

# INTERNATIONAL BULLETIN

## September 2013

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## Editorial

David Croxson

Head of International, SMMT

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**They say, stop whining and get exporting.  
Mon Dieu – we are doing both already!**

I have just returned from France – the trip was part holiday but primarily it was to sell a family property in Provence. Unfortunately, the experience turned out to be more stress inducing than relaxing holiday, as those of you familiar with French notaires and property dealings in France will fully understand!

The house sale unfortunately has yet to be completed. The outcome, however, was possibly jinxed from the outset by my having taken with me to France a bottle of English sparkling white wine to celebrate the sale - a very fine wine produced in the large Nyetimber vineyard located in my village in West Sussex (an unexpected benefit of global warming?).

The UK, I tell people in my travels, is now recognised as a premium wine-producing region, with English and Welsh wines winning many prestigious international awards. Well, that's what their trade association website states anyway!

Whilst offering the English wine in France, I perhaps should also not have mentioned, "en passant", that the "Method Champenoise" was actually invented in 1662 by English scientist and physician Christopher Merret some six years before Dom Perignon ever set foot in the Abbey of Hautvillers and that Merret's discovery happily coincided with another British technological breakthrough by English glass-makers that allowed bottles to be produced that could withstand the required internal pressures during the secondary fermentation process. (French glass-makers at this time could not produce bottles of the required quality or strength!)

Clearly, whilst UK technology and innovation may be at the forefront of creating export opportunities, whilst selling overseas one needs to heed the cultural niceties and adapt the sales pitch appropriately – but there again – I was giving the stuff away not trying to sell it!

On returning from France, however, it is clear that many of you exporters have indeed been successfully selling British quality stuff - products and services, technology and innovation, not giving it away like me and into many different overseas markets at that.

Official figures announced whilst I was in France record the best export performance since 2011 between April and June as the economy grew by a faster-than-expected 0.7%. UK exports reached £78.4bn in the second quarter, spurred by a jump in sales to the US and China.

Perhaps I should go away on holiday more often and leave you all to it!

The London Evening Standard reported that exports jumped by 3.6% over the quarter, with net trade contributing almost half of the GDP growth, raising hopes that the long-awaited rebalancing of the economy could finally be taking place. The Office for National Statistics has revised its headline growth figure up from its original 0.6% estimate a month ago. The ONS said exports of goods and services hit £43.2 bn. in June, the highest monthly total since records began in 1998. Exports of goods hit a record high of GBP26.9 bn. Exports to non-EU countries surged to GBP14.2 bn., also a record.

Business investment, which has slumped by more than 20% since 2008, also showed signs of life, growing by 0.9%. The Treasury hailed the figures as a further sign that the economy was picking up speed, following a host of positive surveys in recent months. "It's particularly encouraging that growth in exports and investment contributed well over half of the second-quarter growth rate," a spokesperson was reported as saying.

For a number of months UK exports to the EU had been falling, with the growing problems regarding the recession and sovereign debt issues. Figures show that exports to Germany fell by 9% for the second quarter of 2013. The UK has therefore focused its economic attention on other areas in the world such as Latin America and Asia, offsetting the slowdown in activity in the EU. However, with a return to better times being announced in the EU, the UK may also be able to benefit from that momentum and gain from increased exports generally to all markets.

In the second quarter of 2013, the UK exported more goods to countries outside the EU than to its partners within it but in a further possible hopeful sign for Britain's exporters, recent German GDP figures showed a healthy increase in domestic demand in the Eurozone's largest economy. Private consumption there rose by 0.5% over the second quarter whilst UK's trade with France and the Netherlands also improved in June, reducing the overall deficit in goods and services to £1.5bn from £2.6bn in May.

UKTI's recent introduction of increased Tradeshow Access Programme grant support is targeted at getting more UK companies to explore and develop export markets by attending trade shows, encouraging many new exporters as a result.

There are now over 400 vineyards in England and Wales covering some 3,500 acres producing sparkling and still wines. England is still a tiny producer by global standards, even in a good year picking enough grapes for just four million bottles. Yet whilst a relatively small UK industry 2013 nevertheless marks the first year that the English Wine Producers trade association has taken a 32.5m<sup>2</sup> stand at Prowein the key European wine industry tradeshow held in Dusseldorf Germany, with a small group of UK wine producers exhibiting together as part of a UK Pavilion, hoping to develop sales or enter the European export market for the first time

If the UK wine producers can display with pride in the heartland of Germany's wine industry what about you seizing the opportunity to join SMMT as part of the much larger UK auto sector group that will again be exhibiting in Germany next year? SMMT will have 1500m2 UK stand area at Automechanika Frankfurt 2014. Don't miss out - see further details in this month's International Bulletin to reserve space. Incidentally, we will again be serving English wine on the SMMT stand – but this year, rather than taking it with us, I am rather hoping to be able to buy some in a local German supermarket when we arrive in Frankfurt next September!

## Key Dates

### SMMT International Group Meetings 2013

#### **Customs and Tariffs Working Group:**

Thursday 28 November 2013

#### **International Business Group:**

Thursday 28 November 2013

#### **Personal Export Sales Group:**

Friday 6 December 2013

#### International Business Group

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.

If you would like to attend IBG meetings, please contact

#### Customs & Tariffs Working Group Meeting

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

To register to attend please contact David Croxson at [dcroxson@smmt.co.uk](mailto:dcroxson@smmt.co.uk)

#### Personal Export Sales Group Meeting

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 please contact David Croxson at [dcroxson@smmt.co.uk](mailto:dcroxson@smmt.co.uk)

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## SMMT supported International events

### Book Now!

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#### SMMT supported event

**British Group at EVS27, Barcelona** *UKTI GRANTS of £1,500*  
**17 - 20 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)

SMMT is organising the UK exhibitor pavilion at EVS27 – the premier global forum for all forms of low carbon vehicle technologies. Located on a prominent central site in the main exhibition hall and featuring an eye-catching design, the pavilion will offer exhibiting companies maximum exposure and footfall at a budget price.

Exhibitor pods are now on sale, and will be allocated on a first-come first-served basis. The inclusive cost of £3,000 per pod covers stand-building, furniture, Wi-Fi connection, cleaning, and access to the pavilion's refreshment area and meeting rooms. UKTI grants of £1,500 are available for qualifying companies.

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

**Automechanika Shanghai - last chance to book space!**  
**China, 10 - 13 December 2013**

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

Following positive feedbacks from UK Exhibitors at the first SMMT led UK Pavilion at Automechanika Shanghai, we will be taking again a group of UK Exhibitors to this growing show. 9 UK companies have already sign up to exhibit at the show, and there are still a couple of UKTI TAP grants left available. To book a space on the UK Pavilion, please contact Sarah Thevenet.



#### SMMT supported event

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

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

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

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



### SMMT supported event

**Auto Expo 2014 – Components, New Delhi - UKTI GRANTS of £2,500  
6 – 9 February 2014**

**Contact:** Sarah Thevenet | **Email:** [sthevenet@smmt.co.uk](mailto:sthevenet@smmt.co.uk) | **Tel:** 0207344 9233

SMMT will be returning with a group of UK exhibitors to Auto Expo New Delhi. There are 15 UKTI TAP grants available to eligible companies worth £2,500 each to contribute to the exhibitor's costs. To register your space on the UK Pavilion, please contact Sarah Thevenet.



### SMMT supported event

**AutoInvest 2014 and Supply Chain Business Visit to St Petersburg Russia  
February 2014**

**Contact:** Ruta Aisthorpe | **E-mail** [raisthorpe@smmt.co.uk](mailto:raisthorpe@smmt.co.uk) | **Tel:** 0207 344 9231

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

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



### SMMT supported event

**Turkey,  
Automechanika Istanbul,  
April 2014**

SMMT is once again 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.

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

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## Trade Events

### International events held in UK

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#### Low Carbon Vehicles (LCV) 2013

Millbrook Proving Ground Ltd, Millbrook, Bedford, MK45 2JQ, UK

4-5 September 2013-07-02

Opportunity to meet face-to-face with international buyers in the LCV sector in Bedford in September, and also gain market insight into a number of potentially important markets for your products and services.

UKTI will be hosting top international buyers and experts from markets such as China, Russia, India and Mexico at Low Carbon Vehicles 2013 for 1:1 meetings with the best of British LCV talent. In addition UKTI will be hosting a seminar packed with market insight after the main plenary session on the 4th September.

The event has been specifically designed to give businesses in the LCV sector like yours the opportunity to increase their chances of doing business abroad.

At the event you will be able to:

- Meet face to face with international buyers who need LCV goods and services
- Gain a foot in the door to accessing markets such as Mexico, China, India and Russia
- Gain an insight from the market experts who will be attending to share their knowledge
- Network and partner with businesses with whom you can collaborate to win contracts

Don't miss out as 1:1 appointments are allocated on a first come first served basis.

Event Organiser: BE Group / UKTI

Main Contact: Vishal Shah

Tel: +44 (0)207 697 1982

Email: [vishal.shah@be-group.co.uk](mailto:vishal.shah@be-group.co.uk)

#### Opportunities for British Business in Thailand and Burma

18.10.2013 at London Chamber of Commerce and Industry, 33 Queen Street, London EC4R 1AP

With British Gas, Rolls Royce and Tesco already doing business in Thailand, and Burma now open to UK trade, find out how expanding your business to these markets could be of benefit to your company. [sleader@londonchamber.co.uk?subject=Thailand](mailto:sleader@londonchamber.co.uk?subject=Thailand)

#### USA

American specialist business lawyer Thomas Thorelli will be visiting UK on Wednesday 18 September, and would be happy to meet any members who require advice on doing business in the USA. If you wish to book a free appointment for that day please contact Pat Shaw - email [pshaw@smtt.co.uk](mailto:pshaw@smtt.co.uk)

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## International Auto Sector related Trade Events by others held abroad

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### MIA Events

#### SEMA Show 2013


**5 November 2013 - 8 November 2013**

**Location:** Las Vegas Convention Center, Las Vegas, Nevada

Held over four days (5-8 November 2013) in Las Vegas, SEMA is THE cornerstone event for USA aftermarket and performance tuning - bringing together 60,000+ international buyers. This is the ideal event for UK companies seeking to grow exports in performance aftermarket automotive supply. The Motorsport Industry Association (MIA), will assist all UK companies with TAP funding, advance pre-show briefing & tour, on-site 'US expert' support, tailored introductions, extensive networking opportunities and a dedicated area to host meetings and discussions.

