyota, Nissan and Honda. Mazda recently reported that its sales in China fell 35% in September, following the move by many to boycott all Japanese goods

### [China: New regulations for vehicle exporters](#)

18 September 2012 by Automotive World

Five government departments in China have jointly released legislation regulating automotive and two-wheeler exports, according to the *National Business Daily*. This move is aimed at dealing with increasing automotive exports from the country.

The report says this legislation will implement more stringent quality control and export management standards.

### [China: Protests hit Japanese production](#)

18 September 2012 by Automotive World

Honda, Mazda and Nissan are halting production in following violent anti-Japanese protests. *Automotive News China* reports that Honda is stopping production on 18 and 19 September at two plants in Guangzhou and two more in Wuhan.

### [China: BYD, Yunnan province, plan electrification](#)

14 September 2012 by Automotive World

Yunnan Investment Holdings Group and the battery-maker and automotive OEM BYD announced this week their intention to open electric vehicle manufacturing plants in Yunnan Province, expanding BYD's EV and energy storage businesses into southwest China and neighbouring Asian countries.

### **Czech Republic: Car & LCV sales fall in September**

9 October 2012 by Automotive World

Registrations of new passenger cars in the Czech Republic declined in September to 12,475 units. Comparatively, the country's automotive industry had accounted for 12,978 units in September 2011.

According to figures published by the Czech Republic's Car Importers Association (CIA), Skoda led the passenger car market last month, accounting for registrations of 4,020 units. This was down compared with the 4,697 cars it managed to sell last September. Of the country's various vehicle segments, passenger car and light commercial vehicle numbers declined year-on-year, while truck and bus numbers improved. The LCV market last month contracted from 1,167 units to 985. Sales of 187 LCVs gave Volkswagen the lead in this segment, which was an improvement on September 2011 levels of 124 units. Truck registrations in the country rose from 763 units in September 2011 to 830 last month. The bulk of registrations came from the heavier N3 segment, comprising trucks of 12 tonnes and above. DAF Trucks dominated this segment, selling 223 trucks, up from 161 a year ago.

The bus market in the Czech Republic remained flat last month at 66 units, one unit more than what the segment had managed in the corresponding month a year earlier. As in the truck segment, the bulk of bus registrations came from the heavier M3 segment. Sales of 24 units gave SOR the lead last month, The OEM had accounted for 47 buses in September last year.

### **India: GM's Chinese Chevrolet Sail targets Maruti and Hyundai rivals**

By Graeme Roberts, 5 November 2012 Just Auto.com

General Motors is launching a new Chevrolet Sail U-VA premium hatchback in India in an attempt to chip away market share from Maruti and Hyundai but may find the job a lot more difficult than expected, a local report said.

The Shanghai Automotive-developed Sail is one of the fastest selling cars in China.

### **India: Westport teams up with Tata Motors to manufacture CNG engines in India**

30 October 2012, NGV Journal.com

Through the agreement signed, Westport will develop "a next generation engine technology" for integration into a new platform with Tata Motors for its light- and medium-duty trucks and buses.

### **India: Union Cabinet approves National Automotive Board launch**

By Graeme Roberts, 29 October 2012, Just Auto.com

The Union Cabinet of India has given approval for the establishment of a National Automotive Board (NAB) to enable the government and local auto industry to promote R&D activities.

The NAB will also perform think tank duties for the government, reported *the Economic Times*. It will also contribute towards the growth of hybrids and electric vehicles in India.

### [India: Visteon opens innovation & design centre in Pune](#)

25 October 2012 by Automotive World

Automotive components manufacturer Visteon has opened an innovation and design centre in Pune, India. This is its first such centre in the country.

### [India: Car sales down for second consecutive month](#)

10 October 2012 by Automotive World

New car sales in India declined year-on-year for the second consecutive month in September, as a result of high interest rates, rising fuel costs and slowing economic growth.

A total of 157,536 cars were sold in the country last month, translating into a drop of 5.4% compared with sales recorded in September 2011, *Reuters* said, citing data compiled by the Society of Indian Automobile Manufacturers (SIAM).

"The primary issue has more to do with what is happening in India; the slowdown in India in terms of the economy slowing down, as well as high interest rates and lower consumer sentiment," Rakesh Batra, National Leader India Automotive Sector, Ernst & Young, told *Automotive World*.

Production cuts and temporary shutdowns have taken their toll on the Indian automotive industry this year. S Sandilya, President of SIAM, believes that factors such as a subdued rise in income and rising cost of ownership will further depress sales, *Reuters* said. This trend is expected to continue for some time.

SIAM has slashed its previous estimates for new car sales growth in the current financial year down to just 1-3%, from the earlier figure of 9-11%. The society had already pared its initial estimate of 10-12%.

"1-3% is not really any growth, as far as I'm concerned. I think we should be prepared for a flat year," Batra told *Automotive World*.

Sandilya feels that the country's automotive industry could miss its 2016 turnover target of US\$160bn, by around US\$30bn, should the current trends prevail.

### [India/US: Mahindra inaugurates Troy Technical Center](#)

19 September 2012 by Automotive World

Mahindra has inaugurated its new Technical Center in Troy, Michigan – the company's first technical centre in the US. The company intends to leverage what it describes as "Michigan's large automotive talent pool" to provide design and consulting services for Mahindra's automotive customers in the region.

### [Indonesia: Government to bring forward EV plans](#)

27 September 2012 by Automotive World

The Indonesian news agency *Antara* reported from Jakarta on 20 September that the Indonesian government had brought forward to next year plans to support volume production of 10,000 electric cars from the initial target of 2014, aiming to cut the cost of its fuel subsidy programme.

### **Indonesia: Sales growth slows in August**

18 September 2012 by Automotive World

The year-on-year growth rate for new car sales in Indonesia slowed to 4.2% in August. This was the slowest growth rate recorded by the country's automotive industry since January this year.

According to data compiled by the Association of Indonesian Automotive Manufacturers (Gaikindo), new car sales totalled 76,373 units last month

### **Iran: Trade sanctions hit local automotive production**

26 October 2012 by Automotive World

Automotive production in Iran plummeted by more than 42% year-on-year during the 21 March–20 September 2012 period, local media reports have said, citing figures released by the Industry Ministry.

