

# INTERNATIONAL BULLETIN

September 2014

## Key Contents

## Page

- SMMT International meeting dates 3
- SMMT International Questionnaire 3
- SMMT supported International events 4
- Partner International events held abroad 6
- Other International events in UK 6
- Funding 7
- Training courses 7
- Asia news round-up 8
- International market reviews 9
- International business opportunities 10
- WTO notifications 16
- JCCC customs information papers 16
- Trade shows around the world by month 18



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## Editorial

David Croxson

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### **From networking to not working - and going for a dip!**

I can almost hear you saying – another Editorial – but I thought he'd gone at last!

Well I have – and I also thought that last month was my last effort at putting finger to keyboard but my team (or should I say former team) claim that since my last day at SMMT was 29<sup>th</sup> August and we publish the International Bulletin on the last day of each month for circulation on first day of the following month – I am contractually tied to one more final, final Editorial, so here it is!

This last week has brought the announcement that my colleague Ruta Aisthorpe will now lead the International team at SMMT following my departure. Final interviews are now being held for the new Director of Communications and International, to whom the International team will report, and news of that further appointment will be made shortly I understand.

I give my very best wishes to Ruta to carry forward the plans SMMT has for developing international trade opportunities, stimulating further foreign investment into the UK and raising awareness of the continuing success of UK automotive engineering, design, innovation, production and sales.

I know I leave the department in safe hands and that Mike Hawes is committed to supporting the International team and UK trade overseas. He will be taking a leading role attending Automechanika Frankfurt where we have our largest UK exhibitor group ever attending with support from both the SMMT International and Membership team staff, led by Ruta.

I wish great success (or should that be GREAT success?!) to all the exhibitors at Frankfurt and the UK participants at all the other overseas events that are planned for 2015. One of my final actions this week has been to assist Ruta in putting together the budget and plan for next year. Ruta now hopes to have signed off both by SMMT Executive Board and UKTI and the team will shortly circulate the details of our programme and level of support that UKTI will provide for UK exporters overseas.

I am pleased to say that my final week has not just been about handover to Ruta, budgets and future planning for the department – it has also been an opportunity for me to say farewell to the many friends I have made through my time at SMMT and a number of whom have been kind enough to take me for lunch. My apologies if I have not been able to contact you personally to say farewell and it is good that I am leaving now since with expanding waistline I no longer fit much of my wardrobe and if I stayed I would need to buy one or two new suits.

I have to say one of the nice things about retiring is that I no longer have to wear a business suit each day – I can choose whatever I want to wear, and largely do whatever I want to do each day as the opportunities arise!

I wrote last time about networking and opportunities and whilst the “networking” may now be more “not working” the opportunities are still manifold and indeed the networking still continues.

As a regular commuter I travel by Southern from my home in West Sussex to London Victoria. But thanks to regular foreign travel and flexible working conditions at SMMT I have often taken different train times into and out of London over the past eight years. As a consequence I sit in a variety of seats, in different carriages on various trains. You will, or perhaps may not be surprised to learn that many of my fellow commuters don't. They take the same train each day and sit or stand in the same position on both platform and carriage every day. They rarely try anything different.

Even more surprising to me – the great majority then stare throughout the journey at one or more portable communication devices that they either grip tightly in their hand defying it not to ring or if not held then arrayed across the table before them as if they are trophies showing how much they are in demand by the world.

Few of them sit in quiet contemplation and simply look out of the window as the world passes by and few look at, let alone speak to, their fellow travellers. I confess I am a little less reticent – and as a consequence this past few weeks I have been saying farewell to people I have met over the years on the 7:02, 7:28, 7:54, 8:28, 17:02, 17:34, 18:02 etc etc.

And what an interesting bunch of travellers they are: Director of a computer games company, Catholic nun, Marketing Manager of a gunsmith, Financial Director of a wine importer, Civil Servant in Ministry of Justice, PA to Chief Executive of Professional Accounting Body and so on. I am not saying, I talk incessantly to everyone all the time or that we are best buddies and life long pals but a brief greeting and conversation means I do now know a good deal about many of them, what they do and who they know. And you will be surprised how interesting that is – and how useful it has been over the years.

One of the things that differentiates human beings from the rest of the natural world is our power of speech and social communication. That does not mean however just mobile phones and e-mails. You need to make eye contact and make conversation. That's what makes the transition from a human being to being human, and you will be surprised what opportunities will come from being human!

People have asked me what I am going to do when I retire – and whilst perhaps not working I will still be networking I have no doubt. There are so many opportunities in life and I intend to dip into as many as I can now that I have more time.

And by saying dip I actually mean D.I.P – Dreams, Ideas, Plans. Those of you who know me well know I have many dreams, a few ideas and even one or two plans. But you need all three in my opinion. So share your dreams with one another, think of some new ideas and put in place some definite plans because a dream and an idea stay as such unless there is a plan that captures them.