Main Contact: Carrim Bundhun

Email: [carrim.bundhun@the-mia.com](mailto:carrim.bundhun@the-mia.com)

 [Click here to register your interest in this event.](#)

#### Professional Motorsport World

**12 November 2013 - 14 November 2013**

**Location:** Cologne, Germany

Held from 12-14 November 2013, in Cologne, Germany, the [Professional Motorsport World \(PMW\)](#) expo is Central Europe's leading trade-only motorsport exhibition - regularly attracting 7,000+ international motorsport professionals and over 250 exhibitors spanning every facet of motorsport, each showcasing the latest technologies, components and services. This is an essential event for all interested in growing international motorsport business. The Motorsport Industry Association (MIA), will assist UK companies with TAP funding, tailored introductions, a dedicated meeting area, and exclusive high-level networking reception in Old Cologne.

Main Contact: Carrim Bundhun


Email: [carrim.bundhun@the-mia.com](mailto:carrim.bundhun@the-mia.com)

 [Click here to register your interest in this event.](#)

#### International VIP Reception at PRI Show

**12 December 2013**

**Location:** Indianapolis, Indiana, USA

 [Click here to register your interest in this event.](#)



## **Performance Racing Industry Show** **12 December 2013 - 14 December 2013**

**Location:** Indianapolis, Indiana, USA

Held from 12-14 December 2013, in Indianapolis, USA, and now in its 26<sup>th</sup> year, the 'industry only' [Performance Racing Industry \(PRI\)](#) show is the world's largest, gathering 1,100 exhibitors and more than 40,000 buyers from 70+ countries. Valued at over \$13.5 billion, the US racing market comprises of 400,000+ participants. Buyers across international motorsport, from racing retail stores, to race car & engine builders and professional teams will attend - making this THE event for any UK company looking to grow business in this lucrative market. The MIA will assist with TAP funding, advance pre-show briefing and promotion, International business reception and 'meet the buyer' sessions, on-site 'US expert' support, tailored introductions and a dedicated area to host meetings and discussions.

Main contact: Clare Kelly

Email: [clare.kelly@the-mia.com](mailto:clare.kelly@the-mia.com)

 [Click here to register your interest in this event.](#)

## **V8 Supercars Expo & Conference** **Australia Sydney, Australia**

is an important event for the performance sector. TAP support is available for this event.

[http://www.ukti.gov.uk/pt\\_pt/uktihome/event/511085.html?null](http://www.ukti.gov.uk/pt_pt/uktihome/event/511085.html?null)

Registration Open: 29/05/2013 Registration Cut Off: 27/10/2013

Event Organiser: Motorsport Industry Association

Location:

Main Contact: Alicia Warden

Tel: 02476 692600

Email: [alicia.warden@the-mia.com](mailto:alicia.warden@the-mia.com)

## **UKTI Events**

UKTI runs a range of events for exporters, including seminars in the UK, trade missions to overseas markets and support for attendance at overseas trade shows. Visit [www.ukti.gov.uk](http://www.ukti.gov.uk)

## **China Multi-Sector Trade Mission** **CEEP (Clean and energy efficient production)** **14-18 October 2013**

Does your business offer clean and efficient energy production technology? Join this high profile mission to China visiting demand hot-spots for technologies where the UK has excellent capability and develop your presence in the market.

UKTI are opening up opportunities for business in the clean and efficient energy production market in China. In 2012 30% of the G20's investment in clean energy technology was from China. As a result we are now looking to take some of the UK's top talent out to the market to showcase your products and services to potential buyers.

This high profile mission will allow you to:

- Begin to establish your presence in this dynamic marketplace
- Build on initial contacts your business may already have in China
- Establish routes to market through visits to the key regions of Shandong, Zhejiang and Guangdong.
- Gain profile through high-level meetings and showcase events hosted by the British Embassy
- Benefit from the significant support of the market expertise that UKTI can offer

Event Organiser: BE Group

Main Contact: Vishal Shah

Tel: +44 (0)207 697 1982 Email: [Vishal.Shah@be-group.co.uk](mailto:Vishal.Shah@be-group.co.uk)

### Japan – Market Visit to Japan (Advanced Engineering) 1-5 February 2014

The Japan mission will give you and your company the opportunity to explore the Japanese markets and get first hand insight into the Advanced Engineering sector in Japan. Japan is proud of its culture of "making things" ("monozukuri"). But it faces growing competition from other lower-cost and increasingly sophisticated manufacturing countries, notably Korea, Taiwan and China. Anxious to retain its manufacturing heritage Japan is moving up the value-chain to focus on highly-engineered advanced components, materials and machinery. That requires ever-more sophisticated tooling, instrumentation and other manufacturing technologies at competitive prices. Germany and China are both active in trying to meet this need, but the former is expensive and the latter lacking in quality. UK companies, with their proven record of reliability, quality and cost-effectiveness, are therefore finding a ready market - one recent UKTI customer has tripled its business this year with our help.

Event Organiser: UKTI WM

Location: Japan, Japan

Main Contact: Richard Smith

Tel: 01952208234 Email: [r.smith@uktiwm.co.uk](mailto:r.smith@uktiwm.co.uk)

### India – Market Visit to India (Multi Sector) March 2014

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

Event Organiser: UKTI WM

Main Contact: Jonathan Webber

Tel: 01216071758

Email: [j.webber@uktiwm.co.uk](mailto:j.webber@uktiwm.co.uk)

## Other Organiser Events

### Tunisia - multi-sector trade delegation October 2013

The Arab British Chamber of Commerce will be leading a high-level delegation of UK businesses to Tunisia on 2nd and 3rd October 2013.

The delegation will be led by Baroness Symons of Vernham Dean and ABCC Secretary General and CEO, Dr Afnan Al-Shuaiby and will provide the opportunity to meet Tunisian government ministers and potential business partners in the country. The focus of the delegation will be on opportunities for trade, investment and joint ventures.

“Tunisia is one of the Arab countries in transition at the moment and is making considerable progress in expanding its trade and business links. There are many opportunities for British business across a wide range of commercial activities and the Tunisian government has made a point of encouraging UK business in particular to become more engaged in forming business relationships in the country.”

There are particular opportunities for those involved in automotive components. Companies wishing to join this delegation should contact ABCC as soon as possible who will arrange a suitable B2B programmes for each participant.

To express your interest in joining the delegation you may apply directly to: [fipa.london@investintunisia.org.uk](mailto:fipa.london@investintunisia.org.uk) or by contacting Ralph Owczarek on [ralph@abcc.org.uk](mailto:ralph@abcc.org.uk) or 020 7659 4897.

To register please download the Delegate Pack on [www.abcc.org.uk](http://www.abcc.org.uk).

### Mission for Growth to Israel 21 – 24.10.2013

Israel boasts one of the most resilient economies. Opportunities exist in the following sectors; water, environmental, space and key enabling technologies, as well as agriculture, homeland security, fashion, venture capital, and the automotive industry. Organised by LCCI Led by Vice-President of the European Commission, Antonio Tajani

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QGX9J-0/c.aspx>

### Trade Mission to Indonesia and the Philippines November dates TBC

The London Chamber International Business Team is currently planning a trade mission to Indonesia and the Philippines. To keep up to date please register your interest below.

[sleader@londonchamber.co.uk?subject=Trade](mailto:sleader@londonchamber.co.uk?subject=Trade)

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## Training Courses

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### **A Masterclass on Financing your Exports**

On Monday 11 November 2013, 2.30pm - 6.30pm At London Chamber of Commerce and Industry, 33 Queen Street, London EC4R 1AP Find out how to finance your exports and protect your company against the risks involved in international trade. Learn how banks, UK Export Finance and credit insurance can help your business expand overseas.

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHI-0/c.aspx>

### **Training course - VAT on International trade in goods and services**

London Chamber of Commerce 24.09.2013

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHL-0/c.aspx>

### **Training course - Import Procedures**

London Chamber of Commerce 16.10.2013

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHM-0/c.aspx>

### **Training course - Export Documents**

London Chamber of Commerce 12.11.2013

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHN-0/c.aspx>

### **Training course - Letters of Credit**

London Chamber of Commerce 2.12.2013

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHO-0/c.aspx>

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## Industry Support Initiatives

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### **UKTI Trade Export Support**

Useful links:

[Contact your local international trade team](#)

[More about OMIS and other UKTI services for exporters](#)

### **Open To Export**

Open to Export is a free online business community for busy exporters designed to bring you best practice knowledge and advice, helping you to successfully enter new markets and operate overseas. Currently there is over 2500 pieces of content from 109 different organisations and content is growing daily so you can:

- Explore potential international opportunities for your business
- Get bespoke answers from experts and other experienced exporters
- Access practical insights on important overseas issues
- Connect with experienced UK businesses and service providers
- Find relevant products, services and events
- Share your expertise with other companies looking to go global

Find support at [www.opentoexport.com](http://www.opentoexport.com) and help your business successfully grow overseas.

### **Automotive Investment Organisation to help attract inward investment to the UK**

The Automotive Investment Organisation (AIO) is aiming to double the number of jobs created or secured in the automotive supply chain through Foreign Direct Investment over the next three years to 15,000. This full online edition with links is available at <http://www.ukti.gov.uk/uktihome/item/546040.html>

### **Young Entrepreneurs programme funded by the European Commission**

Do you want to expand your business, or enter other European markets? Do you want to get in contact with other entrepreneurs and wonder how to get some fresh ideas for your business? Erasmus for Young Entrepreneurs is an exchange programme for entrepreneurs financed by the European Union. The person you host gets a grant, and there is no charge to your company. This offers you the opportunity to share experiences with new entrepreneurs who will work with you at your own company base. The exchange lasts for between one and six months.

The only requirement to take part in the programme as a host is that you have a minimum of 3 years business running experience. To take part please get in touch with Birmingham Chamber of Commerce & Industry, Amerdeep Mangat, [A.Mangat@birmingham-chamber.com](mailto:A.Mangat@birmingham-chamber.com)

### **Headstart – Far East**

UKTI and UKABC have partnered with the British Chambers of Commerce in Singapore, Thailand and Indonesia to launch a new service for SMEs. For a nominal fee, the 'Headstart' service offers practical in-market support including facilitated access to local business networks, access to office space in the local British Chamber of Commerce and signposting to longer-term office space in the market. It was formally launched in London, 18 October 2012. [www.ukti.gov.uk/headstart](http://www.ukti.gov.uk/headstart)

### **Are you looking for business partners abroad?**

Through the Enterprise Europe Network (EEN) you can submit your company's profile onto the Business Co-operation Database for Europe and beyond.