A report carried by Iran's *ISNA* news agency said total vehicle production during this period stood at around 459,440 units. This compared with 792,286 vehicles produced during the corresponding period in 2011. The report, however, did not provide an explanation for this significant drop.

The Industry Ministry reported a massive 66% year-on-year decline in automotive production during the financial month 21 August to 20 September, according to *Agence France-Presse (AFP)*.

This decline in automotive production coincides with strengthened Western economic sanctions against Tehran. Due to the punitive measures, Peugeot has stopped delivery of parts to local vehicle manufacturer Iran Khodro (IKCO), which assembles Peugeot's 405 and 206 models.

In February this year, Peugeot said it had stopped shipping to Iran and had also repatriated most of its staff in the country. IKCO's production accounts for around 40% of Iran's automotive output. The automotive segment generates around 500,000 direct and indirect jobs in the country, official estimates suggest.

According to the Iranian Association of Automobile Manufacturers, the drop in automotive production was due to a lack of funds available to vehicle manufacturers, given by the state. This has led to a cash crisis, the association said in July this year. Meanwhile, business daily *Donaye Eghtesad*, citing executives, said this decline in automotive production in Iran could result in plant closures and layoffs, unless the government provides aid to the industry to the tune of US\$1bn.

### **Malaysia: Government considers Proton hybrid R&D support**

8 October 2012 by Automotive World

The Malaysian government will consider allocating up to RM120m (US\$39m) in R&D funding support to Proton in FY2013 with a view to the national OEM launching electrified vehicles by mid-2014.



International Trade and Industry Minister Datuk Seri Mustapa Mohamed has told Malaysia's Parliament. "The government allocated RM100m this year for Proton to develop a hybrid and electric model and will consider an allocation of RM120m next year for research and development. All this depends on Budget 2013, which will be tabled by the Prime Minister tomorrow (today, 8 October) and on Proton meeting its key performance index target," Datuk Seri Mustapa Mohamed said.

Proton is currently collaborating with UK-based Frazer-Nash Research to develop its own EV, having demonstrated the early fruits of their labours by winning the Most Efficient Multi-Purpose Car (Prototype) and the Best Overall Extended-Range Vehicle (E-REV) at the 2011 RAC Future Car Challenge Brighton-to-London run.

The Minister justified the government's aid to Proton in response to a parliamentary question by saying Proton's R&D expenditure was much smaller than that of other OEMs, and denied allegations that Proton had spent some RM270m to test 30 cars, each costing about RM9m

### Philippines: Vehicle imports rise 20% in Jan-Sep

16 October 2012 by Automotive World

Sales of imported light vehicles in the Philippines increased by 20% in the first nine months of this year, to 21,762 units, with sales led by the passenger vehicle segment.

According to the Association of Vehicle Importers and Distributors (AVID), a total of 18,086 imported vehicles were sold in the Philippines during the January-September 2011 period, *ANC (The ABS-CBN News Channel)* said.

Of the total, passenger cars accounted for 12,931 units during the first three quarters of the year, up by 38%, while LCV numbers rose by 1% to 8,831 units. The country's passenger car segment was led by Chevrolet and Hyundai in the January-September 2012 period. For the month of September, however, sales of imported vehicles in the Philippines declined 9% compared with a year earlier. AVID attributed this drop in sales to supply setbacks.

According to the *Automotive World* report, *ASEAN new vehicle market – forecasts to 2016*, the Philippines has the highest growth potential among the ASEAN Big-4 vehicle markets, although the domestic industry is seen as vulnerable.

The Philippines automotive industry has lost out to other ASEAN markets such as Thailand, which have attracted more investment, a point well illustrated by Ford's decision to close its Santa Anna plant in December 2012. After the plant closes, Ford will continue to supply imported vehicles for the Philippines from its plants elsewhere in the region, particularly Thailand.

In early 2012, the Philippine Automotive Competitiveness Council presented a 3-phase plan for the auto industry. Phase 1 is local market build-up, with the extension of incentives for complete vehicle, parts, and components exports. Phase 2 will be the expansion of local vehicle sales and of exports. Phase 3, which should be reached by 2020, will be the integration of the local automotive manufacturing sector into the regional vehicle parts and components sourcing network.

The plan proposes to establish production facilities of some critical parts currently not locally available, which should become the core component of the future competitiveness of the industry.

### **Philippines: Auto sales hit by floods in August**

17 Sep 2012 by Automotive World

Sales of new vehicles in the Philippines declined 1.4% year-on-year in August to 11,351 units. This compared with 11,511 vehicles sold in the same month a year earlier.

The Chamber of Automotive Manufacturers of the Philippines (CAMPI) attributed this drop in sales to heavy floods triggered by the southwest monsoon.

### **Russia: Renault-Nissan to lift stake in AvtoVAZ to 50%**

28 Sep 2012 by Colin Whitbread

Russian Technologies and Renault-Nissan have announced they are to sign an agreement to form a joint venture to acquire a controlling stake in AvtoVAZ.

A new statement says that in December 2012, the parties will sign a legally binding agreement that will see the JV consolidate 75% of AvtoVAZ.

### **Russia: Light vehicle market posts best August**

17 Sep 2012 by David Isaiah

For the Russian light vehicle industry, last month marked the best August sales figure ever recorded. A total of 258,761 passenger cars and light commercial vehicles were sold in the country, 15% more than the 224,811 vehicles accounted for in August 2011.

### **Slovakia: Light vehicle market buoyed by car segment**

17 Sep 2012 by Automotive World

The passenger car segment remained a driving factor for growth with regard to Slovakia's light vehicle market in August. A total of 6,340 passenger cars and light commercial vehicles were registered in the country last month, up from 5,727 units recorded in August 2011

### **South Africa: Sales growth slows in September**

02 Oct 2012 by Automotive World

Following months of double-digit growth, the new vehicle market in South Africa is now showing signs of a slowdown, with September sales rising just 1.4% year-on-year to 55,097 units, according to data from the National Association of Automobile Manufacturers of South Africa (NAAMSA). Last month's sales were also down slightly from August's total of 56,253 units, which was up 3.3%. For the year-to-date, vehicle sales remained up 10% from the same period last year.