So I am off for a dip – both in the conventional sense when the mood takes me, thanks to my close proximity to the beach at West Wittering, and metaphorically into the opportunities in life that I come across. And yes, before you ask – I have been known to skinny dip – but perhaps that vision provides too much information, I will bid adieu.

This really is Goodbye - again!

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## Key Dates

### **SMMT International Group Meetings 2014**

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#### **Customs & Tariffs Working Group Meetings**

##### **Wednesday 17 December 2014**

Pre-Christmas networking

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.

#### **International Business Group**

##### **Thursday 27 November**

Venue and agenda to be advised

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.

The meeting is open to all members and invited guests. To reserve your place, please contact Pat Shaw E-mail: [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk), Tel: 020 7344 9260

#### **International Questionnaire: Help us shape 2015/2016 activities!**

As mentioned in this month editorial, we have decided to introduce a more formal international trade survey to better understand your activities in overseas markets. Your feedbacks will help us align the resources of SMMT and UKTI to support you by providing an evidence base to assist our activity planning.

You can download a copy of the International Questionnaire [here](http://www.smmmt.co.uk/international-questionnaire/)  
<http://www.smmmt.co.uk/international-questionnaire/> .

Please complete and return the questionnaire to [pshaw@smmmt.co.uk](mailto:pshaw@smmmt.co.uk)

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## SMMT supported International events

### Book Now!

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#### SMMT supported event

**South African Automotive Week** *UKTI grants of £2,500 - £3,000*  
**Johannesburg, 13 – 17 October 2014**

**Contact:** Pat Shaw | **E-mail** [pshaw@smmmt.co.uk](mailto:pshaw@smmmt.co.uk) | **Tel:** 020 7344 9260

South African Automotive Week (SAAW) is the continent's biggest automotive event, and a recognised meeting place for local business leaders and policy makers. The exhibition attracts a wide spectrum of automotive companies,

SMMT has put together an attractive package that will enable UK companies to exhibit at SAAW and also participate in a range of related promotional activities.

Benefits include a fully-fitted and furnished nine square metre stand in a prominent location within the exhibition hall, participation in a bespoke one-to-one meeting programme arranged by the show organisers and the opportunity to join relevant site visits. You will also be given support in profiling your company through local industry newsletters and websites, complimentary gala dinner tickets and the chance to invite guests and potential customers to the UK networking reception.

UKTI TAP exhibitor **grants of £2,500 and £3,000** are available for eligible companies



#### SMMT supported event

**Supply Chain Trade Mission to Mexico** *UKTI support available*  
**1-5 December 2014**

A week-long business group visit to Mexico featuring "Mexico's Auto Industry Conference & Exhibition", seminars and one-to-one business meetings in key automotive centres in Mexico. To register your interest in this programme, please contact Pat Shaw – [pshaw@smmmt.co.uk](mailto:pshaw@smmmt.co.uk)  
Tel 0207 344 9260

**SMMT supported event****Automechanika Shanghai****Sold out****9-12 December 2014****Contact:** Sarah Thevenet | **E-mail** [sthevenet@smmt.co.uk](mailto:sthevenet@smmt.co.uk) | **Tel:** 020 7344 9233

Following the increased interest from UK participants over the last two years, and the growing interest in the show from both exhibitors and visitors, SMMT will again organise a UK Pavilion at Automechanika Shanghai 2014.

**SMMT supported event****SIAT, India****UKTI GRANTS of up to £2,500****Symposium on International Automotive Technology****21-24 January 2015****Contact:** Sarah Thevenet | **E-mail** [sthevenet@smmt.co.uk](mailto:sthevenet@smmt.co.uk) | **Tel:** 020 7344 9233

SIAT is a benchmark event and is an important forum for presenting the achievements and innovative strengths of the automotive industry. SMMT is working with UKTI to take a group of UK Companies to exhibit at SIAT 2015.

**SMMT supported event****ACMA Automechanika New Delhi****UKTI GRANTS of up to £2,500****26 Feb – 1 March 2015****Contact:** Sarah Thevenet | **E-mail** [sthevenet@smmt.co.uk](mailto:sthevenet@smmt.co.uk) | **Tel:** 020 7344 9233

Following our successful participation at ACMA Automechanika New Delhi, and positive feedback from UK participants, SMMT will again organise a UK Pavilion to the show, which is set to grow in 2015.

**SMMT supported event****EVS28 - Electric Vehicle Symposium and Exhibition, South Korea****3 – 6 May 2015****Contact:** Sarah Thevenet | **E-mail** [sthevenet@smmt.co.uk](mailto:sthevenet@smmt.co.uk) | **Tel:** 020 7344 9233

Following the success of British Pavilions to the previous editions of EVS, SMMT will again organise a UK exhibiting group to the show. Please contact Sarah Thevenet to register your interest.