The service is completely free of charge and is a great way of finding distributors, agents, joint venture partners, reciprocal production partners, subcontractors or outsourcing opportunities, and many more.

<http://londonchambernewsletters.co.uk/HIE-1S99E-2OL41F-QBWHJ-0/c.aspx>

## Translation Services

LCCI International Business Team offers a valuable Translation Service.

where work is carried out only by highly skilled experts providing over 100 different language combinations, and for a variety of requirements including technical, commercial and legal documents.

For more information contact:

Sarah Leader, E: [sleader@londonchamber.co.uk](mailto:sleader@londonchamber.co.uk)

T: +44 (0)20 7203 1823 or

Marta Zanfrini, E: [mzanfrini@londonchamber.co.uk](mailto:mzanfrini@londonchamber.co.uk)

T: +44 (0)20 7203 1822.

## Global News Round-up

– Extracts from some recent news sources, copyright acknowledged

### AUSTRALIA: Australia's FBT changes lead to production cuts

22 Aug 2013 by David Isaiah AutomotiveWorld.com

Ford Australia has decided to cut production in the country for a total of 12 days over the next two months. The move followed a drop in Ford vehicle sales in July. The Detroit-based vehicle manufacturer has blamed the production cuts in part on changes to fringe benefits tax (FBT) ...

### AUSTRALIA: Holden workers accept pay freeze

14 Aug 2013 by Megan Lampinen AutomotiveWorld.com

The Australian auto industry is reporting some positive news at last – Holden workers have voted to accept a three-year pay freeze.

### CHINA: Ford modifies Mondeo for China in bid to double market share by 2015

29 August 2013, *Automotive News Europe*

Ford Motor Co. has made changes and added features to its Mondeo mid-sized sedan to woo China consumers as it aims to more than double market share there by 2015 and compete against segment leaders Volkswagen and General Motors Co.

Ford is introducing the revamped Mondeo, priced from 179,800 yuan (\$29,400) to 265,800 yuan, today, said Trevor Worthington, vice president of product development in the Asia Pacific region. The automaker expects to sell between 70,000 to 110,000 units of the model a year, he said.

### CHINA: Shanghai Volkswagen opens Urumqi plant

29 August 2013, by Glenn Brooks, *Just-auto.com*

Earlier on 29 August, the Shanghai Volkswagen joint venture (SVW) started SKD vehicle assembly in Urumqi. This is the Volkswagen Group's 102nd plant.

### CHINA: Johnson Controls inks fabrics JV with Zhejiang Wangfang New Materials

29 August 2013, by Simon Warburton, *Just-auto.com*

Johnson Controls has inked an agreement with Zhejiang Wangfang New Materials Co to set up a new fabrics joint venture in Haining City, Zhejiang Province.

The new joint venture will be known as Zhejiang Johnson Controls Wanfang Textile Technology Co and will supply major automakers in China and abroad with automotive and functional fabrics for seating and interior products.

### **CHINA: Tesla looks to overcome trademark issue**

*27 August 2013, by Chris Wright, Just-auto.com*

Tesla Motors says it will soon be launching its electric sports cars in China despite difficulties over registering its name in the country.

The company has had trademark problems since the formal Tesla Motors trademark was originally registered in 2006 by a Guangdong man named Zhan Baosheng who claims to be researching electric car production and is offering to sell the rights to the name for HK\$248m (US\$384m).

### **CHINA: Toyota RAV4 and Yaris enter production at different JVs**

*27 August 2013, by Glenn Brooks, Just-auto.com*

Two of Toyota's Chinese joint ventures have recently switched over to manufacturing the latest generation Yaris and RAV4.

### **CHINA: BYD net profit for H1 increases to US\$87m**

*27 August 2013, by Dave Leggett, Just-auto.com*

BYD's revenue in the first half ended 30 June increased 13.3% to CNY24.24bn (US\$3.93bn) compared to CNY21.4bn in the first half of 2012.

### **CHINA: Mercedes outlines turnaround plan for China growth - Automaker will spend 2 billion euros expanding in market**

*27 August 2013, Automotive News*

Mercedes-Benz will launch around 20 new or upgraded car models in China over the next two years, part of a broader turnaround effort aimed at reversing the brand's recent struggles in the world's biggest auto market.

Unveiling details of the strategy in Beijing on Tuesday, Daimler's new China chief, Hubertus Troska, said the company would spend 2 billion euros (\$2.67 billion) over the next two years as it seeks to boost sales of Mercedes cars in China by a third to more than 300,000 cars a year by 2015.

### **CHINA: Bosch opens chassis control system plant in China**

*27 August 2013, Automotive News China*

German supplier Robert Bosch opened a chassis control system plant this month in the southwest China city of Chengdu. The plant is Bosch's second Chinese manufacturing site for chassis components; the other is in the east China city of Suzhou.

### **CHINA: Chery to open new plant in Brazil in 2013**

*22 August 2013, Dave Leggett, Just-auto.com*

Chery will be opening a new facility in Jacarei city in Sao Paulo, Brazil, in 2013. Chery Auto started constructing the facility with a CNY 2.45bn (US\$397.4m) investment in 2011.

According to *Indo-Asian News Service*, Chery Auto entered Brazil in 2009 and has since then launched models such as QQ, Cielo and Tiggo.

### **CHINA: Geely exports up 27% this year**

20 August 2013, by Dave Leggett, *Just-auto.com*

Geely says its total export volume from January to July 2013 was 62,861 units, an increase of 27% year on year. The Geely gain came despite a slight year on year decline of export volumes of domestic automotive brands from January to July 2013, according to data released by the China Association of Automobile Manufacturers (CAAM).

### **CHINA: BAIC to acquire smaller Chinese OEM, to boost production**

07 Aug 2013 by David Isaiah AutomotiveWorld.com

Chinese state-owned vehicle manufacturer Beijing Automotive Group (BAIC Group) has entered into an agreement to acquire a smaller, domestic vehicle manufacturer, Zhenjiang Automobile, in a move aimed at expanding its production capacity.

### **EGYPT: GM suspends Egyptian operations as violence escalates**

16 Aug 2013 by Megan Lampinen AutomotiveWorld.com

General Motors has temporarily suspended all operations in Egypt due to political turmoil. The OEM issued a statement on 15 August confirming that the Cairo office has been closed and the production plant in 6th October City halted.

### **GHANA: Mahindra to capitalise on Ghana potential with new plant**

13 Aug 2013 by David Isaiah AutomotiveWorld.com

Mahindra & Mahindra has decided to set up an assembly plant and service centre in Accra, the capital city of Ghana in West Africa. The local assembly plant will be set up in association with Svani Motors, Mahindra's sole importer and distributor in Ghana.

### **INDIA: Maruti Suzuki may consider assembly ops in Africa**

05 Aug 2013 by David Isaiah AutomotiveWorld.com

Suzuki's Indian unit, Maruti Suzuki India, is reportedly working towards establishing a passenger car manufacturing facility in South Africa. In setting up a plant there, Maruti will follow the likes of its Indian counterparts Tata Motors and Mahindra & Mahindra, which already have a manufacturing presence in Africa.

### **INDIA: Tata Motors workforce cuts underline economic slowdown**

05 Aug 2013 by David Isaiah AutomotiveWorld.com

Indian passenger and commercial vehicle manufacturer Tata Motors has become the latest OEM to cut production in India. Tata cut its workforce at its manufacturing facility in Pantnagar, in the northern Indian state of Uttarakhand, by nearly 21% in the first quarter of the current financial year.

### **INDONESIA: Record vehicle sales in Indonesia in July**

21 August 2013, Tony Pugliese, *Just-auto.com*

Indonesian vehicle sales increased by 9.7% to 112,473 in July, from 102,511 units a year earlier, according to data released by local sources.



### **INDONESIA: Volkswagen to announce Indonesian investment**

19 Aug 2013 by David Isaiah AutomotiveWorld.com

Talk about Volkswagen AG's plans to invest in an assembly plant in Indonesia has resurfaced. This time, the country's Minister of Industry MS Hidayat mentioned the German vehicle manufacturer's intention to invest in the country. The OEM might use this plant to produce eco-friendly cars.

### **JAPAN: Nissan swaps mini CV partner in ambitious global push**

29 Aug 2013 by Megan Lampinen, AutomotiveWorld.com

In an abrupt change of plans, Nissan is dropping a collaboration on mini commercial vehicles with Mitsubishi and instead turning to Suzuki. It has been working with both OEMs in the mini vehicle segment for years.

### **JAPAN: Mitsubishi to resume Outlander PHEV build**

21 Aug 2013 by Megan Lampinen AutomotiveWorld.com

Mitsubishi is finally preparing to resume production of its Outlander plug-in hybrid (PHEV) at the Nagoya plant in Aichi Prefecture. The OEM was forced to halt output of the model in March, following safety concerns about the battery's fire risk.

### **JAPAN: Denso plans "radical change" in manufacturing operations**

06 Aug 2013 by Colin Whitbread AutomotiveWorld.com

Speaking to an audience at the CAR Management Briefing Seminars event in Traverse City, Michigan, David Grimmer, President of Denso Manufacturing Canada Inc., has outlined what he referred to as a "radical change" in the way the Japanese supplier will run its manufacturing operations in the future.

### **MALAYSIA: Tan Chong Motor to assemble cars for Mitsubishi**

27 August 2013, by Dave Leggett, Just-auto.com

Tan Chong Motor of Malaysia is to assemble cars for Mitsubishi, according to Malaysia media reports. The termination of the deal between Mitsubishi Motors and Proton has proven to be a reason for celebration for Tan Chong Motor (TCM), reported *The Star Online*.

### **MALAYSIA: Malaysia vehicle sales jump 15% in July**

23 August 2013, Tony Pugliese, Just-auto.com

New vehicle sales in Malaysia rose by 15.1% to 68,431 units in July, from 59,459 units a year earlier, according to data released by the Malaysian Automotive Association (MAA).

### **MEXICO: Nematik continues BRICS offensive while Mexico seeks Chinese investment**

20 Aug 2013 by Megan Lampinen AutomotiveWorld.com

Mexican powertrain specialist Nematik continues its expansion efforts in the BRICS region with the opening a new plant in China. The supplier opened its second plant in the country, located in Chongqing's Yufu Industrial Park in Liangjiang New Area, on 13 August. Mass production will kick off in September.