The agency attributes September's slower growth rate in part to a high base effect – September 2011 was a particularly strong sales month. It notes that the high level of industrial action affecting a growing number of sectors has dampened business confidence in the country. "Consumers similarly would have been affected and concerns about the macro socio- economic environment in the country was likely to have resulted in a deferral of purchasing decisions," NAAMSA explains.

By segment, new car sales last month accounted for 39,496 units, up 4.4% compared to the 37,829 new cars sold during September 2011. Year to date new car sales are 11.5% ahead of the corresponding nine months of 2011. NAAMSA notes that car sales continue to benefit from strong demand from car rental companies; the car rental industry accounted for 18.6% of total sales last month.

Sales of new light commercial vehicles, bakkies and mini buses fell 5.2% in September to 13,279 units, due to a general decline in business confidence. Sales of medium and heavy trucks fell 8.6% and 7.7%, respectively, to 779 and 1,543 units, again reflecting lower business confidence.

Exports of vehicles made in South Africa last month rose 2.7% to 26,638 units. NAAMSA warns that while overall light vehicle exports are expected to increase substantially in 2013, shipments to Europe will remain under pressure as the automotive industry within the euro zone remains plagued with overcapacity and sluggish demand.

For the remainder of the year, NAAMSA expects several factors to support domestic sales, including low interest rates, ongoing improvement in vehicle affordability in real terms, attractive incentives and new model introductions. Domestic sales for 2012 are forecast to rise 10% from 2011 levels.

Looking ahead to 2013, increasing inflationary pressures on the back of expected higher fuel and food prices and the impact of Rand weakness on new vehicle pricing will likely cause more subdued growth in vehicle sales.

### [Taiwan: Taiwan-French EV cooperation planned](#)

26 Oct 2012 by Automotive World

A joint seminar of Taiwanese and French organisations on vehicle electrification on 18 October produced "very positive" results and the two countries will seek further cooperation in the green industry in line with global trends, reported *Focus Taiwan*. The first-ever 'Taiwan-France Automotive Industry Cluster Exchange Seminar' focused on future trends in electric vehicle technology and how businesses on both sides could benefit from them. More than 20 French industry experts and representatives participated in the forum, which was followed by about 80 business-to-business meetings. Martin Tzou of the French Trade Office in Taiwan said the two countries are likely to work together to apply for joint global patents. The French delegation included representatives from Lyon Urban Truck & Bus, Renault, Volvo AB, Schneider Electric and the Union Technique de l'Automobile du Motorcycle et du Cycle. Taiwan's representatives were from the Taiwan Automotive Research Consortium, Hua-chuang Automobile Information Technical Center, Delta Electronics, Chroma ATE and Fukuta Elec. & Mach. Co. Taiwan's government has expressed the hope of becoming one of the world's top 10 electric vehicle manufacturers by 2015, and announced in July this year its intention to decommission the country's 6,000-plus diesel buses in eight to 13 years as part of a transport electrification strategy.

### **Thailand: New plant takes Isuzu to 400,000 units**

*By Graeme Roberts, Wednesday October 31, 2012, Just Auto.com*

Isuzu has finished its third pickup plant in Thailand, adding 30% to its capacity in the country and taking annual production to 400,000 units. Thailand is Isuzu's global production base for pickups.

### **Thailand: September vehicle output rises 31%**

*19 Oct 2012 by Automotive World*

The automotive industry in Thailand produced a total of 228,500 vehicles in September 2012, 31.2% more than the number of vehicles produced in September 2011, when the industry was hit by the effects of flooding.

*Dow Jones Newswires*, citing the Federation of Thai Industries (FTI), said demand for cars in Thailand also grew thanks to tax incentives for first-time car buyers. Last month's production figures were also an improvement on August 2012 levels, by 8.6%.

Most OEMs operating in the country had to suspend production for a significant portion of last year, extending to, in some cases, the first quarter of this year. Since then, the industry has increased production in order to meet pent-up demand from both domestic and export markets.

The government of Thailand has been refunding up to Baht 100,000 (US\$3,267) of excise tax for first-time car buyers. This incentive has been offered for certain types of cars, up to Baht 1m, and will run until the end of this year.

Automotive exports from Thailand, meanwhile, rose 8.4% year-on-year, to reach 98,268 vehicles, the report said, citing FTI data. Exports were also up month-on-month by 15.2%. Despite this increase in numbers, the value of car, truck and bus exports, including detached engines and automotive parts, fell 8.1% last month, compared with September 2011, to Baht 67.95bn.

In the first three quarters of this year, automotive production in Thailand reached 1.71 million vehicles, 32.8% higher than the number of vehicles produced during the January-September 2011 period. Exports also grew in the first nine months of 2012, to reach 735,524 vehicles.

For the last quarter of this year, FTI forecasts vehicle production to be around 678,300 units, *Dow Jones Newswires* said. This would translate into an increase of 4.6% compared with the 648,751 vehicles produced in the July-September 2012 quarter. Comparatively, in the last three months of 2011, the industry managed to produce only 172,560 vehicles.

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## Market Snap-Shot



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### Russia

#### Putin's Opinion of the Fate of the Automotive Industry

“Last year car production in Russia grew by 44 per cent, that is up to 1 million 740 thousand units. Production of trucks increased by 33 per cent in comparison with 2010 and amounted to 204,000 vehicles. Production of buses rose by 3.5 percent, that is up to 47,000 units.”

Development prospects of the Russian automobile industry after the WTO accession look “very impressive”, said the Prime Minister and the President elect of Russia Vladimir Putin at a meeting dedicated to the development of automobile industry in terms of Russia’s accession into the WTO. “Today we have talked about the problems that arise out of Russia’s accession to the WTO and we see that all these problems in general can be solved with our consolidated position and concerted actions of the Russian government and our partners manufacturers. In this case there would be no need to break the rules and conditions for accession to the WTO”, Putin said.

According to him entry of Russia into the WTO creates conditions for more civilized Russian car industry functioning according to the rules clear for everyone in order to provide for innovative development of the industry and making it a part of the global auto industry. Putin added that the automobile industry if the Russian Federation develops successfully and it is confirmed by the number of manufactured and sold in Russia cars. He said that the prospects of development also seem to be very impressive. With sales amounting to 2.798 million vehicles in 2011 the Russian market is the second in Europe after Germany and the fourth in the world after China, USA and Germany.