**SMMT supported event****Mission to Brazil 2015 tbc****Contact:** Pat Shaw | **E-mail** [pshaw@smmt.co.uk](mailto:pshaw@smmt.co.uk) | **Tel:** 020 7344 9260

Business visit in Sao Paulo. This will be a group OMIS, to include visits to OEMs, universities, technology parks. The focus will be on low carbon technologies, vehicle efficiency and composites, to meet INOVAR AUTO requirements.

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## Partner International events held abroad

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### UKTI

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. Following a government wide move to have a single customer facing website, information on the UKTI website has been transferred to [www.gov.uk](http://www.gov.uk). This link will take you to the Tradeshow Access Programme (TAP) page on gov.uk <https://www.gov.uk/tradeshow-access-programme> .

### London Chamber of Commerce Events

The LCCI newsletter contains details of the Chamber's forthcoming international events, including a visit by a South Korean business group, focusing on the electronics and security sectors, and a trade mission to Brazil, scheduled for mid-October.

An electronic version of their programme can be found at [www.londonchambernewsletters.co.uk](http://www.londonchambernewsletters.co.uk)

### Great Britain-India Business Convention, CONNECT '14 10-11 October 2014, New Delhi, India

Last year's British Business Group convention in Mumbai attracted over 350 companies from across India and the UK. This year's convention, in Delhi, CONNECT '14 is the premier commercial event of the year in the UK-India relationship. Coming soon after the formation of the new Indian government, it will bring together British and Indian business leaders and leading Government figures. The theme will be "looking to new horizons" building on the success of the last few years.

Registration now open at [www.britainindiaconvention.com](http://www.britainindiaconvention.com)

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## Other International events in UK

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### Briefing: Chinese inroads in Latin America 9 September: 8.30 – 9.30 hrs

As part of its on-going investigation of Sino-Latin American relations, Canning House, London will hold a breakfast briefing on Tuesday 9 September (8.30-9.30 am) focused specifically on the automotive sector. Exploring the challenges and opportunities facing both sides, the briefing will consider the realities of Chinese automotive investment in Latin America and the attitude of local consumers to Chinese brands.

Canning House is happy to welcome automotive guests to this event. If you are interested in attending, please contact Pat Shaw at SMMT – tel 0207 344 9260, email [pshaw@smtt.co.uk](mailto:pshaw@smtt.co.uk) or Joe Mulhern. Tel 0207 811 5603. Email: [Joe.Mulhern@canninghouse.org](mailto:Joe.Mulhern@canninghouse.org)  
Web site: [www.canninghouse.org](http://www.canninghouse.org) Place: Canning House, 14-15 Belgrave Square, London SW1X 8PS.

## Meet Chinese Partners at The SME China Forum '14 16 September, Aston Villa Football Club, Birmingham

The SME China Forum 2014, held in conjunction with Ningbo Municipal Government, is the China business event of 2014 for SMEs working with China.

A large business delegation from Ningbo will attend the forum. The delegation, led by the Vice Mayor of Ningbo Mr Wang Jianhou, includes 36 high-profile Ningbo companies from the automotive, ICT, healthcare/life sciences, food & drink, consumer/retail and engineering sectors. They are looking to establish new partnerships, identify investment opportunities and facilitate improved two-way market access.

For full details of the event, please see CBBC event webpage:

[http://www.cbcc.org/cbbc\\_calendar/event/view?id=956](http://www.cbcc.org/cbbc_calendar/event/view?id=956)

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## Funding Export

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### Funding Opportunities

Details have been announced of a new £24 million government scheme to help component manufacturers to design, develop and produce new tooling.

Applicants will need to demonstrate that the new tooling and component manufacturing will be based in the UK, will create or safeguard UK jobs, and will result in firm business orders.

Further details of the announcement are available at [www.smmmt.co.uk/2014/06/new-government-fund-breaks-barrier-auto-supply-growth](http://www.smmmt.co.uk/2014/06/new-government-fund-breaks-barrier-auto-supply-growth).

SMMT compiles and publishes a regularly up-dated **Funding, Finance and Support Guide** that contains details over 140 funding schemes that may be relevant to automotive companies. The latest edition of the guide can be accessed via the SMMT website. [www.smmmt.co.uk](http://www.smmmt.co.uk)

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## Training Courses

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### Help for Exporters

#### Export Controls

The Export Control Organisation (ECO) publishes a regular training bulletin, detailing the courses and workshops that it runs to help exporters understand UK strategic export controls.

