

IN THIS ISSUE: -

'Motortec Madrid Exhibition', 'Powertrain & Low Carbon Opportunity', 'Ghana International Trade Fair', 'Mexico's Automotive Industry News', 'Automechanika', 'International Motorsports Festival Abu Dhabi', 'Automotive Mission To Russia', 'INAPA 2009 in Russia', 'Intermat Trade Show in France'.

UKTI Advanced Engineering Indian Inward Delegation - 3 & 4 February 2009

This event will feature an opening Conference on Developing partnerships in innovation for global growth – Williams F1 Conference Centre, Grove, Oxon.

This Indian delegation visit will include a high level conference organised by UKTI and involving companies from around the world and this will be held at the above location. This 2 day conference will focus on the following subjects, with Day 1 dedicated to direct workshops with Indian companies on Low Carbon development. Day 2 will feature a wider based discussion with companies from other markets around the world and cover all of the following subjects.

- Low carbon technology;
- Advanced manufacturing;
- Advanced materials;
- Sensors and instrumentation.



In addition to the above conference the Indian delegation will be visiting several other locations and this now provides an opportunity for UK automotive companies to meet with the Indian delegation for direct one2one discussions. Places are available at 3 locations, London, Crewe and Nuneaton. **Dates: 2,5 and 6 February.**

Please email poppy.godfrey@ontracpr.co.uk for further details on the delegation and the overall programme.

Chinese VM Delegation visit to the UK : Powertrain & Low Carbon Development: 9 - 14 March, 2009

Following the successful outward delegation visit to China in November 2008 to raise the profile of leading UK companies involved in powertrain development and hybrid systems, a return visit to the UK has now been arranged for a wide range of Chinese VM's interested in UK technology.

This visit will take place from the 9-14th March and will start in Birmingham with an 'Awareness China' event on March 11th that will be open to all UK companies involved in Powertrain development. This unique event will provide an opening forum for the Chinese VM's to highlight their companies and their future requirements for technology and this will be followed by an opportunity for direct one to one meetings with the Chinese VM's.

This event will then be followed by a Low Carbon Workshop with the Chinese VM's on March 12 and once again it will offer UK companies a direct opportunity for one to one meetings with the Chinese VM's.

Full details of both programmes are currently being developed and will be available in late January.

If you would like to book your place to attend either of these events then please contact Les Parfitt on lparfitt@smt.co.uk or tel 020 7344 9233 to register your interest.

Ghana - 13th International Trade Fair - 26 February - 16 March 2009

This exhibition will cover a wide range of sectors, and related events will be organised during the period. The exhibition is being organised by the Ghana Trade Fair Co. Ltd. in conjunction with the Ministry of Trade, Industry, PSD & PSI. UK companies are being offered the opportunity to display their product literature at the UKTI stand, or have their own exhibition space along with UKTI.

Venue

The Ghana International Trade Fair Centre, La, Accra, Ghana.

Contact

Peter Thompson, British High Commission, Accra, Osu Link, Off Abdul Gamel Nasser Avenue, P O Box 296, Accra, Ghana

Telephone: +233-(0)21-213-249

Email: peter.thompson@fco.gov.uk

Motortec, Madrid 10-14 March 2009

This is Spain's International Exhibition for equipment and components for vehicles. There were 1800 participating companies in 2007, from 24 countries and although 33% of the visitors were 'garage' related, the exhibitors were distributed thus:

- **Spare parts and accessories – 58.4%**
- **Work shop and garage equipment – 24.3%**
- **Automotive technology and services – 8.4%**
- **Industrial vehicle components – 3%**
- **Car audio – 2.5%**

UK companies who exhibit there include:

Asnu, Auto Suppliers, Autodata, Car Brite, Clean Air Technology, Cooper Avon Tyres, European Exhaust & Catalyst, Exedy Clutch Europe, Rolling Components, Unitruck

Those interested in Motortec 2009 should contact Anita Wegner on anita@itsluk.com. SMMT members will receive a discount for exhibiting there next year.

NEW SMMT Report "Mexico's Automotive Industry"

SMMT's report on Mexico's automotive industry, has now been published, and is available, free of charge, to SMMT members.

Based on some 30 face-to-face interviews with key contacts in the local industry, government and trade bodies, and supplemented by extensive desk research, the report offers a uniquely "Mexican" perspective on an industry that has grown 250% in just 12 years, now accounts for 18% of the country's total GDP and places **Mexico amongst the top dozen global auto producing nations**.

In addition to detailed commentaries on the vehicle and component sectors, the 60 page report also contains chapters on general economic conditions, international relations, investment patterns, logistics and infrastructure, and business opportunities.

To obtain your free copy (for members, £50.00 for non-members), please contact Pat Shaw on 020 7344 9260, email pshaw@smmt.co.uk

SMMT is planning to commission a Design Engineering investigation and report in Latin America, mainly Mexico, Brazil and Argentina. Those wishing to be a stakeholder in this report and receive the report 6 months prior to general release, should contact Russell Murty on 020 7344 9229, email rmurty@smmt.co.uk.