Vladimir Putin is sure that the domestic auto industry will remain competitive even after entry of Russia into WTO. According to Development Strategy of the Russian Automobile Industry up to 2020, 80% of all cars sold should be produced in Russia. Now this indicator amounts to 64%. A new automotive cluster which creation will be supported by the government is to be constructed in Kaliningrad.

A local manufacturer Avtotor Holding in cooperation with Canadian automotive components manufacturer Magna will be involved in creation of “Detroit in Kaliningrad” of the total capacity of 350,000 cars a year. The new automotive cluster will consist of plants of already existing Avtotor’s partners: BMW, General Motors, Kia. There are also plans to build 21 new plants. Six of them will be car companies of full cycle, and 15 plants will specialize in production of automotive components.

Putin promised to support the producers by budget sources. To do that the Prime Minister offered to reimburse a part of car plants' expenses on paying interest on credits from the Russian budget till 2020. "I propose to use federal budget funds to reimburse a part of car plants' expenses on paying interest on credits taken before and in 2014. Compensation for such credits will be available until 2020. This preference could be applied only for those who will accurately carry out their investment plans", said Putin. Sollers and Ford backed up the Putin's idea. Besides the government has developed new mechanisms for the so-called "industrial assembly", that is involvement of foreign investors with their technologies to transfer their technological research centers and get localization of 60–70% of production on the territory of the Russian Federation. "Some European countries insist that we made available such special conditions to our manufacturers earlier than 2020, and just diminished certain preferences and privileges for them as regards import of spare parts till the middle of 2018. And we agree with it", emphasized Putin.

To read full report please contact Ruta Aisthorpe on [raisthorpe@smtt.co.uk](mailto:raisthorpe@smtt.co.uk)

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## International Business Opportunities



### Bangladesh - Cross Country Vehicles for a Government Department

<http://www.ukti.gov.uk/uktihome/businessopportunity/392940.html>

Supply of cross country vehicles with all accessories for a Government department. A government department has invited an international tender for the supply of cross country vehicles (4WD)- 60 nos with all accessories (Package. G-01).

Tender security amount: BDT 4,000,000.00

Price of tender document: BDT 3000.00

### Brazil - Brazilian company seeks UK suppliers of automation systems

<http://www.ukti.gov.uk/uktihome/item/386320.html>

Brazilian conglomerate that operates globally in the fields of engineering, construction, chemicals and petrochemicals seeks UK suppliers of automation systems for vehicles working at Construction sites.

Long established Brazilian group seeks British suppliers of:

- Automation system for vehicle refuelling and maintenance sites at large construction sites. These sites may be fixed or mobile units.
- Global integration system for monitoring of vehicles at construction sites
- Automatic weighing systems for vehicles working at construction site

Brazilian conglomerate that operates globally in the fields of engineering, construction, chemicals and petrochemicals seeks UK suppliers of automation systems for vehicles working at construction sites.

The company has been operating in the Engineering and Construction segments for 35 years. The company has presence in Latin America, Africa, Europe and Asia. Brazilian companies are always open to receive UK products and it is often seen as pursuing good quality and high technology.

### **Bulgaria - Integrated Urban Transport Project**

<http://www.ukti.gov.uk/uktihome/businessopportunity/372700.html>

Opportunity for UK companies to provide equipment and services to Bulgarian municipality under an Integrated Urban Transport Project.

Bulgarian municipality has received a senior loan of EUR 10m to co-finance its city's Integrated Urban Transport Project. The Bank's loan will co-finance a larger project, which is funded by the European regional Development Fund grants of up to EUR 47m under the Operating Programme Regional Development.

The proceeds of the loan will be used on investments that will cover many areas of the City's urban transport system reforms. Key investment components include introduction of a Bus Rapid Transit system, including introduction of dedicated and segregated bus lanes and bus priority at traffic lights and replacement of obsolete and inefficient rolling stock with new; clean diesel and compressed natural gas buses; and development of a 20 km cycling network and pedestrian facilities. Alongside these investments, the project includes integrated electronic ticketing and a real-time passenger information system.

The Bank intends to co-finance the following contracts:

- New diesel buses (18 m) - EURO 5
- New CNG buses (12 m) – EURO 5
- Integrated ticketing system
- Real time passenger information at bus stops and vehicles
- Real Time Public Transport Control System
- CCTV
- Bus infrastructure (bus lanes, bus ways, stops)
- Cycling facilities
- Bus Station near Railway Station (infrastructure)
- Bus Terminal Meden Rudnik (infrastructure)
- Central bus stop
- Detailed technical design bus depot and workshop
- Upgrade bus depot
- Diesel and CNG station
- Detailed design pedestrian crossings
- Pedestrian crossings
- Detailed design BRT and bus terminals
- Detailed design cycling facilities
- Technical design supervision during construction
- Independent construction supervision during construction
- Feasibility study – Intercity terminal

- Feasibility study – Park and Ride
- Feasibility study – BRT upgrade

### **Denmark - Vehicle parts and Accessories**

<http://www.ukti.gov.uk/uktihome/businessopportunity/389180.html>

A commission agent, already successfully representing makers of vehicle parts and accessories, wishes to represent manufacturers of complementary products on the Danish market

Established for more than 20 years in the vehicle part and accessory sector, a commission agent selling to wholesalers and car importers wishes to represent makers of:

- parts for the OEM and aftermarket sectors, such as:
- wear and tear spare parts (but not body parts), brake, clutch, electrical, bulbs etc
- accessory and vehicle valeting etc products

### **Egypt - Oils and Lubricants for Automotive Applications**

<http://www.ukti.gov.uk/uktihome/businessopportunity/387580.html>

A local company is interested in importing engine oils and fluids for the automotive industry.

An Egyptian company based in Cairo imports petroleum products that meet the latest international specifications, which are then packed in various container sizes and labelled in a facility in Cairo which are then sold to the automotive industry in Egypt.