For further information, call the ECO helpline on 020 7215 4594, or visit

[www.gov.uk/government/organisations/export-control-organisation](http://www.gov.uk/government/organisations/export-control-organisation)

### The Institute of Export

The Institute of Export is the only professional body in the UK offering accredited training courses in export, import and International Trade.



With the growing need for companies to invest in expanding into international markets, we offer courses to suit whatever level of knowledge you require, whether you are completely new to international trade or just wish to update your knowledge and skills with the latest information. Their import and export courses cover every area of international trade from an essential introduction through to international marketing, online trading and financial and legal issues.

Read [top 10 reasons](#) you should be investing in export training.

[Starter Courses](#)

[Intermediate Courses](#)

[Management Courses](#)

## Asia News Round-up

*Extracts from some recent news sources, copyright acknowledged*

### China said to mull \$16 billion funding for EV chargers

*27 August 2014, Automotive News*

China is considering providing as much as 100 billion yuan (\$16 billion) in government funding to build electric-vehicle charging facilities and spur demand for clean cars.

### CHINA: Regulators targeting German suppliers claim

*26 August 2014, by Chris Wright, Just-auto.com*

Chinese authorities have reportedly told three German suppliers they can no longer manage their units independently but need to form partnerships with local businesses. Stefan Wolf, chief executive of ElringKlinger, told the Stuttgarter Zeitung that the Chinese state has told several German suppliers that they are no longer allowed to operate their Chinese subsidiaries on their own but only as part of a joint venture in the future.

### CHINA: SAIC and Alibaba to partner in connectivity

*21 August 2014, by Dave Leggett, Just-auto.com*

SAIC Motor and Alibaba Group, China's e-commerce giant, say they are to jointly develop cars offering access to a broad range of online content and services.

### CHINA: Samsung battery plant targets China EV boom

*19 August 2014, by Chris Wright, Just-auto.com*

Construction has started on China's largest production base for vehicle batteries, a US\$600m investment in the Xi'an Hi-Tech Industrial Development Zone led by Samsung of South Korea. Backers of the zone in the capital of Shaanxi province aim to reach sales of US\$1bn by 2020. Work will be completed in phases over five years.

### INDIA: Regulator follows China with parts prices clampdown

*26 August 2014, by Chris Wright, Just-auto.com*

Carmakers in India are coming under similar pressure from regulators as those in China with a total of US\$420m in fines being handed out to 14 companies for stifling competition in the market for spare parts.

### **MALAYSIA: Vehicle sales down 12% in July**

*21 August 2014, by Tony Pugliese, Just-auto.com*

New vehicle sales in Malaysia fell by 11.9% to 60,267 units in July, from strong year-earlier volumes of 68,431 units, according to data released by the Malaysian Automotive Association (MAA). [...] Cumulative seven-month sales rose by 3% to 393,409 units, from 381,919 units in the same period of last year. Passenger cars accounted for 350,357 units, while commercial vehicle sales amounted to 43,052 units.

### **SOUTH KOREA: Hyundai Motor to merge three parts makers**

*21 August 2014, by Tony Pugliese, Just-auto.com*

Hyundai Motor plans to merge three South Korean manufacturing subsidiaries into a single unit in an effort to streamline operations.

### **THAILAND: Thai market decline continued in July**

*22 August 2014, by Tony Pugliese, Just-auto.com*

Thailand's new vehicle market showed little sign of improvement in July, with sales falling by 29.5% to 69,267 units, according to data released by the Federation of Thai Industries. [...] Domestic consumption has been severely affected by the political crisis of the last nine months, which has also held back investment and tourist arrivals. The country's economy contracted by 0.1% in the first half of the year.

## **International Market Reviews**

### **COMMENT: Regulatory concerns grow in China**

*19 August 2014, by Dave Leggett, Just-auto.com*

There's something going on in China that could weaken the outlook for margins and profitability in what has been a major source of profitability for the automotive industry globally. It is something to keep an eye on.

The regulators in China are looking at a number of industrial sectors for signs that companies have been making super-normal profits through anti-competitive practices. Industries being investigated include the automotive, telecommunications, chemicals, cement, drugs and medical equipment sectors. Large fines are expected to be imposed on companies found to have operated anti-competitively. Foreign firms appear to be, particularly, in the spotlight.

Domestic Chinese politics provides some background to this. President Xi Jinping is waging a sweeping campaign against corruption. Moves to target foreign companies for anti-competitive practices may well suit the leadership. Local regulators and authorities may see some gain in demonstrating to Beijing that they are acting to curb foreign companies enjoying big profits in China.

In terms of the automotive sector, aftermarket services and parts prices have come under scrutiny. The fact that manufacturers cut parts prices when they realised which way the wind was blowing suggests that they knew that they potentially had a case to answer. That may have emboldened the regulators.