### **MEXICO: BMW, Hyundai eye Mexican investment**

19 Aug 2013 by Megan Lampinen AutomotiveWorld.com

BMW and Hyundai are both looking to step up their presence in Mexico. *Automotive News* reports that the German OEM is currently in talks with local government officials in Mexico regarding a future assembly plant.

### **NORTH KOREA: FAW signs MoE to build car plant - report**

29 August 2013, by Glenn Brooks, *Just-auto.com*

FAW Group has reportedly signed a Memorandum of Understanding to construct a vehicle plant in Rason, a port city in North Korea's far north east, close to the Chinese and Russian borders.

### **RUSSIA: Tata eyes bus production in Russia**

19 Aug 2013 by David Isaiah AutomotiveWorld.com

Indian automotive manufacturer Tata Motors is reportedly working towards producing its buses in Russia. According to information released by Ufa city hall, Tata Motors is considering the use of the Bashkir trolleybus plant located in the Ural mountains in this regard.

### **RUSSIA: ZIL subsidiary in contract assembly deal with Fiat & Renault, sources say**

08 Aug 2013 by David Isaiah AutomotiveWorld.com

MosAvtoZIL, a subsidiary of Russian vehicle manufacturer ZIL, has reportedly entered into a preliminary vehicle assembly agreement with Fiat and Renault.

### **SOUTH AFRICA: South African strike threatens industry investment**

20 Aug 2013 by David Isaiah AutomotiveWorld.com

Around 30,000 workers from South Africa's automotive industry have gone on strike after industry-wide negotiations regarding wage hikes collapsed. The strike has brought the country's automotive industry to a near standstill, with production work at OEMs, including Toyota, General Motors and Ford, either halted or slowed.

### **SOUTH KOREA: GM South Korean departure speculation resurfaces**

12 Aug 2013 by David Isaiah AutomotiveWorld.com

General Motors is reportedly working towards reducing its presence in South Korea in a gradual manner, owing to rising labour costs in the country. Today, Korea accounts for one-fifth of GM's global automotive production, but the OEM's most recent production plans call for shifting on certain newer models from Korea.

### **TAIWAN: Smith EV to boost scale with Taiwan JV**

22 Aug 2013 by Megan Lampinen AutomotiveWorld.com

Smith Electric Vehicles is looking to expand its global footprint through a joint venture in Taiwan. Towards this end the company is teaming with local CV manufacturer Taikang Technology Corporation. The partners have just signed a licensing agreement that will cover the assembly and distribution of Smith-branded electric vehicles.

### **THAILAND: Toyota Boshoku to start new interior production company**

29 August 2013, by Simon Warburton, *Just-auto.com*

Toyota Boshoku says its Asian regional management hub will start a new interior production operation, Boshoku Automotive, to supply interior, filter and powertrain components in an investment worth US\$18m.

### **THAILAND: Toyota capacity rises to 770,000upa as Gateway 2 opens**

28 August 2013, by Glenn Brooks, *Just-auto.com*

Toyota Motor Thailand Co., Ltd., (TMT) has opened its fourth vehicle plant, the 80,000 unit per annum Gateway 2 passenger car complex in Chachoengsao Province. Some 1,500 workers are employed at the new factory.

### **THAILAND: Mini continues overseas assembly push with Thai launch**

12 Aug 2013 by Megan Lampinen *AutomotiveWorld.com*

BMW's Mini brand is continuing its overseas assembly offensive with the launch of production in Thailand. Late last month the first Mini rolled out of parent BMW's Rayong plant in the country, which also builds the BMW 3 Series, 5 Series and 7 Series models.

### **THE NETHERLANDS: Tilburg facility to assemble Tesla cars for Europe**

23 Aug 2013 by David Isaiah *AutomotiveWorld.com*

Electric vehicle manufacturer Tesla Motors has officially inaugurated its European car assembly plant, located in Tilburg, in the Netherlands. This facility will carry out final assembly of Tesla vehicles and will be the distribution point for vehicles sold in Europe.

### **TURKEY: Renault Trucks drops Turkish assembly**

21 Aug 2013 by David Isaiah *AutomotiveWorld.com*

Volvo Group and Turkish commercial vehicle manufacturer Karsan have agreed to end a contract for local assembly of Renault Trucks for the Turkish market, before the end of 2013. This move to end assembly in Turkey follows the launch of a new range of Renault Trucks vehicles.

## **International Market Reviews**

### **Automotive sector in Brazil – UKTI update**

Brazil is the 7th largest producer of vehicles in the world. In total, there are 42 automotive plants established in thirty-nine cities within 9 States. This full online edition with links is available at: <http://www.ukti.gov.uk/uktihome/item/576100.html>

### **Engineering sector in Egypt – UKTI update**

The Engineering industrial sector currently accounts for 16% of national GDP. There are around 40,000 industrial establishments employing 2.4 million workers.

The sector is starving for design, innovation and creativity that UK companies offer.

This full online edition with links is available at:

<http://www.ukti.gov.uk/uktihome/item/565000.html>

## Business Visit to Mexico

### Riding The Mexican Wave

In July, SMMT led the first automotive-focused group visit to Mexico for many years. The participating companies – who included OEM component makers, commercial vehicle equipment suppliers, aftermarket distributors and manufacturing equipment/software providers – spent a busy week visiting the key automotive centres of Monterrey (Nuevo Leon State), Leon (Guanajuato State) and Mexico City. In each location, the programme, organised by UKTI's in-market experts, offered opportunities for company presentations, one-to-one meetings and visits to major automotive sites.

The rationale behind this visit was the rapid expansion taking place in Mexico's automotive industry, and the growing range of business openings that have been identified by UKTI/SMMT. Members of the visiting UK group confirmed that they had been "substantially surprised" by the level of opportunity offered by Mexico, and they recommend that other British companies should take a fresh look at the market. They all have significant business leads to pursue, and one participant is already planning to open a new manufacturing facility in Mexico, in preference to the BRIC market that they were previously considering.

SMMT also used the July visit to forge closer relations with the Mexican automotive trade associations, and with investment agencies and local industrial groups in the key automotive centres. As a result, SMMT – in conjunction with UKTI – is ideally placed to assist companies wishing to investigate this booming market. We are also planning to run another business group visit in 2014.

For further information about Mexico, please contact Pat Shaw – tel 0207 344 9260, email [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk)

### Auto Tuning in China- calling interested UK exporters

100 million, this is the current total number of vehicles in China, where both auto sales and production continue to witness strong growth. With auto ownership rapidly embraced by common Chinese people, there inevitably emerge stronger demands for various customised features and individualities. In 2012, about 60% of car buyers were born in the 1980s, which constitutes another ongoing boost to potential demand growth. In short, more and more Chinese car-owners will bear the thought - 'what could I do with this car to make it MY car?'

Auto tuning and modifying business in China is growing at a fast pace. More and more modified cars are running on the road, auto tuning/modifying clubs are increasingly popular and an expanding series of auto tuning-featured exhibitions/road-shows have sprung up. With market value projected to reach £1.4billion by 2015, auto tuning is fast becoming an important and exciting slice of the huge aftermarket pie in China. More and more auto-tuning companies from Europe, US and Japan have already set their eyes on China, especially the prospering major cities.

Due to government's regulations on auto performance-related modifications, a good part of the business now still focuses on outside look and interior. But along with the rapid development of this sector and unquenchable demand from market, maturing of regulations are to be well expected. Ministry of Human Resources of China has already taken 'Auto Tuner' under its formal vocation qualification framework. Against the backdrop of sustainable auto market boom in China, the rising business of auto tuning does nourish a considerable wealth of potential.

UK Trade & Investment, the Motorsport Industry Association and SMMT are calling UK companies interested to explore the opportunities in China's auto tuning to come forward. Please contact Sarah Thevenet on [sthevenet@smmt.co.uk](mailto:sthevenet@smmt.co.uk) by 31<sup>st</sup> October to express your interest. Based on your responses, we should develop a programme of activities to enable the UK automotive sector to take a share of this promising market.

### **Analysis: Slow progress for Indonesia's small car programme**

*28 August 2013, by Tony Pugliese, Just-auto.com*

Indonesia's government announced broad plans for a small-car incentive programme in 2010. Progress has been slow, but a number of manufacturers are now participating in the Indonesian scheme. Tony Pugliese reviews progress to date.

Suzuki Motor this month confirmed plans to participate in Indonesia's Low Cost Green Car (LCGC) incentive programme and these will be integrated into its JPY 60 billion (USD 610 million) new car plant investment in Bekasi, just east of the country's capital city Jakarta.

The Indonesian government originally announced broad plans for the LCGC small-car incentive programme in 2010, along with a package of investment incentives including five-year tax holidays (which are available to investments of over USD 100 million from a broad spectrum of industries), as a means of competing with the equivalent Thai "eco-car" programme.

What the government wanted to avoid most of all is for the country to become even more dependent on imports of passenger cars from Thailand, especially with its domestic vehicle market set to overtake that of Thailand in the near future.

Currently, most sub-compact, compact and medium passenger cars and pickup trucks sold in Indonesia are source as completely-built-up (CBU) units from its South-east Asian neighbour.

The main LCGC specifications are similar to the Thai Eco-Car: fuel consumption of 20km/litre; a petrol engine capacity of between 980-1200cc and up to 1500cc for diesel cars. These cars are to enjoy luxury taxes discounts of up to 75% compared with equivalent conventional models.

Additional requirements for the LCGCs include that they must run on higher octane fuels than the locally subsidised Premium and Solar fuel, such as RON92 gasoline or CN 51 diesel, and must have "premium" features such as airbags. The off-road sale price should be capped at IDR 95 million.

Suzuki is developing a car based on its Japanese Wagon R “kei car”, but will substitute the 660cc engine with a more powerful 1,000cc engine. Suzuki expects to complete construction of its new plant in mid-2014.

Daihatsu and Toyota have been onboard the LCGC programme since its inception. The two companies launched the Daihatsu Ayla and the Toyota Agya - their respective five-seater LCGCs - at last year’s Jakarta Motor Show.

Astra Daihatsu Motor completed construction of a new purpose-built, 130,000-unit/year plant in Karawang – some 70km east of Jakarta - at the end of 2012, designed to produce both the Agya and Ayla models.

The plant cost IDR 2.1 trillion (US\$220m at the time) to build and features full stamping, welding and painting facilities as well as a 1km test track. The two companies also completed their respective engine assembly plants in the third quarter of 2013.