The company is interested in importing the following:

- Virgin Base Oil: S2500/S2150/S2600/S2700
- Engine Oils: Gasoline Engine Oils/Diesel Engine Oils
- Break Fluids: DOT3/DOT4
- ATF: Automatic Transmission Fluid
- Greases: Lithium /Calcium Base Greases MP2-MP3
- Hydraulic Oil: 68 – 32
- Marine Oils

### **France – Service Offer of Commercial and Sales Support**

<http://www.ukti.gov.uk/uktihome/businessopportunity/390700.html>

A French company is offering to act as a sales representative for SME, SMIs and large companies trading high and medium quality products either as regular orders or as a 'one-shot'.

The company is a one-man company set up in April 2011 with a paid-up capital of €4000. With more than 20 years of experience in the environment, automotive and industry sectors, the company can support you in your commercial development. They can act as your sales representative, support your commercial team already in place in France, propose commercial solutions and help you develop your customers' portfolio.

They mainly work in the Rhône-Alpes (South East of France) region but can also cover the national territory according to your needs.



Products already represented: domestic waste containers, commercial vehicles, spare parts for cars and heavy goods vehicles, cleaning service supply, breathalysers, industrial and workshop equipment.

Companies already represented: Europarts, Cap V.I Groupe Laurent, Logidyne, 2GM Propreté, Accept Alizon, GeesinkNorbaGroup France, Traversier Nettoyage, Recrutement & Développement, T.LIOU rectifieuse.

The French company also regularly attends and/or exhibits at major professional trade shows such as Pollutec, Equip'Usine, Rist/Risf, Solutrans and Pneu Expo.

The French company would prefer communication in French but can read English.

### **Ghana - Runway Sweeper and Scrubbing Equipment**

<http://www.ukti.gov.uk/uktihome/businessopportunity/387900.html>

Tender for supply and delivery of runway sweeper and scrubbing equipment.

Ghanaian airports company intends to apply part of its budgetary allocation to fund improvements and is seeking the supply and delivery of runway sweeper and scrubbing (Degreasing) equipment.

### **Greece - Special Purpose Vehicle**

<http://www.ukti.gov.uk/uktihome/businessopportunity/389600.html>

Special purpose vehicle (van type) for telecommunications use needed by the Hellenic Ministry of Shipping.

Tender for 1 special purpose vehicle (van type) for telecommunications use issued on October 12, 2012 by the Hellenic Ministry of Shipping. The tender is budgeted at 325,203.25€, excluding taxes or other expenses.

### **Greece - 2 SUV Surveillance Vehicles**

<http://www.ukti.gov.uk/uktihome/businessopportunity/401520.html>

Tender for 2 SUV (Sport Utility Vehicles) surveillance vehicles issued on November 3, 2012 by the Hellenic Coast Guard. The tender is budgeted at 406,504.07€ (exc. VAT).

Special vehicle requirements: type SUV equipped thermal imaging cameras

### **Greece – 206 police cars**

<http://www.ukti.gov.uk/uktihome/businessopportunity/389260.html>

Need for 206 police cars for a department of Citizen Protection

Tender for 206 police cars issued in October 2012 for a greek Ministry of Citizen Protection. The tender is budgeted at 4,186,991.87€, including taxes or other expenses.

### **Greece - 226 Jeeps**

<http://www.ukti.gov.uk/uktihome/businessopportunity/399320.html>

Tender for 226 jeeps issued on October 30, 2012 by the Hellenic Ministry of Citizen Protection. The tender is budgeted at 5,512,195.12€ (exc. VAT).

### **Greece - 3 Special Purpose Vehicles**

<http://www.ukti.gov.uk/uktihome/businessopportunity/399440.html>

Tender for 3 special purpose vehicles issued on October 30, 2012 by the Hellenic Ministry of Citizen Protection. The tender is budgeted at 2,804,400.00€ (exc. VAT).

Special vehicle requirements: Type VAN equipped with radar, thermal imaging camera, day camera, generator, telescope, communications systems and data transfer.

### **USA – Clean Energy Grants Available**

<http://www.ukti.gov.uk/uktihome/businessopportunity/398140.html>

A US authority will offer grants to address energy challenges facing the state.

Grants will be for up to \$150,000 and will require 100% in matching funds. Challenges include the need for more efficient transportation vehicles, advanced wastewater treatment technologies or energy storage. The funds will be awarded to help companies finance demonstration projects to showcase new technologies prior to commercialisation.

Interested parties are advised to register their interest as soon as possible

### **Greece - 6 Fire Fighting Vehicles**

<http://www.ukti.gov.uk/uktihome/businessopportunity/397440.html>

Tender for 6 fire fighting vehicles issued on October 27, 2012 by the Hellenic Ministry of Citizen Protection. The tender is budgeted at 2,520,222.88€ (exc. VAT).

Technical Requirements:

- 2500 L, 300 L foam
- Weight: 7.5 to 14 tonnes,
- Cab 2 doors, 3 persons.

These vehicles must be capable of undertaking other general fire fighting duties.

### **Hong Kong – Water Wagons**

<http://www.ukti.gov.uk/uktihome/businessopportunity/396220.html>

Tender opportunity for the provision of 2 units of water wagons to a trading fund in Hong Kong. A trading fund in Hong Kong is tendering for the supply of 2 units of water wagons for transportation of water. Delivery within 9 months from the date of order.

### **Hong Kong – Canteen Vans**

<http://www.ukti.gov.uk/uktihome/businessopportunity/396240.html>

Tender opportunity for the provision of 2 units of canteen vans to a trading fund in Hong Kong. A trading fund in Hong Kong is tendering for the supply of 2 units of canteen vans for providing food and drinks to the firemen in case of prolonged operation. Delivery of the vehicles is required to be made within 12 months from the date of acceptance of offer.

### **India - joint venture machining fixtures for machine tool manufacturers and auto manufacturers**

A Machine Tool Manufacturer, one of the midsized companies in India, operating since last forty years is facing a succession problem. The company is into manufacturing of machining fixtures for machine tool manufacturers and auto manufacturers.

Total employee strength is around 100 and has a net positive EBITDA. The client is looking for a joint venture possibility with a global player.