Three questions will cause some auto executives to sleep less easily:

- How big will the fines be? There is some uncertainty here but China's anti-monopoly laws reportedly allow for fines up to 10% of a company's annual revenue.
- Will China's regulators eventually move from the aftermarket to take a serious look at new car prices?
- Does this mean the good times - for profitability in China - are coming to an end?

China has been a honey-pot for the auto industry for some time. Soaring demand has been unprecedented and bailed the industry out, globally, when Europe and North America tanked. It's not just the units, but the value per unit: premium brands performing well, high-spec model variants, options fully loaded, cash purchases commonplace. A fragmented market has arguably lifted profits further for foreign players, preventing the biggest domestic groups from exploiting potentially huge scale economies and therefore holding average prices up in a market that is also still regionally based. Furthermore, unattractive domestic brands with relatively crude products have helped to create a de facto two-tier market structure, with Western brands priced much higher, happily enjoying bigger margins in the upper tier. Not only do the foreign brands enjoy better margins, but they have better products, quality and control the technology that the JVs are still very reliant upon. That is not exactly how Beijing wants China's auto industry to evolve.

While the Chinese vehicle market is confidently forecast to see further growth in the long-term, margins and profitability may well not be as buoyant. And the regulators may yet get more active.

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## UKTI International Business Opportunities

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**To receive immediate UKTI Business Opportunity service notifications register at:**  
<http://www.businessopportunities.ukti.gov.uk/home.html?guid=None>

### **Mexico - Large company is looking for retrofit technology suppliers for logistics fleet vehicles**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/798340.html>

Mexican market leading beverage company is interested in Retrofit Technology Suppliers for their logistics vehicles with diesel engines to alternative fuels. The company has a large fleet for transportation of beverage, food and consumer good to all the country. The company is looking for a cost effective, eco-friendly, and sustainable way to reduce emission through the use of alternative fuels (CNG, LNG, propane, among others). They are interested in talking to suppliers who might provide solutions and services to help them make modification to their vehicles engine and power train.

### **Bulgaria – Supply of 56 ambulances**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/801220.html>

Bulgarian Ministry of Health has announced a tender for selection of a contractor for the supply of 56 ambulances. Estimated costs (exl. VAT) 1 808 333 EUR

Deadline for submitting documentation: 08 September 2014, 17:30 pm, local time

### **India - Joint venture/ technical collaboration for ambulances in India**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/779520.html>

An Indian medium commercial vehicle manufacturer is interested in working with a UK based ambulance manufacturer or designer for improving their existing range of ambulances. The Indian company is a manufacturer of MCV's, LCV's and tractors. The MCV has ambulance as an option, which they will like to improve with technical assistance. Apart from ambulances passenger buses and light trucks are also manufactured by the company. The overall volume of these MCV's is around 24000 units PA. The total ambulance market in India is around 25000 units a year and has a growth of 15-20 % PA. The Indian Govt is establishing a network of emergency services in various states, which is likely to see a further growth in demand of ambulances, particularly advanced life support ambulances. The company will like to deal directly with manufacturers or designers of ambulances rather than intermediaries.

### **China- A Beijing company would like to work with UK car manufacturers**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/803720.html>

A Beijing based land development company seeks cooperation with UK car manufacturers that are engaged with Silverstone.

This company was founded in 1998 and it is headquartered in Beijing. It is primarily engaged in the investment and operation of industrial areas in China, this includes themed industrial areas, headquarter parks, standard factory zones. To date they have set up 25 industry zones across China. Among them, there are 8 industry zones relating to automotive industry such as automobiles, components & parts, commercial vehicles, special vehicles, motor racing, automotive cultural & travelling. They are now working on a large-scale racing project in Beijing, and have been inspired by the well-known UK racing car themed industrial area Silverstone. They would therefore like to cooperate with the same car manufacturers that cooperate with Silverstone, either large brands or small-medium sized companies. This company could act as an agent for potential UK partners in China, however they are open to further discussions about other cooperation modes such as joint venture. They could also visit the UK in order to discuss cooperation with potential partners.

### **USA – Automotive distributor interested in UK products – masking tape**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/802889.html>

An independent national distributor is interested in procuring masking tape. The US distributor specialises in automotive paints, coatings and related accessories. The company serves collision repair professionals, automotive dealerships and fleet operators through over 160 branch locations spread across 30 US states. The company is interested in masking tape that can be used for automotive applications.

### **New Zealand – Postal service requires functional and sustainable mid-range vehicles**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/801862.html>

Postal service requires functional and sustainable Mid-Range Vehicles for postal services. Vehicles are required to deliver the postal service current and future product set and be geographically suitable for use in New Zealand. New Zealand.