While Toyota and Daihatsu dealers have been taking orders for the LCGCs some time, they are able to offer only tentative prices and no close approximations of the delivery dates.

A tentative on-the-road launch price of around IDR 70 million (USD 6,400) has been set for the manual version of the Daihatsu Ayla; and IDR 80 million for the Toyota Agya equivalent. This is a price level that would ensure substantial local demand.

All models will be fitted with 1,000cc engines and automatic transmission variants will cost around IDR 100 million.

Suzuki is expected to place its LCGC at the lower end of the Toyota-Daihatsu price range, which would allow it to compete effectively in what is expected to be a significant new market segment.

Honda has also announced tentative plans to join the programme, which will likely be accommodated in its USD 329 million, 200,000-unit/year plant currently being built also in Karawang. Nissan is also indicated that it may join the programme.

While low-cost cars in this price range have been on the market for many years, including the Chery QQ which is currently priced at IDR 90-95 million, the uptake has been very poor. Only a heavy-weight brand such as Toyota is capable of establishing a veritable new market segment in a South-east Asian market such as Indonesia.

So far, Astra Daihatsu has been able to produce only its existing compact MPVs at the new plant since construction was completed at the end of 2012. According to Asia consulting firm AsiaMotorBusiness.com, the government has yet to give its final approval for Daihatsu’s LCGC and is still working out some technical issues.

Luckily for Daihatsu, demand for the best-selling Toyota Avanza and Daihatsu Xenia MPVs models has continued to rise to record levels this year and some of the new capacity has been put to good use.

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## UKTI International Business Opportunities

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To obtain UKTI Business Opportunities service direct in order to receive immediate update e-mail notifications register on: [Latest export opportunities in the automotive sector](#):

### France – Service offer of commercial and sales support

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/524160.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/524160.html?null)

**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 French 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 French 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 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 VI Lawrence Group Logidyne, 2GM Clean, Accept Alizon, Geesink Norba Group France, Ferry Cleaning Serofer, AVD Layout, GIVEDIS, Success Insights. T.LIOU grinder.. The French company also regularly attends and/or exhibits at major professional trade shows such as Pollutec, Equip'Usine, Rist/Risf, Solutrans and Tire Expo. The French company would prefer communication in French but can read English. UK companies interested in this opportunity can contact, we will submit their profiles to the French company and pass on contact details as and when appropriate. Please provide details of what you are looking for.

### China-College Seeks UK University to Provide 3+1 Programme in Aviation & Automotive Fields

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/533940.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/533940.html?null)

**A Chinese vocational college is looking for a British university to jointly offer 3+1 programmes for their students in aviation and automotive related majors**

The local Chinese college was founded in 1965. In 2009, it was approved by the Chinese Education Ministry and Finance Ministry. The college was subsequently ranked in the top 28 National Demonstration Vocational Colleges in China. In 2012, the college was designated as a national pilot experimental school for directly recruiting Petty Officers for the People's Liberation Army (PLA) General Staff Headquarters and the Ministry of Education. It is the national unit for vocational education, and the training base of Sichuan vocational teacher training. The college possesses an excellent staff base with over 400 full-time teachers, 50% of which hold post-graduate degrees. The colleges current focus areas are aviation and automobile related majors, which include courses focusing on Airport Management, Aviation Logistics, Aeronautical Maintenance, Aircraft Manufacturing, Automobile Manufacturing, and Automobile Maintenance.

For these majors, the college would like to find a British University to jointly offer 3+1 programmes. The students will study in their local college for 3 years and then study in the UK for 1 year. Upon successful completion of their 4th year, students would receive a bachelor degree from the UK University.

### **Hong Kong –Euro II & III buses - Large-scale selective catalytic reduction (SCR) devices programme**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/537640.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/537640.html?null)

#### **Project for retrofitting 1,400 Euro II & III franchised buses with SCR devices to reduce nitrogen oxide emission (subject to Legislative Council's funding approval in July)**

The Hong Kong SAR Government is working with franchised bus companies on this large-scale retrofitting exercise. Franchised bus companies will be responsible for the retrofit, with an estimated cost of £20,900 for each bus. Qualified UK SCR suppliers are invited to bid through a 12-month pre-qualification trial before inviting tenders for the large-scale retrofit.

### **Ukraine - Used machinery and diggers**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/544020.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/544020.html?null)

#### **Experienced importer and distributor of diggers and machinery is looking for supplier of used diggers, mini diggers and skid steer loaders.**

The company supplies and service diggers and other equipment (Bobcat brand mostly).

### **Costa Rica - Postgraduate degrees in engineering**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/546620.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/546620.html?null)

#### **The Costa Rican Ministry of Science and Technology (MICIT) has funding for selected students to do postgraduate degrees in engineering in the UK**

MICIT, the Costa Rican Ministry of Science and Technology, has established a GBP £35 million scholarship programme for Costa Rican students to study at UK universities. The programme will fund postgraduate degrees in mechanical, chemical, civil, and electrical engineering.

### **Brazil – Local company looking for British partner for business expansion, cross-sector opportunity**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/551720.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/551720.html?null)

#### **Mid-size company, well consolidated in Northeast Brazil, is seeking a joint venture partner to facilitate the entrance of innovative products into the Brazilian market**

This well-established mid-sized company is keen to diversify its business by bringing innovative technological solutions to the Northeast Brazilian market. They wish to talk with British partners looking for a Brazilian market entry strategy / joint venture. The directors are open to initial conversations focusing on industry sectors key to the local economy: chemicals, coatings, automotive (supply chain), advanced engineering, offshore and metal-mechanics. The company has solid experience in the chemicals field, especially in painting and coatings for industrial and civil applications, including the off-shore industry. They are politically and commercially well connected with an excellent knowledge of the local market.

### **Russia - Need for T1 autocomponent and units partner to set up at the foreign OEM field**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/554400.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/554400.html?null)



**A well known foreign car OEM based in St.Petersburg, Russia is seeking T1 foreign partners for autocomponent production interested in set up at the OEM field.**

A well-known automotive foreign OEM, existing in Russian market since 2004 seeks T1 foreign partners to set up at its field and manufacturing for a wider spectrum of passenger car brands the following Tier 1 supplier parts:

- Rear Spoiler- Audio Antenna
- Brake system
- Keyless entry antenna
- Electric power steering system

Today the Company produces 3 foreign models with a plan to expand up to 5 in 2015 + 2 models at its JV manufactory with the Russian Automotive plant. The production capacity of the foreign OEM today is 50 000 vehicles per year, it employs 750 people. The total investment in this project was 200 mln US dollars. Today the total production capacity together with the JV is around 150 000 vehicles per annum with prospects to increase up to 250 000 by 2016-18.

**Canada - Spare Parts for the Leopard II (Tank)**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/555060.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/555060.html?null)

**The Canadian Department of National Defence is seeking to purchase spare parts for its fleet of Leopard II main battle tanks.**

The 38 separate parts being sought as well as the corresponding quantities requested for each part include but are not limited to: 10 periscope subassemblies, 25 pivot shaft windshield wipers, and 6 vehicular fenders.

**Hong Kong – 124 units of small motorcycles / scooters required**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/558640.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/558640.html?null)

**Tender opportunity for the supply of 124 units motorcycles/ scooter to various Government departments on a 15-month contract.**

For patrolling and conducting operations, delivery within 4 months from the date of the order. For more information, including contact details, please register your interest below with our team in Hong Kong.

**Bangladesh - Vehicle and pick up for a government department**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/558820.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/558820.html?null)

**Procurement of cross country vehicle and double cabin pick up by a government department**

A government department has invited an international tender for procurement of 1 no. of Cross Country Vehicle and 2 nos. of Double Cabin Pick up. Price of tender document: BDT 2000.00

**Hong Kong – 81 units of light trucks**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/558800.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/558800.html?null)

**Tender opportunity for the supply of 81 units of light trucks to various Government departments in Hong Kong.**

Delivery within 10 months from the date of order.

### **Hong Kong – Light goods vehicles**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/560180.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/560180.html?null)

#### **Tender opportunity for the supply of light goods vehicles for hiring by Hongkong Post.**

A 20-month service contract commencing 1 December 2013.

### **Belgium – ENG/SNG vehicles for the Flemish Radio and Television Broadcasting Organisation**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/565100.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/565100.html?null)

#### **Expression of interest is sought from UK companies who can supply and service ENG/SNG vehicles**

The Flemish Radio and Television Broadcasting Organisation (VRT) are looking for ENG & SNG vehicles to support their operations. The contract includes the construction, maintenance and adaptation of the ENG/SNG for a period of 4 years, with a possible 1 year extension starting in 2013 until 2018.

### **Vietnam - Opportunity for vehicle suppliers**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/562380.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/562380.html?null)

#### **A costal development project is looking to buy vehicles**

The project management board is looking for eligible vehicle suppliers to submit their bids. Bidding will be conducted through the international competitive bidding procedures. Bidding documents can be obtained at a price of VND 1.000.000 or USD 50. Bids must be received on or before 14:00 10 September (local time GMT+7).

### **Hungary – Vehicles and equipment for solid waste management plant**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/563080.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/563080.html?null)

#### **Hungarian local municipality is inviting bids for supply and installing of waste collection vehicles and equipment as part of a major project aimed at improving of regional waste management system.**

The tender calls for the supply of various equipment and devices as follows:

- vehicles for selective and hazardous waste collection
- waste disposal containers, bins
- dump body and towing vehicles
- trailers, loading machines, excavators, trolleys

Estimated price of purchase (ex-VAT): 5 billion HUF (~GBP 14,285,714)

Further technical parameters for the required vehicles and equipment are specified in the tender documentation which can be purchased from issuing company by paying a fee of HUF 50,000 (~GBP 143). Deadline for purchasing the tender documentation including additional technical description and bidding: 10/09/2013.

### **Hungary – Leasing of buses**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/563400.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/563400.html?null)

#### **Hungarian regional transport service providing company is accepting bids for 9 solo buses. The vehicles have to be manufactured by the same company. The leasing period for the buses will be 72 months.**

The tender issuing authority has not declared the intention to purchase the buses upon the end of the contract. The offers will be evaluated based on the following criteria:

- Price excluding VAT for the total period of the contract (HUF/9 buses) 4 points
- Average age of the buses (in months) 4 points
- Fuel consumption based on the evaluation method created by TÜV-NORD KTI Kft (litre/100 km) 2 points

The deadline for the application is 10 September 2013. The tender documentation costs HUF 63 500 (GBP 180) and it contains the full specification.