For further details, please contact Les Parfitt, Senior Associate Partner at TMG Advisory, E: [lparfitt@tmgadvisory.com](mailto:lparfitt@tmgadvisory.com)

### India - company looking for new technology in the tractor and farming equipment

One of the leading agro-machinery manufacturers in North and South India plans to expand their product range by adding innovative and modern products into their portfolio. The company is looking for new technology in the tractor and farming equipment industry and is also keen to explore a joint venture possibility with a global player.

For further details, please contact Les Parfitt, Senior Associate Partner at TMG Advisory, E: [lparfitt@tmgadvisory.com](mailto:lparfitt@tmgadvisory.com)

### Mexico

The automotive industry in Mexico is going through a period of substantial growth. Encouraged by a sales recovery in the US market, and increasing demand in other Latin American countries, several global VM's have embarked upon major investment programmes to boost the production capacity of their Mexican plants. However, this rapid expansion is increasing pressures throughout the supply chain, and has created new business opportunities for suitably qualified materials and component suppliers. For example :

- There is an immediate demand for automotive-grade steel and speciality plastics, which local producers cannot match. The UKTI Advanced Engineering Team in Mexico can put you directly in touch with potential customers
- A recent report, focusing on the State of Nuevo Leon, identified on-going shortages in a wide range of components, including forged and stamped metal parts, aluminium castings, plastic extrusions, electrical systems, and fasteners. Once again, the UKTI team can offer direct access to potential buyers

If you wish to pursue these opening, or have a more general discussion about doing business in Mexico, please contact Pat Shaw on 0207 344 9260, email [pshaw@smtt.co.uk](mailto:pshaw@smtt.co.uk)

### Mexico – Raw Materials for Automotives Industry

**An important automotive producer to invest US\$1,050 million to manufacture three new vehicle models with V platform. Large quantities of raw materials such as steel, recycled steel and specialty plastics are needed.**

Mexico requires greater availability of raw materials for the manufacture of vehicles such as flat steel, recycled steel and specialty plastics which have to be imported due to lack of suppliers in the country. With, the assembler will assemble around 300,000 units per year of these three models. This is in addition to those already being manufactured.

The availability of steel is limited as domestic manufacturers are focused on providing the construction industry. Assemblers import steel and material from several countries with expertise and high production of vehicles.

This is a unique opportunity for British flat steel producers, recycled steel companies, and speciality plastics producers for the automotive industry to export their products and expertise to Mexico. Response deadline: 21/12/2012

For further information please contact Carlos Botello at [cbotello@ukconsulate.org](mailto:cbotello@ukconsulate.org)

### **Pakistan – Vehicle License Plates Blank and Reflective Film**

<http://www.ukti.gov.uk/uktihome/businessopportunity/384600.html>

**An opportunity for manufacturers or authorised distributors to supply retro reflective film pasted blanks for vehicle license plates for a provincial government initiative.**

The opportunity size is not limited to new registrations but also has the potential to back date to previously registered vehicles.

Current number of registered vehicles in the province runs over 2 million.

This opportunity may lead to further opportunities with this provincial government.

### **Romania - 4xDrive Patrol Vehicles**

<http://www.ukti.gov.uk/uktihome/businessopportunity/400480.html>

**Tender for supply of 4xdrive patrol vehicles.**

150 up to 200 4xdrive special patrol vehicles for Gendarmerie, on gasoline.

CPV: 34114000-9 – vehicles for special use (Rev.2)

Value (excluding VAT) – approx. 3.1 M Euro

Offer to be submitted in RON, not in EUR

### **Romania - Fire Engines**

<http://www.ukti.gov.uk/uktihome/businessopportunity/387700.html>

**2 tenders for supply of fire engines.**

1. Tender launched by regional association with European funding:

CPV: 34144213-4 (REV.2). The contract value is 1.5 million Euros. Prior notice for start of award procedures on 15.10.2012.

2. Tender launched by regional association with European funding:

CPV: 34144213-4 (REV.2). The contract value is 1 million Euros and deadline 12.11.2012.

### **Romania – Specialist Four-Wheel Drive Vehicles**

<http://www.ukti.gov.uk/uktihome/businessopportunity/392440.html>

**Information Notice for the acquisition between 150 and 200 specialist four-wheel drive patrolling vehicles.**

The estimated value of this opportunity (without VAT) is between 2.3M euro and 3.1M euro.

The tender announcement will follow soon. The Framework agreement will be awarded following an open tender procedure and having an electronic tender as final phase.

### Singapore - Spare Parts for Local Buses

<http://www.ukti.gov.uk/uktihome/businessopportunity/394940.html>

#### **Opportunity to supply and deliver spare parts for local buses.**

There are about 250 bus services with a fleet of close to 3,000 buses. The buses serve 16 interchanges and more than 3,500 bus stops island-wide.

Requirement includes: Chassis, Busbody, Aircon –systems, engines, transmission for bus fleets.

### Slovenia – Supply Contract for Fire-Fighting Vehicle

<http://www.ukti.gov.uk/uktihome/businessopportunity/388280.html>

#### **Voluntary Fire-Fighters Association seeking suppliers of 1 fire-fighting vehicle for transport of fire-extinguishing water to burning area.**

A volunteer Fire-fighters association in Slovenia is seeking suppliers of 1 fire-fighting vehicle of a larger size for transport of fire extinguishing water to the burning area. Value approx. EUR 300,000 (excl. VAT). The supplier will be expected to train fire-fighters who will operate the vehicle.

### Slovenia – Supply Contract for Firefighting Vehicle (16/50)

<http://www.ukti.gov.uk/uktihome/businessopportunity/392780.html>

#### **An Association of Fire-fighters in Slovenia seeks suppliers of Fire-fighting vehicle 16/50 1+2.**

A supply contract has been published for a fire-fighting vehicle 16/50 1+2 including chassis, upgrade and equipment. The supplier will be expected to train local fire-fighters who will operate the vehicle.

### USA – Under Vehicle Inspection Systems

<http://www.ukti.gov.uk/uktihome/businessopportunity/384281.html>

#### **An opportunity for UK company to supply New England authority with under vehicle inspection systems.**

Systems will be used at security check points to screen the undercarriage of vehicles for foreign objects, anomalies and alterations. They should be able to operate under diverse weather and light conditions.