Post requires information about functional and sustainable Mid-Range Vehicles for its postal services. New Zealand post requires the vehicles to afford a high level of performance in delivering New Zealand Post's current and future product set, including mail and parcels, meet New Zealand Post's high level requirements, and be geographically suitable for use in New Zealand. New Zealand Post will use the information to assist it to decide whether to undertake a fuller procurement process in relation to Mid-range Vehicles.

#### Background

New Zealand Post is a state-owned enterprise that serves as an important link between people, their communities and businesses by providing a range of postal, courier, transport, logistics, goods distribution, banking, payment and data management services throughout New Zealand and in Australia.

New Zealand Post has revenues exceeding \$1.2 billion and total assets exceeding \$11 billion. New Zealand Post's operations are diverse in many respects, including products and services offered by New Zealand Post, production and delivery processes, clients, regulatory environments, geographical locations, ownership structures, and systems.

New Zealand Post has evolved well beyond its traditional roots as a postal delivery service, and continues to grow its digital capability. It offers full retail banking services through Kiwibank and operates courier and logistics businesses through Express Couriers.

New Zealand Post delivers more than 700 million mail items to almost 1.9 million addresses throughout New Zealand each year. It also provides postal and bill pay services via a store network of over 880 stores, processing more than 21 million financial transactions ear year.

#### **Australia - Long distance bus service needed by Department of Transport**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/801400.html>

The Department of Transport and Main Roads is requesting proposals from experienced organisations to provide long distance coach services to regional Queensland.

The Department of Transport and Main Road is inviting organisations to offer their experience to assist in the development of tender applications for the provision of long distance coach services for regional Queensland from 1 January 2015. The new service contracts on are available on 20 regional coach routes for up to 6 years. Organisations are invited to bid for a single route, multiple routes (bundle), or the entire network.

The successful bidder will be expected to deliver best practice coach transport services and to think innovatively, both operationally and commercially, about any potential challenges and opportunities for the long distance coach services being offered.

#### **Mexico - Mexican power utility requires a tyre installation service**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/800140.html>

Mexio's state-owned power company (CFE) opens a tender for the procurement and installation of tyres.

The Federal Electricity Commission (CFE) out of their operation in Cuernavaca, Morelos, is inviting companies to bid for the procurement and installation of tyres:

The term of service delivery will be:

As from September 30, until December 31, 2014

Objective and Approach:

- + It is required the supply and installation of tyres.
- + The approach of the contract must contemplate all utility vehicles belonging to CFE-DCS's commercial fleet.

Characteristics:

The installation service must take place within a lapse of 48 hrs.

The supplier must consider the cost per unit price and per shipment within the service of installing, alignment, rotation and balancing.

It must be included in the proposal a data sheet per type of tire that describes the customs codes and technical specifications of the goods contained each shipment.

### **Germany – Trading company seeks suppliers of industrial vehicles, workshop & agricultural equipment**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/799520.html>

This trading company covers all of Germany and has established links to Eastern Europe. They have good contacts to car workshops, construction firms, freight forwarders and agricultural companies.

This company originally started as second-hand dealer of industrial cranes. Based near Berlin, they cover the whole of Germany and are also sourcing from /exporting to Eastern Europe.

They seek suppliers for a number of products such as:

- agricultural, earth moving, lift and other industrial vehicles
- workshop equipment
- car parts and car accessories
- commercial vehicle parts, trailers, caravans and mobile homes
- chassis technology, fuel technology and batteries

With good contacts to the major distributors, workshops, vehicle inspection organisations and agri-trade companies, we believe this is a good opportunity for small to mid-sized UK companies to enter/develop their activities in Germany.

### **China – Robotic machinery sought for automotive equipment manufacturer**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/797920.html>

An automotive equipment manufacturer based in Changchun would like to procure British robot products used in automotive manufacturing.

This company is an automotive equipment manufacturer and their main products are automatic binding machines and automatic gluing machines.

The company would like to procure robotic products for their automotive manufacturing process.

### **China - Petroleum additives sought by lubricating oil manufacturer**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/797820.html>

A lubricating oil manufacturer in Changchun would like to procure petroleum additives products.

The company is a large group which is mainly engaged in manufacturing lubricating oil, industrial oil, automotive oil and plastic products. The company now like to procure high-tech petroleum additives.

### **India – Manufacturer of automotive fuel management systems and pumps seeks technology partners**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/793580.html>

Indian company looking for technology and JV partnerships with UK companies/organisations in the following areas: Carburettor, Pumps – Electric vacuum and variable flow oil pumps, Exhaust Gas Recirculation (EGR) System, fuel injection systems.

The Indian company offers Fuel Management Systems for Automotive sector. The company also manufactures pumps, emission control parts and various components for both ferrous and non ferrous material. It has 6 manufacturing units and 1 R&D centre It also has 2 subsidiary companies - 1 in India manufacturing plastic components and 1 in the US manufacturing precision components. The group employees approx. 1800 people and counts some of the major OEM's as their customers in India.