### **Latvia - Agricultural machinery required by educational institution**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/571800.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/571800.html?null)

### **Tender on the supply of agricultural equipment for development of the material bases for researches has been announced**

Educational institution specializing in agriculture is looking for a supplier of agricultural machinery for their research works.

### **Brazil – Company is looking for independent distributors of parts and accessories for Land Rover**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/569540.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/569540.html?null)

### **Brazilian company would like to be contacted by British distributors of genuine and branded Land Rover parts and accessories**

The company is an importer and a distributor of auto parts and accessories for the following brands: Daewoo, Land Rover, Dodge, Jeep, Seat, Toyota amongst others. The company has been supplying distributors, shops, retailers, garages, etc. in Santa Catarina state. It was established in 2007.

### **Germany – Automotive sector: Agent/Consultant with close links to OEMs and Tier 1 and 2 suppliers.**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/573480.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/573480.html?null)

### **UK automotive suppliers looking to enter or grow their business in the German market sought by agent/consultant based in southern Germany.**

This agent/consultant has good contacts in the automotive and manufacturing industries – Germany wide and beyond. Close relationships exist with virtually all major German OEMs as well as with Japanese OEMs. Equally, he has successfully delivered products to Tier 1 and 2 suppliers, in particular products such as chassis and module components, body and structural components, turbo charger hoses and 2 & 3D blow mouldings. The aftermarket is also well catered for. Due to over 20 years' experience in the automotive sector, this agent/consultant not only has good contacts, but possesses excellent knowledge of the decision-making process at OEMs. With a thorough understanding of manufacturing processes, UK suppliers can be assured that this agent will know how to evaluate their company's products and find business partners that fit.

### **China - Auto engine technology needed**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/576380.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/576380.html?null)

### **Key technological research on Automobile Engines Turbo charging Generality.**

In 2012, the local company achieved sales revenue of 8.679 billion yuan, automobile production and marketing of 131,500, the export of 582 million U.S. dollars, thus ranking in the 7th place among Chongqing export enterprises, and in the first place among private enterprises.

By December 2012, Lifan has filed 8007 patents, among which 6951 patents are authorized, and various indicators has made Lifan take a leading position in the same industry of China. Contents of cooperation :

Technology:

1. The simulation analysis of engine performance: WAVE and VALDYN;
2. The CFD simulation analysis of combustion system;
3. Design of cylinder head and exhaust duct into the intake manifold;
4. The cylinder head bench test;
5. Inspections of initial power of engines;
6. Performance contrast tests of different schemes;
7. Acceptance tests of engine pedestals;
8. calibration of engine pedestals;
9. Simulation analysis of vehicle fuel consumption performance, etc.

UKTI is partnering up with BC to look for expertise for this technology transfer business opportunity. There would be a possible technology transfer mission in Nov 2013 and following by a return visit from local side in 2014 organised by BC

### **Greece - Waste management vehicles**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/580400.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/580400.html?null)

#### **A major Municipality in North Greece has issued a tender for the procurement of a number of waste management vehicles.**

A Tender has been issued by a major Municipality in N.Greece for the procurement of a substantial number of Waste Management vehicles.

Specifically, the Tender comprises of the following:

- Waste Collection Vehicles: Revolving-Mill type: 9 units of 6m<sup>3</sup> capacity, 19 of 8-10 m<sup>3</sup> capacity Press type: 9 units of 12m<sup>3</sup> capacity, 7 of 16m<sup>3</sup> capacity, 6 of 22m<sup>3</sup> capacity Press type, side-loaders: 4 units of 24m<sup>3</sup> capacity Skip-carriers: 4 units of 8m<sup>3</sup> (chain type), 4 of 8m<sup>3</sup> (hook), 4 of 24m<sup>3</sup> (side loaders) Value of this part of the Tender: 7,077,300 Euros (excl. VAT)
- Sweeping Vehicles: 3 units of 4m<sup>3</sup> capacity, 4 of 4,5m<sup>3</sup>, 9 of 2m<sup>3</sup> Value of this part of the Tender: 2,095,000 Euros (excl. VAT)
- Water tank carriers with a fire-service type hose: 5 units of 19-tonnes capacity, 5 of 15-tonnes Value of this part of the Tender: 1,350,000 Euros (excl. VAT)
- Crane vehicles: 3 units of 15-tonnes capacity, 1 towing crane Value of this part of the Tender: 550,000 Euros (excl. VAT)
- Waste Carrying Trucks: 11 tip-truck units of 6,5 tonnes capacity, 2 ditto of 10-tonnes, 2 ditto of 15 tonnes, 2 ditto of 19 tonnes, 1 ditto of 26 tonnes, 1 (hydraulic reclining loading gate) of 10 tonnes, 1 ditto of 19 tonnes Value of this part of the Tender: 1,246,000 Euros (excl. VAT)
- Small 4-wheel trucks: 5 units of covered-bed type, 10 of open-bed type. Value of this part of the Tender: 189,500 Euros (excl. VAT)

Total value of tender: (Excl. VAT): Euros **12,507,800**

Bids can be submitted for parts of the Tender. Deadline for the receipt of Tender Document Requests: 19/9/13 Deadline for the submission of Bids: 26/9/13 Bids should be submitted in the Greek language.

### **Hong Kong – 27 units of multi-purpose cars**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/580740.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/580740.html?null)

**Tender opportunity for the supply of 27 units of multi-purpose cars to be used by various government department.**

Delivery within 6 months from the date of order.

### **Trinidad and Tobago – CNG Conversion Kits**

[http://www.ukti.gov.uk/pt\\_pt/export/howwehelp/businessopportunity/579560.html?null](http://www.ukti.gov.uk/pt_pt/export/howwehelp/businessopportunity/579560.html?null)

**Expressions of interest are invited to supply CNG conversion kits, towards the increase of CNG as an alternative fuel**

## **World Trade Organisation Notifications**

### **EUROPEAN UNION**

**G/TBT/NEU/141**

8 August 2013

Regulation (EU) No 168/2013 of the European Parliament and of the Council of 15 January 2013 on the approval and market surveillance of two- or three-wheel vehicles and quadricycles sets out general requirements on the functional safety, environmental performance and vehicle construction of these vehicle types and repeals 15 directives. The Commission is empowered to adopt the specific technical requirements and test procedures through delegated acts. This draft is the second delegated act, out of a foreseen total of three. It sets out the specific requirements and test procedures in the area of vehicle construction. Many of these technical requirements and test procedures are carried over from the repealed Directives and, adapted, when necessary to technical progress. Others are newly developed in order to reflect the new vehicle construction provisions included in Regulation No 168/2013. As far as possible, the requirements are based or make directly reference to international requirements adopted under the UNECE framework (Revised 1958 Agreement). This is in line with the CARS 21 recommendation to strengthen international regulatory harmonisation and represents a clear benefit for manufacturers.

### **UGANDA**

**G/TBT/N/UGA/339**

22 July 2013

This Final Draft Uganda Standard specifies the requirements for speedometers, mechanical odometers and chronotachographs for motor vehicles. Prevention of deceptive practices and consumer protection.

## EUROPEAN UNION

### G/TBT/NEU/138

22 July 2013

This proposal for a Regulation specifies the obligatory requirements of the eCall in-vehicle system for cars and vans. It also amends Directive 2007/46/EC to take into account this new requirement. The proposal envisages the mandatory fitting of a system that in the case of a severe crash will automatically send information and launch a voice call to the nearest national emergency service (112 number). In addition, the sending of the information and dialling of the 112 number can also be manually triggered.

## JCCC updates

### CUSTOMS INFORMATION PAPER (13) 52

#### The EU Commission's position on use of home printed baggage tags by airlines

This paper outlines the EU Commission's position concerning airlines proposals to test/introduce the use of home printed baggage tags. Relevant to all Airport/Airline Operators and Airline trade associations

### CUSTOMS INFORMATION PAPER (13) 51

#### Tariff Preference: Derogation from Rules of Origin-for certain products imported from Colombia eligible for a quota

A derogation from the normal rules of origin, for certain products listed in EC regulation 740/2013 imported from Colombia eligible for a quota. Relevant to anyone involved with importing from Colombia

### CUSTOMS INFORMATION PAPER (13) 50

#### Import Control System – ICS

This CIP provides additional information about: ICS Software Release: EU-3<sup>rd</sup> Country AEO Mutual Recognition and system downtime and is relevant to JCCC members, carriers, Software suppliers and all businesses involved with International Trade & imports into the EU. Effective immediately.

### CUSTOMS INFORMATION PAPER (13) 49

#### Tariff Preference: Implementation of Reciprocal Preferential Trade Agreement between EU - Central America

The entry into force on 1 August 2013 of a reciprocal preferential trade agreement between the EU and Central America. Relevant to everyone involved with importing from or exporting to Central America (Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama) Effective 1<sup>st</sup> August 2013.

**CUSTOMS INFORMATION PAPER (13) 48****Customs Duty Repayments. Implementation of a new repayment database.**

Effective 31 October 2013.

**CUSTOMS INFORMATION PAPER (13) 47****Tariff Preference – Implementation of Free Trade Agreement between EU and Colombia.**

Relevant for all involved with importing from and exporting to Colombia. Effective 1 August 2013.

**CUSTOMS INFORMATION PAPER (13) 46****Tariff Preference – Lifting of trade restrictions between the EU and Myanmar and restoration of Myanmar's GSP preferential status.**

Relevant for anyone involved with exports from or imports to Myanmar (Burma). Effective May 2013.

**CUSTOMS INFORMATION PAPER (13) 45****Tariff Preference: changes to the list of GSP beneficiary countries.****Retrospective changes made to the list of GSP beneficiary countries in particular the addition of South Sudan and the dissolution of The Netherlands Antilles.** Relevant for all those involved with importing from South Sudan, The former Netherlands Antilles, (Bonaire, Saint Eustatius and Saba, Curacao and Saint Maarten). Effective January 2013.

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## Trade Shows Around the World

### By month

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**We are compiling a listing of auto sector related trade shows around the world as information is received from organisers or from internet searches. The list is not yet complete and will be updated. If you are aware of shows that we should add to the list, or are able to report on the show having previously attended please contact the SMMT International team.**

Below is a selection of key automotive events in the next 12 months. For further listing of events visit: [www.biztradeshows.com/automotive](http://www.biztradeshows.com/automotive).