### Vietnam – Commercial Vehicle Components

<http://www.ukti.gov.uk/uktihome/businessopportunity/401360.html>

#### **Opportunity to bid to supply vehicle components to a large motor corporation that manufactures coaches, buses and trucks.**

A large motor corporation is looking for a UK supplier/manufacturer to forge a partnership with them in supplying vehicle components and spare parts. The components include: engines, frames for transmission systems, steering systems, and so on.

The corporation manufactures commercial vehicles: coaches, buses and trucks for the domestic market and for exporting overseas.

This opportunity is open to all companies who can demonstrate the required ability and experience in supplying these items.

**To register for early direct access to UKTI business opportunities, visit the UKTI website**

<http://www.ukti.gov.uk/export/sectors/advancedengineering/automotive.html>

**Business Opportunity Archive** [here](#)

## Enterprise Europe Network Business Opportunities

**Turkey** - company manufacturing crankshafts for diesel and gasoline engines is looking for trade intermediary services (distributors and agents). (20120803014)

**Turkey** - manufacturer of functional parts such as plastic injections, bulb holders and electricity components parts for automotive industry is offering subcontracting activities. (20120730007)

**Turkey** - company manufacturing temperature and pressure indicators, pneumatic and hydraulic cylinder accessories, hydraulic steering systems offers trade intermediary services (agents, representatives, distributors). (20120726007)

**Turkey** - company specialized in manufacturing of auto replacement spare parts is looking for trade intermediary services (distributors). (20120724003)

**Hungary** - company specialised in the manufacture of automotive and commercial seats, seat parts and other seat parts is searching for European partners mainly from the automotive sector for reciprocal production agreements and is offering subcontracting/outsourcing activities . (20120723005)

**Germany** - company, producer of welding modules and pressing parts for the vehicle industry, is looking for a sales partners in Europe and South Korea. (20120709020)

**Poland** - producer of trailers, car transporters and truck bodies is looking for distributors of its products. The company is also offering its services as subcontractor. (20120709012)

**Italy** - company specialized in small electrical devices for cars, motorcycles, camping cars and boats, is looking for distributors. The company offers alarms, can-bus alarms, electromagnetical parking sensors, battery protection devices. (20120614009)

**South Korea** - manufacturer of parts for diesel engines offers to become a subcontractor. The company is also interested in joint production. (20120507004)

**For more information on Enterprise Europe Business Opportunities please contact Sunny Claire , Tel: 0121 607 1895, Email: [s.claire@birmingham-chamber.com](mailto:s.claire@birmingham-chamber.com)**

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## JCC Customs Information Papers & Newsletter updates

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### **CUSTOMS INFORMATION PAPER (12) 49**

#### **Tariff Classification of Flat Panel Display Monitors**

A draft European Commission proposal concerning the classification of Flat Panel Displays. Relevant to all involved in the tariff classification of Flat Panel Display Monitors of heading 8528.

### **CUSTOMS INFORMATION PAPER (12) 48**

#### **Enhancements to the Customs Handling Import Export Freight (CHIEF) service**

Release 34 - Enhancements to the Customs Handling Import Export Freight (CHIEF) service and action required to amend export declarations where appropriate. Relevant to exporters, agents/representatives and all traders responsible for making export declarations including for the export of excise goods. Effective 28/10/12

### **CUSTOMS INFORMATION PAPER (12) 47**

#### **Clarification of Agent Representation for goods sold ex-works for Export and completion of SAD box 2.**

Clarification of appropriate agent representation on the C88 export declaration for goods sold as ex-works with a view to export and correct completion of exporter/consignor box on the export declaration. Relevant till traders involved in international export trade including; exporters, agents, freight forwarders, maritime and air carriers  
Effective 3/10/12 – 31/12/12

### **CUSTOMS INFORMATION PAPER (12) 44**

#### **Moving goods between different customs warehouse**

Clarification of the conditions of use of the CPC and information to enter to CHIEF relevant to all warehouse keepers who move goods between custom warehouses using CPC 71 71 000 – effective immediate. Clarification of appropriate agent representation on the C88 export declaration for goods sold as ex-works with a view to export and correct completion of exporter/consignor box on the export declaration.

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## World Trade Organisation Notifications

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### USA

#### G/TBT/N/USA/665/Add.3

22 October 2012

**EPA and NHTSA, on behalf of the Department of Transportation, are issuing final rules to further reduce greenhouse gas emissions and improve fuel economy for light-duty vehicles for model years 2017 and beyond.** On 21 May 2010, President Obama issued a Presidential Memorandum requesting that NHTSA and EPA develop through notice and comment rulemaking a coordinated National Program to improve fuel economy and reduce greenhouse gas emissions of light-duty vehicles for model years 2017-2025, building on the success of the first phase of the National Program for these vehicles for model years 2012-2016. This final rule, consistent with the President's request, responds to the country's critical need to address global climate change and to reduce oil consumption. NHTSA is finalizing Corporate Average Fuel Economy standards for model years 2017-2021 and issuing augural standards for model years 2022-2025 under the Energy Policy and Conservation Act, as amended by the Energy Independence and Security Act. NHTSA will set final standards for model years 2022-2025 in a future rulemaking. EPA is finalizing greenhouse gas emissions standards for model years 2017-2025 under the Clean Air Act. These standards apply to passenger cars, light-duty trucks, and medium-duty passenger vehicles, and represent the continuation of a harmonized and consistent National Program. Under the National Program automobile manufacturers will be able to continue building a single light-duty national fleet that satisfies all requirements under both programs while ensuring that consumers still have a full range of vehicle choices that are available today. EPA is also finalizing minor changes to the regulations applicable to model years 2012-2016, with respect to air conditioner performance, nitrous oxides measurement, off-cycle technology credits, and police and emergency vehicles. DATES: This final rule is effective on 14 December 2012, sixty days after date of publication in the Federal Register. The incorporation by reference of certain publications listed in this regulation is approved by the Director of the Federal Register as of 14 December 2012.

<http://www.gpo.gov/fdsys/pkg/FR-2012-10-15/html/2012-21972.htm>

### CANADA

#### G/TBT/N/CAN/375

22 October 2012

#### **Standard 223, Rear Impact Guards, as it relates to aerodynamic devices**

"Boat tails" are devices installed on the rear of trailers that reduce aerodynamic drag, thereby improving fuel economy. The current definition of "rear extremity" of trailers found in *Canada Motor Vehicle Safety Standard* (CMVSS) 223 imposes dimensional limits on material that extends beyond the rear of all trailers with rear impact guards.