The company is looking to forge partnerships with UK Companies. The partnership can be a Joint Venture/Licensing/Technology transfer, they are flexible regarding the nature of partnership.

### **India - Manufacturing joint venture for automotive locks for passenger cars**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/797480.html>

The Indian market for passenger cars is currently 2.6 million. It has been growing at around 12-15% PA for lasy 4-5 years. It is expected to cross 5.0 million vehicles by 2020.

The Indian company part of a large business house in India is looking to get into a JV for supplying immobilisers to Indian car manufacturers along with ignition lock. They have already identified a JV partner for immobilisers, which will be part of this joint venture.

The Indian company has a aprox TO of £ 650 million and has JV's with global companies in individual product segments of automotive sector.

### **India – A leading automotive component manufacturer seeks technology partners**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/793540.html>

Company looking to partner with UK companies/organisations with technical capabilities in vacuum casting. The company is also interested to partner with companies with have technology in Brushless DC (BLDC) motor

The Indian company manufactures products such as Automotive electric horns, air horns, Industrial cleaning machines, aluminium and Zinc pressure die-cast components and sub assemblies for automobile, textile and other industrial applications. They export about 50% of their production to several countries. One of the group companies which is a JV partnership, manufactures Industrial cleaning machines.

As part of its expansion plans the company is seeking a Technology partnership with interested UK companies with capabilities in vacuum casting and Brushless DC (BLDC) motor.

### **China – Automotive maintenance equipment sought for procurement**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/799780.html>

A professional automotive after sale service provider in Changchun would like to procure British automotive maintenance equipment.

This company is a professional automotive aftersales service provider which owns ten auto maintenance shops across China. They would now like to procure British automotive maintenance equipment.

### **China – Advanced welding technology companies sought for cooperation**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/798380.html>

A high-tech company in Changchun would like to develop technology exchange with a British welding company.

This company is a high-tech manufacturer, mainly engaged in the research and the manufacturing of advanced industrial automation equipment. Their main products are welding manipulators for the automotive industry. They would now like to develop a technology exchange with British welding companies.

### **India - A leading tyre retreading company looking to partner with UK companies**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/804400.html>

Indian company looking to partner with UK Companies/organisations with technical capabilities in the area of tyre re-treading.

Indian company is positioning itself as a one -stop-shop for the supply of inputs for tyre re-treading including tools, spares, machinery, tread rubber etc. The company has overseas operations in Brazil, Australia, USA, Kenya, Sri Lanka and Netherlands.

As part of its expansion plans the company is seeking to partner with UK companies who have technical capabilities in any area of tyre re-treading.

### **India – Tender for supply of CNG propelled non air conditioned city type buses**

<http://www.businessopportunities.ukti.gov.uk/uktihome/businessopportunity/803995.html>

Global tender invited for Design, Manufacture, Supply, Testing, Commissioning & Maintenance of Fully built 900mm Floor Height (Semi Low Floor) CNG propelled Non Air Conditioned City type Buses

#### Additional information

Global Tenders invited by a state government organisation from manufacturers of CNG propelled bus Chassis and / or fully built CNG Buses. The tender is for Design, Manufacture, Supply, Testing, Commissioning & Maintenance of Fully built 900mm Floor Height (Semi Low Floor) CNG propelled Non Air Conditioned City type Buses conforming to BS-IV (Euro-IV) Norms or latest as per Specification given in the RPF document.

Quantity required: 1380 nos



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## WTO Non Tariff Barrier notifications updates

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### USA G/TBT/N/USA/918 25 August 2014 Federal Motor Vehicle Safety Standards - Bus Rollover Structural Integrity, Motorcoach Safety Plan

The WTO has issued notification - G/TBT/N/USA/918 - to propose a new Federal motor vehicle safety standard to enhance the rollover structural integrity of certain types of large buses (generally, over-the-road buses (of any weight) and non-over-the-road buses with a gross vehicle weight rating (GVWR) greater than 11,793 kilograms (kg) (26,000 pounds (lb)). The agency is proposing performance requirements that new large buses of these types must meet in a test in which the vehicle is tipped over from an 800 millimetre (mm) raised platform onto a level ground surface.

The final date for comments is 6 October 2014.

### USA G/TBT/N/USA/919 25 August 2014 Federal Motor Vehicle Safety Standards - Vehicle-to-Vehicle (V2V) Communications

The WTO has issued notification - G/TBT/N/USA/918 –to propose to create a new Federal Motor Vehicle Safety Standard (FMVSS), FMVSS No. 150, to require vehicle to-vehicle (V2V) communication capability for light vehicles (passenger cars and light truck vehicles (LTVs)) and to create minimum performance requirements for V2V devices and messages. The agency believes that requiring V2V communication capability in new light vehicles would facilitate the development and introduction of a number of advanced vehicle safety applications.