**September 2013:****Seoul, Korea****EV & AE Technology Expo**

03 - 05 September, 2013

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

EV KOREA is the only & best marketing place to meet all the key decision makers from global EV markets in one place. Attend the exhibition to ensure that you can meet and do business with the industry leaders...

**Shanghai, China****China International Tire Expo**

04 - 06 September, 2013

[www.citexpo.com.cn](http://www.citexpo.com.cn)

China International Tire Expo was established in 2003 by Reliable International Exhibition Services Co.,Ltd. The exhibit profile of CITEXPO covers from the material and machinery of producing a tire to the variant types of tire and wheel products and aftermarket services and equipments...

**Jakarta, Indonesia****Truck Indonesia**

04 - 07 September, 2013

Truck Indonesia, the objective of this exhibition is to effectively promote the development of Commercial Vehicles and its technology in a new dimension and at the same time to promote the show as the prime association...

**Sao Paulo, Brazil****Taxi Point**

07 - 08 September, 2013

Taxi Point is one of the leading trade fair for Taxi Industry in Brazil. The event will provide an opportunity to meet all the related professionals under one roof at the Centro de Exposicoes Imigrantes Brazil...

**New York, United States Of America****New York Motorexpo**

08 - 13 September, 2013

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

New York Motorexpo is the International exhibition which is organized at The World Financial Center, USA. Scheduled for 6 days, the event is organized by The Aspect Partnership Limited. for giving an edge to the Automotive industry...

**Moscow, Russia****Comtrans International Exhibition for Commercial Vehicles**

10 - 14 September 2013

**Porto Alegre Brazil****Autoparts**

11 – 14 September, 2013

<http://www.tradefairdates.com/Autoparts-M9628/Porto-Alegre.html>

Trade fair for automotive parts



**Dallas, United States Of America****Southwest RV Super Show**

12 - 15 September, 2013

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

Southwest Recreational Vehicle Super Show is a great inspirational and eye catcher show of Texas as it features a lot about RV, one can discover a range products, ideas and services in RV'ing Lifestyle...

**Frankfurt, Germany****IAA Passenger Cars**

12 - 22 September, 2013

[www.iaa.de/en](http://www.iaa.de/en)

Major car show organised by VDA

**Pune, India****FHA**

13 - 15 September, 2013

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

FHA will be held at Autocluster Exhibition Centre, Pune for three consecutive days. This show will be an ideal platform for the exhibitors to display latest products associated with hand tools, auto parts and fasteners industries...

**Beijing, China****China International Auto Parts Expo**

13 - 15 September, 2013

[www.en.iapechina.com](http://www.en.iapechina.com)

China International Auto Parts Expo.(CIAPE) is an independently-held specialized international event by the Chinese government as per the demand of the largest automobile production and consumption country for the purpose of domestic and international original equipment auto and auto parts manufacturers and aftermarket...

**Wroclaw Poland****MeCaTech**

14 – 15 September, 2013

[www.mecatech.co.uk/](http://www.mecatech.co.uk/)

Trade fair for vehicle maintenance and workshop equipment

**Hildesheim, Germany****Technorama Hildesheim**

14 - 15 September, 2013

[www.technorama.de/de](http://www.technorama.de/de)

Technorama Hildesheim will be a trade expo focusing on car parts and products for maintenance of vehicles and it is among the oldest expos for the automotives in Germany. The car race is an added attraction which will comprise many vintage cars participating in it.

**Detroit, Michigan USA,  
Electric & Hybrid Vehicle Technology Expo**

17 – 19 September, 2013

<http://www.evtechexpo.com>

Electric & Hybrid Vehicle Technology Expo is the showcase for electric and hybrid vehicle technology and innovation. Based in Detroit, Michigan, the capital of EV manufacturing in America. Electric & Hybrid Vehicle Technology Expo (Evtechexpo) will highlight advances right across the powertrain and across a wide range of vehicles from passenger and commercial to off-highway industrial vehicles. For more information and discounted cost please contact Toby Walters, Exhibition Manager Smarter Shows Ltd. Email: [toby.walters@smartershows.com](mailto:toby.walters@smartershows.com)

**Jakarta Indonesia  
Indonesia International Motor Show**

19 – 29 September, 2013

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

**Manama Bahrain  
Bahrain International Motor Show**

26 – 29 September, 2013

[www.bims.bh](http://www.bims.bh)

**Plovdiv Bulgaria  
Autotech**

30.09.2013 - 05.10.2013

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

**October 2013:**

**Chicago, Illinois USA  
SAE Commercial Vehicle Engineering Congress and Exhibition**

01.10.2013 - 03.10.2013

[www.sae.org/events/cve](http://www.sae.org/events/cve)

Congress and exhibition for commercial vehicle technology

**Ahmedabad , Gujarat, India,**

**Auto Care 2013**

03.10.2013 – 05.10.2013

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

India's most comprehensive exhibition of vehicle repair and servicing equipment, replacement parts, tools and accessories.

For more information, please contact: Amol Pardeshi, Executive Officer at the Confederation of Indian Industry, T: +91 22 24931790, E: [amol.pardeshi@cii.in](mailto:amol.pardeshi@cii.in)

**Porto, Portugal****MotorShow Porto**

04 - 06 October, 2013

<http://www.eventseye.com/fairs/f-motorshow-porto-6933-1.html>

MotorShow Porto will offers a best platform to meet all the professional form automobile industry under one roof at Feira Internacional do Porto. The event will attraract many visitors form Portugal and its neighboring countries...

**Krasnodar Russian Federation****Mobi**

24.10.2013 - 27.10.2013

[www.eventseye.com/fairs/f-mobi-16233-1.html](http://www.eventseye.com/fairs/f-mobi-16233-1.html)

Trade fair of cars and car accessories

**Shanghai, China****Shangai International Auto After Market Fair**

10 – 12 October, 2013

Shanghai New International Expo Centre (SNIEC), Shanghai, China

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

Shanghai International Automotive Aftermarket Fair (SIAAF) is a key high-end auto aftermarket trade event in China that is committed to extending international business opportunities, promoting participants' brand image and enhancing their e-commerce capabilities. The event attracts the leading international auto accessories brands, trimming practitioners, large-scale servicing franchises and top retrofitters.

**Pomona, United States Of America****California RV Show**

11 - 20 October, 2013

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

Ranks among one of the best recreational vehicle industry related trade events held across the world. This is the only event which is sponsored by the RV manufacturers and suppliers of the industry

**Katowice Poland****Autoserwis**

11.10.2013 - 13.10.2013

International trade fair for automobile workshops

**Graz Austria****Motor Show**

12.10.2013 - 13.10.2013

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

Trade fair for used cars, classic cars and sports cars

**Erfstadt Germany****Auto Motor Schau**

13.10.2013 - 13.10.2013

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

Erfstadt motor show with open Sunday and Fall Festival

**Munich Germany****Materialica**

15.10.2013 - 17.10.2013

**Materialica**[www.materialica.com/](http://www.materialica.com/)

International Trade Fair and Congress for material applications, surfaces and Product Engineering

**Padova, Italy****Auto Moto Depoca**

24 - 27 October, 2013

[http://www.padovafierte.it/](http://www.padovafierte.it)

Auto Moto Depoca is the most important Italian Show of vintage cars and motorbikes. Over 1600 cars will parade in a 90,000m2 exhibition space. The show meets the needs of the over 45,000 enthusiasts from all over Europe who come to Padova to find the most comprehensive review of vintage vehicles and original spare parts...

**Bad Nauheim, Germany****EuroCarBody 2013 - 15th Global Car Body Benchmarking Conference**

22-24 October, 2013

<https://www.automotive-circle.com/Conferences/EuroCarBody-2013>

This event offers a leading forum for modern series car body engineering international elite to examine the development, performance and production processes for car bodies of new series models planned for the European market. Development, material and production concepts of the car bodies will be introduced in detail.

Results presented will then be discussed with the speakers directly at the body-in-white. All car bodies thus presented will be available for viewing during the entire conference. As part of the conference documents, the participants will be provided with the standardised benchmark data for all car bodies displayed, with standardised tabular information including weights, parts, materials, joining technology and key production performance figures. English/German simultaneous translation

Contact: Annika Beutner

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Automotive Circle International

Tel: +49 511 9910-377

### **Oslo Norway**

#### **Oslo Motor Show**

25.10.2013 - 27.10.2013

<http://www.messe.no/en/Oslo-Motor-Show/>

Car exhibition

### **Munster Germany**

#### **Colertechnika**

25.10.2013 - 27.10.2013

[www.colertechnika.de](http://www.colertechnika.de)

Trade fair for the automotive industry

### **Moscow, Russian Federation**

#### **PCVExpo**

29.10.2013 - 01.11.2013

[www.pcvexpo.ru](http://www.pcvexpo.ru)

International Fair for pumps, compressors and valves

### **Zurich Switzerland**

#### **Auto Zürich Car Show**

31.10.2013 - 03.11.2013

[www.auto-zuerich.ch/](http://www.auto-zuerich.ch/)

Automobile Exhibition

### **November 2013:**

### **Las Vegas, USA**

#### **Automotive Aftermarket Products Expo (AAPEX)**

5-7 November, 2013

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

AAPEX represents the \$395 billion global motor vehicle aftermarket. More than 106,000 professionals from around the globe participate in Automotive Aftermarket Industry Week in

Las Vegas, Nev. Automotive parts wholesale distributors, retailers, service chains, jobbers and service professionals attend AAPEX

**Jeddah Saudi Arabia**

**Autocare & transport arabia**

11.11.2013 - 15.11.2013

Automotive and transport trade fair

**Shanghai China**

**China International Auto Air- conditioning & Transport Refrigeration Exhibition**

12.11.2013 - 14.11.2013

[www.autocoolexpo.com/en](http://www.autocoolexpo.com/en)

China International Auto Air-conditioning & Transport Refrigeration Exhibition

**Bucharest Romania**

**Autoexpotehnica**

13.11.2013 - 16.11.2013

[www.autoexpotehnica.ro](http://www.autoexpotehnica.ro)

Trade fair for auto parts

**Shanghai China**

**Reifen China**

13.11.2013 - 15.11.2013

[www.reifen-china.com](http://www.reifen-china.com)

Asian tire show

**Shanghai China**

**RubberTech China**

13.11.2013 - 15.11.2013

[www.rubbertech.com.cn](http://www.rubbertech.com.cn)

International trade fair for rubber processing and rubber production

**Shanghai China**

**SMTCE**

13.11.2013 - 15.11.2013

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

Trade fair for small motors and magnetic materials

**Seoul , South Korea****KOAA Show**

14.11.2013 - 15.11.2013

[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.