The Department of Transport proposes to modify the requirements of CMVSS 223, *Rear Impact Guards*, by modifying the definition of “rear extremity” to allow for a wider variety of aerodynamic devices. This definition will create a zone behind the trailer where boat tails would be permitted.

Expiration dates for standards 121, *Air Brake Systems*, 206, *Door Locks and Door Retention Components*, and 301.2, *CNG Fuel System Integrity*. Certain requirements of the *Motor Vehicle Safety Regulations* (the Regulations) have expired, including the antilock brake systems (ABS) external malfunction indicator on air-braked trailers, as referenced in subsection 121(4), *Air Brake Systems*; section 206, *Door Locks and Door Retention Components*; and certain alternative test procedures referenced in section 301.2, *CNG Fuel System Integrity*, of Schedule IV of the Regulations. These expired requirements are still relevant and need to be reinstated.

This proposed amendment would reinstate the requirement that trailers with Air Brake Systems (ABS) be equipped with an external ABS malfunction indicator lamp. This change would improve safety on Canadian roads and help inspectors to identify these malfunctions. It would also have the benefit of re-establishing harmonization with the United States safety standard on the subject of air brake systems, thereby relieving manufacturers of any unnecessary burden resulting from disharmonized manufacturing requirements. The proposed amendment would revise the expiration date of section 206, *Door Locks and Door Retention Components*, of Schedule IV of the Regulations, to 1 January 2017, as well as remove several requirements that will have expired by the time these Regulations come into effect.

Section 301.2, *CNG Fuel System Integrity*, of Schedule IV of the Regulations serves to reduce deaths and injuries occurring from fires that result from fuel leakage during and after motor vehicle crashes. This section makes reference to alternative test procedures that are no longer applicable as they have passed their expiration date of February 28, 2009, but still provide relevant and suitable alternatives. The proposed amendment would have the expiration date revised and reinstate the alternative procedures. This would provide manufacturers with testing alternatives that could reduce costs associated with the certification of vehicles to the respective safety standards.

## CANADA G/TBT/N/CAN/374

22 October 2012

**The safety standard mandating the installation of electronic stability control (ESC) systems on light-duty vehicles**, hereafter referred to as the Canadian safety standard, was inadvertently repealed from the *Motor Vehicle Safety Regulations*, pursuant to an amendment published on November 9, 2011. That amendment was intended solely to re-enact a separate series of safety standards within the Regulations. This proposed amendment would re-introduce into Schedule IV of the *Motor Vehicle Safety Regulations* the same safety standard that first established mandatory installation of ESC systems on light-duty vehicles, as published in the *Canada Gazette*, Part II, on 23 December 2009.

As before, the proposed Canadian safety standard would apply to light-duty vehicles which include passenger cars, multi-purpose passenger vehicles, trucks and buses with a gross vehicle weight rating of 4 536 kilograms or less. This proposal would once again harmonize the Canadian safety standard with the requirements of the U.S. safety standard pertaining to ESC systems, removing a potential impediment to trade between the two countries, and would also align the Canadian safety standard with the requirements of the United Nations' Global Technical Regulation on ESC systems. Re-introducing this Canadian safety standard as it existed previously should therefore not affect the vehicle designs or manufacturing processes that currently include ESC systems as standard equipment.

## CANADA G/TBT/N/CAN/373

22 October 2012

**The proposed section 101 of the *Motor Vehicle Safety Regulations (MVSR)*, entitled *Controls, Tell-tales, Indicators and Interior Lights* and hereafter referred to as the Canadian safety standard, would harmonize Canadian requirements with the corresponding United States safety standard.**

The Department of Transport proposes to revoke the current Canadian safety standard regarding location and identification of controls and displays and introduce a new standard. The proposed Canadian safety standard would refer to the Technical Standard Document that reproduces the latest United States safety standard; moreover, it would include necessary additions and clarifications to reflect Canadian linguistic needs and to clearly state the requirements for interior lights in front of the driver.

The proposed Canadian safety standard would require internationally adopted symbols instead of words to identify the controls, tell-tales and indicators. The use of words would be allowed in conjunction with the relevant symbols required by the Canadian safety standard. Also, the proposed Canadian safety standard would require that the identifications for the controls, tell-tales and indicators fitted in the vehicle be explained in the owner's manual. Furthermore, as section 101 is referred to in sections 105, 122 and 135, it is proposed to amend these sections to ensure that references are accurate and that there are no contradictory requirements.

The proposed amendment would improve drivers' cognition of standardized international identification of controls, tell-tales and indicators needed for the safe operation of a vehicle. This would help to avoid mistakes in selection of controls and to improve identification of indicators and tell-tales. At the same time, by requiring in the Canadian safety standard the internationally established symbols identifying vehicle controls, tell-tales and indicators, the proposed amendment may help to minimize the design, manufacturing and financial burdens on manufacturers.

**USA****G/TBT/N/USA/414/Add.2**

21 September 2012

**The Agency of Natural Resources, through the Air Pollution Control Division in the Department of Environmental Conservation, is proposing amendments to its low emission vehicle (LEV) rules**, which incorporate by reference California's motor vehicle emission standard regulations. Vermont first adopted California's vehicle emission standards in 1996, and the Agency periodically amends its LEV rules to remain consistent with California's emission standards. The proposed amendments to Vermont's LEV rules would adopt the next generation of motor vehicle emission standards for criteria pollutants for 2015-2025 model years and greenhouse gases for 2017-2025 model years; revised Zero Emission Vehicle requirements; improved vehicle labelling requirements; and amendments to the existing greenhouse gas standards for passenger vehicles. The Agency is also proposing some minor administrative changes to update and clarify its LEV rules.

A public hearing on the proposed amendments will be held on Monday, 24 September 2012, at 6:00 pm in the Auditorium in the Pavilion Office Building, 109 State Street, Montpelier, Vermont. The deadline for comments is Monday, 1 October 2012.

<http://www.anr.state.vt.us/air/htm/proposedamendments.htm>

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