The final date for comments is 20 October 2014.

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## JCCC updates

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### Customs Information Paper (14) 58 CCS UK (Cargo Community System-UK) Web Based Fallback (WBF) for Imports and Exports Moving by Air

This information paper introduces the new CCS UK Web Based Fallback (WBF) website, advises on the application process and details the requirements and procedures that have been developed for AEOs within the CCS UK Air environment.

It is relevant to Forwarders and Temporary Storage Facility operators holding a CCS UK badge and who have AEO (Authorised Economic Operator) status, Transit Shed Operators and self-handled airlines.

### **Customs Information Paper (14) 57**

#### **Export of cash in freight**

A reminder of the correct process for declaration of exports of cash in freight. Relevant to Money Service Businesses, freight agents and others concerned with the UK remittance market and/or movement of cash out of the EU in freight. Effective immediate.

### **Customs Information Paper (14) 56**

#### **Transfer of Residence – Clarifications on Entitlement to Relief**

Clarification on initial entitlement, on submitting belated claims to ToR relief and a reminder that Secondary Homes Relief was abolished in 2008. Relevant to Potential Applicants for ToR (Transfer of Residence) Relief and freight forwarders, shipping agents, customs brokers, consultancy services & any other trade entities/associations involved in ToR into EU to or via the United Kingdom. Effective immediate.

### **Customs Information Paper (14) 55**

#### **Proposed Amendments to Customs Civil Penalties**

The draft legislation is now available and HMRC welcomes comments on the proposed amendments. In line with the Government's Tax Consultation Framework a four week consultation period has now commenced. The Legislation can be found at:

<https://www.gov.uk/government/publications/draft-legislation-the-customs-contravention-of-a-relevant-rule-amendment-regulations-2014>

Relevant to Individuals and businesses involved in importing and exporting.

### **Customs Information Paper (14) 53**

#### **Low Value Bulking of Imports (LVBI) - CHIEF Changes**

Further to CIP (14) 14, the CHIEF changes announced have now been made to enable LVBI approved traders to comply with the requirement that goods with an intrinsic value per consignee of between £15 and £135 (i.e. subject to CPCs 40 00 005, 49 00 005 and 49 00 011), should be declared at goods item level on CHIEF.

As from 1 August 2014, this requirement is mandatory. Failure to comply may lead to suspension or ultimately withdrawal of an approval to use the LVBI facilitation. Relevant to LVBI approved operators and their agents or representatives.

### **Customs Information Paper (14) 52**

#### **Withdrawal of Breaking the Barriers – A Guide to Importing and Exporting**

This Information Paper provides advance notice of our intention to withdraw "Breaking the Barriers – A Guide to Importing and Exporting". Relevant to Importers and Exporters

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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 2014:

#### **Frankfurt, Germany**

##### **Automechanika**

16-20 September 2014

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

### October 2014:

#### **Oslo, Norway**

##### **Oslo Motor Show**

10-12 October 2014

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

### November 2014:

#### **Buenos Aires, Argentina**

##### **Automechanika Argentina**

12-15 November 2014

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

#### **Frankfurt, Germany**

##### **EuroMold 2014**

**25-28 November 2014**

Moldmaking, tooling, design and application development exhibition.

### January 2015:

#### **Salzburg, Austria**

##### **AutoZum**

21-24 January 2015

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

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

4-7 February 2015

[www.messe.no/en/Automessen](http://www.messe.no/en/Automessen)**March 2015:****Kuala Lumpur, Malaysia****Automechanika Malaysia**

19-21 March 2015

[www.automechanika.messefrankfurt.com](http://www.automechanika.messefrankfurt.com)**Saint Petersburg, Russian Federation****Autoprom Russia**

12-14 March 2015

[www.autoprom.restec.ru/en](http://www.autoprom.restec.ru/en)**June 2015:****Nuremberg, Germany****Automotive Engineering Expo**

9-11 June 2015

[www.automotive-engineering-expo.com/](http://www.automotive-engineering-expo.com/)**October 2015:****Oslo, Norway****Oslo Motor Show**

23-25 October 2015

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

## SMMT International Team

**Ruta Aisthorpe**

International Manager

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

020 7344 9231

07809 522 183

**Pat Shaw**International Project Manager and  
Administrator[pshaw@smtt.co.uk](mailto:pshaw@smtt.co.uk)

020 7344 9260

07809 522 452

**Sarah Thevenet**

International Manager

[sthevenet@smtt.co.uk](mailto:sthevenet@smtt.co.uk)

020 7344 9233

07809 522 181

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