**Almaty Kazakhstan****Central Asia Autoparts**

14.11.2013 - 16.11.2013

[www.catexpo.kz/central\\_asia\\_autoparts\\_2013](http://www.catexpo.kz/central_asia_autoparts_2013)

International trade fair for car parts, workshop equipment and service stations

**Birmingham, United Kingdom****Classic Motor Show**

15-17-November, 2013

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

The Classic Motor Show is the biggest and best show of its kind in the UK today. It is the flagship event for the UK motor industry.

**Los Angeles, USA****LA Auto Show**

20.11.2013 - 01.12.2013

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

International car show

**Luxembourg Luxembourg****International Motor Show**

22.11.2013 - 24.11.2013

[www.euro-racing-show.com](http://www.euro-racing-show.com)

Auto show

**Tokyo Japan****Tokyo Motor Show**

22.11.2013 - 01.12.2013

[www.tokyo-motorshow.com/en](http://www.tokyo-motorshow.com/en)

Automotive Show

**Norbertstrasse , Germany****Essen Motor Show**

30 November - 08-December 2013

[www.essen-motorshow.de/](http://www.essen-motorshow.de/)

Essen Motor Show - Germany 2013 is covers a spectrum that is unmatched in germany and which attracts motor sport enthusiasts from all over europe.

**December 2013:****Shanghai, China****Automechanika Shanghai**

10-13 December, 2013

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)

Exhibit at Automechanika Shanghai-Asia's largest trade show for automotive parts, equipment and services. At Automechanika Shanghai, you have the opportunity to do business and network in China, which is the world's largest and fastest growing automobile market. With more than 3619 exhibitors from 36 countries in 2011, the show once again proves to be one of the most important trade fairs for automotive manufacturers, suppliers and buyers. Covering more than 138,000 sqm of exhibit space, 61,178 buyers were able to connect with their potential and current customers.

**January 2014:****Cairo Egypt****Automech Formula**

14.01.2014 - 19.01.2014

<http://www.automech-formula.com/>

Vehicle trade fair

**Tokyo Japan****Automotive Weight Reduction Expo**

15.01.2014 - 17.01.2014

[www.altexpo.jp/en](http://www.altexpo.jp/en)

Trade fair for lightweight components for cars

**Tokyo Japan****EV Japan**

15.01.2014 - 17.01.2014

[www.evjapan.jp/en](http://www.evjapan.jp/en)

Trade fair for electric vehicles and hybrid vehicles



**Vienna Austria****Vienna Autoshow**

16.01.2014 - 19.01.2014

[www.viennaautoshow.at](http://www.viennaautoshow.at)

Autoshow

**Montreal Canada****Montreal International Auto Show**

17.01.2014 - 26.01.2014

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

International Automobile Exhibition

**February 2014:****New Delhi / India****Auto Expo India**

05 - 12 February 2014

[www.autoexpo.in](http://www.autoexpo.in)

Indian Automotive Industry Exhibition

**Halle Germany****Motortrend**

07.02.2014 - 09.02.2014

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

Car, motorcycle and accessories fair

**Cologne Germany****Tire Technology Expo**

11.02.2014 - 13.02.2014

[www.tiretechnology-expo.com](http://www.tiretechnology-expo.com)

Conference and Exhibition for Tire Production

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

17.02.2014 – 19.02.2014

[www.aaitf.org](http://www.aaitf.org)

The largest auto aftermarket trade show in Asia

**Beijing China****CIAACE**

20.02.2014 - 23.02.2014

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

China Int'l Expo for Auto Electronics, Accessories, Tuning &amp; Car Care Product

**Freiburg im Breisgau Germany****automobil**

21.02.2014 - 23.02.2014

[www.automobil-freiburg.de](http://www.automobil-freiburg.de)

Automobile fair

**Beijing China****AMR Auto Maintenance & Repair**

26.02.2014 - 01.03.2014

[www.auto-maintenance.com](http://www.auto-maintenance.com)

International trade fair for auto maintenance and repair

**New Delhi India****automechanika**

26.02.2014 - 28.02.2014

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)

International trade fair for the automotive industry

**March 2014:****Taipei Taiwan****MotorFueling Complex**

12.03.2014 - 14.03.2014

International Fair for fuels and station equipment

**St Petersburg Russian Federation****Autoprom Russia**

12.03.2014 - 14.03.2014

[www.autopromrussia.ru](http://www.autopromrussia.ru)

International conference and fair for automotive components

**Kassel Germany****Technorama** - Classic car exhibition

15.03.2014 - 16.03.2014

[www.technorama.de/](http://www.technorama.de/)

**Frankfurt, Oder Germany****Reisen & Mobil**

15.03.2014 - 16.03.2014

[www.mobil-reisen-plus.de](http://www.mobil-reisen-plus.de)

Fair for travel and mobility

**Mexico City Mexico****GlassLat**

19.03.2014 - 21.03.2014

<http://en.neventum.com/glasslat-2013/>

Exhibition of glass in the building and the car industry

**Jakarta , Indonesia,****IIBT and INAPA 2014**

19.03.2014 - 22.03.2014

<http://www.iibt-exhibition.net/>

IIBT, Indonesia No. 1 Bus, Truck, Heavy Duty Vehicle/Equipment and Component Trade Exhibition will be held in conjunction with INAPA, the ASEAN's largest International Trade Show for the automotive industry and the Tyre & Rubber Indonesia show.

For more information, please email or call PT. Global Expo Management (GEM Indonesia) on:

[info@iibt-exhibition.net](mailto:info@iibt-exhibition.net) T: +62 - 21 - 5435 8118

**April 2014:****Schweinfurt Germany****Car Leisure Sports**

04.04.2014 - 06.04.2014

Exhibition for Automobiles and Bikes

**Taipei, Taiwan****AutoTronics**

09.04.2014 - 12.04.2014

[www.taipeiampa.com.tw](http://www.taipeiampa.com.tw)

International Exhibition for Automotive Electronics

**Istanbul Turkey****automechanika**

10.04.2014 - 13.04.2014

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)

Fair for automobile accessories and Automobile Spare Parts

**Klagenfurt Austria****Auto & Bike**

11.04.2014 - 13.04.2014

One of the largest car and motorcycle exhibitions in Southern Austria

**Nairobi Kenya****Autoexpo**

27.04.2014 - 29.04.2014

[www.expogr.com/kenyaauto](http://www.expogr.com/kenyaauto)

International trade fair for automobiles, spare parts, accessories and transport

**Bangkok Thailand****Thailand Auto Parts & Accessories**

28.04.2014 - 01.05.2014

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

International exhibition for auto parts and accessories

**May 2014:****Astana Kazakhstan****Autoworld Astana**

13.05.2014 - 15.05.2014

<http://www.eventseye.com/fairs/f-autoworld-astana-8170-1.html>

International Trade Fair for Automotive &amp; Accessories

**Bergheim Germany****Auto Motor Schau**

18.05.2014 - 18.05.2014

Auto show

**Essen, Germany****Reifen (Tire)**

27.05.2014 - 30.05.2014

[www.reifen-messe.de/en/reifen\\_messe](http://www.reifen-messe.de/en/reifen_messe)

International trade fair for retreading, new tires, tire trade, tire and chassis technology and vulcanisation

**Leipzig Germany****Amistyle**

31.05.2014 - 08.06.2014

[www.leipziger-messe.de](http://www.leipziger-messe.de)

The trade fair for car styling, customization, refurbishment and service

**Leipzig Germany****Amicom**

31.05.2014 - 08.06.2014

[www.amicom-leipzig.com](http://www.amicom-leipzig.com)

Exhibition for the in-car electronics industry

**June 2014:****Dubai, UAEi****automechanika**

03.06.2014 - 05.06.2014

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)

Fair for automobile accessories and Automobile Spare Parts

**Curitiba Brazil****Autopart**

04.06.2014 - 07.06.2014

Trade fair for automotive parts

**August 2014:****Moscow Russian Federation****Interauto**

28.08.2014 - 31.08.2014

[www.eng.interauto-expo.ru](http://www.eng.interauto-expo.ru)

Trade fair for automotive technology

**September 2014:****Frankfurt, Germany****Automechanika**

September 16-20, 2014

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)

Automechanika, the world's leading trade show for the automotive industry offers a unique spectrum of products from the fields of automotive parts, car washing, workshop and filling-station equipment, IT products and services, accessories and tuning. The last show that took place in 2012 ended with more than 148,000 visitors from 174 different countries and set a new record of 4,593 exhibitors from 74 different countries,

**October 2014:****Oslo Norway****Oslo Motor Show**

10.10.2014 - 12.10.2014

[www.messe.no/en/Oslo-Motor-Show](http://www.messe.no/en/Oslo-Motor-Show)

Car exhibition

**November 2014:****Buenos Aires Argentina****automechanika Argentina**

12.11.2014 - 15.11.2014

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)

Leading international trade fair for the automotive industry

**January 2015:****Salzburg Austria****AutoZum**

21.01.2015 - 24.01.2015

[www.autozum.at/](http://www.autozum.at/)

International trade fair for car workshop- and petrolstation equipment, motor vehicle spare parts and accessories, chemical products...

**February 2015:****Lillestrom Norway****Automessen**

04.02.2015 - 07.02.2015

[www.messe.no/en/Automessen](http://www.messe.no/en/Automessen)

Trade fair on automotive technology

**March 2015:****Saint Petersburg Russian Federation****Autoprom Russia**

12.03.2015 - 14.03.2015

[www.autoprom.restec.ru/en](http://www.autoprom.restec.ru/en)

International conference and fair for automotive components

**Kuala Lumpur Malaysia****automechanika Malaysia**

19.03.2015 - 21.03.2015

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)

Trade fair for automotive parts and equipment

**June 2015:****Nuremberg Germany****Automotive Engineering Expo**

09.06.2015 - 11.06.2015

[www.automotive-engineering-expo.com/](http://www.automotive-engineering-expo.com/)

Fair of the car body, lacquering and assembly

**October 2015:****Oslo Norway****Oslo Motor Show**

23.10.2015 - 25.10.2015

[www.messe.no/en/Oslo-Motor-Show](http://www.messe.no/en/Oslo-Motor-Show)

Car exhibition

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