Automechanika – Moscow 3-5 March 09

This UK Pavilion is sold out, but those companies that are late to make up their minds may get last minute space by contacting rmurty@smtt.co.uk



Mission to Russia 23 March 2009

UK East Midlands region is planning a cross sector mission to Russia in 23 March 2009. They are also hosting a Russia information event on 26 February. For more information please contact [Tim Jelley on 07825 344492](tel:07825344492) or email tim.jelley@uktiem.co.uk

Russian Automotive Newsletter

A monthly newsletter of developments in the auto and auto components markets is now available from UKTI. For further information please contact Svetlana Sirotkina, Senior Trade & Investment Officer, British Embassy, Moscow, Russia. E-mail: Antonina Firsova, Trade & Investment Officer, British Embassy, Moscow, Russia. E-mail: antonina.firsova@fco.gov.uk Tel: +7 495 956 7452.

Advanced Engineering Seminar in Russia 2 -3 February 2009

The event will give you the opportunity to promote your company and to network with international and local companies' representatives from a variety of senior- level positions. This is just what UKTI in conjunction with the MTA and SBAC is offering in Russia in February 2009.

Monday 2 February

Delegates Travel to Moscow

Tuesday 3 February

09:30 Registration for joint Design Engineering and Cradle to Grave Engineering Support Seminar

10:00 Welcome by UKTI, MTA

10:15 Cradle to Grave Engineering Support Seminar to consist 3 UK company presentations and Q&A Session

11:45 Design Engineering Seminar to consist 2 UK company presentations and Q&A Session

13:00 Networking Lunch

14:00 End of event

For further information please contact:

Svetlana Sirotkina

Senior Trade and Investment Adviser
British Embassy 10 Smolenskaya
naberezhnaya, 121099 Moscow
Tel.: +7 (495) 956 7459
Fax: +7 (495) 956 7480
E-mail: Svetlana.Sirotkina@fco.gov.uk

The International Motorsports Festival 2009

Abu Dhabi National Exhibition Centre
9th – 11th April 09



IMF 09 will include the following visitor attractions:

- Motoring Theatre
- **Karting Competitions**
- Environment Karting Competition
- **Hall of Fame**
- 4 x 4 Obstacle Course
- **Trial Bikes**
- Motorsports Museum
- **The Parade**
- Youth Education Day
- **VIP and Celebrities Gala Dinner**
- Interactive Games and Competitions
- **Music and Entertainment**
- Celebrity Press Conference Stage

The aim of the International Motorsports Festival is to promote the excitement of motorsports to a new audience. It will also generate more interest, more spectators and more jobs for Abu Dhabi. It is an all encompassing event which is set to promote every facet of Motorsports, developing, nurturing and driving the industry forward. Hosted in Partnership with Etihad Airways Formula One Abu Dhabi Grand Prix and YAS MARINA CIRCUIT, the festival is the only dedicated motorsports exhibition in the region and will showcase the very best racing and performance cars, open wheel racing cars, classic cars, and accessories. The perfect opportunity for your business to exhibit, sponsor and develop. It is about excitement, interaction and live action.



The Festival is to be held in the state of the art Abu Dhabi National Exhibition Centre (ADNEC), the most modern and flexible purpose built exhibition and convention facility in the Middle East.

Conveniently located for both the international airport and the city centre, it is a new economic engine among the pillars of Abu Dhabi's buoyant growth. It comprises of 57,000 m² interconnecting hall space, parking for more than 6,500 vehicles, areas for features and demonstrations, 7,500 m² high specification multi-purpose hall for conferences and events. The exhibition is taking place in halls 8-12.

If you would like additional information, or to participate in the International Motorsports Festival, please contact either the event organisers. (Details below) or your local trade advisor.

Ryan Trutch
Sales Manager
Turret Middle East
Tel: 0971 050 644 8697
Fax: 0971 02 444 3987
Email: r.trutch@turretme.com

Maria Gedeon
Marketing & Sponsorship Manager
Turret Middle East
Tel: 0971 02 406 4253
Fax: 0971 02 444 3987
Email: m.gedeon@turretme.com

INTERMAT TRADE SHOW

Construction Equipment Association (CEA) will be taking a group of UK businesses to Intermat with UK Trade & Investment (UKTI) support via the Tradeshow Access Programme (TAP).

INTERMAT is one of the world's three biggest trade shows, brings together the major players in the construction materials-production industry. One special feature that makes this event unique is that it is the only one to offer an outside demonstration area of 30,000 sq.m, on which exhibitors' machines perform in a gigantic open-air construction area!

A total surface area of **180,000** sq.m, including **30 000** sq.m of outside demonstration areas. That's **7%** more than the previous exhibition in 2003! **1 320** companies from **43** countries **64%** exhibitors from outside France. **209 032** visitors from **127** countries. That's **16%** more than in 2003! **45%** of visitors are from outside France

Venue Details

Nord Villepinte Exhibition Centre - France

Further Information

Attendance at this event via the Tradeshow Access Programme offers **significant** benefits:

- Opens up possibilities for business opportunities both at the show and in the future
- A chance to assess new markets and develop useful contacts
- Grants may be available if you meet the criteria
- UKTI staff overseas may be available to assist exhibitors

Applications for support need to be submitted to CEA **no later than 8 weeks** prior to the event start date. CEA administers your application, liaising with your local International Trade Adviser and submits it to UKTI.

CEA are also recruiting for the following:-

CEA Bounce Back Conference - (25 March) London
Join the British Groups at: Intermat (20-25 April 2009) Paris. BICES 3-6 November 2009) Beijing. Excon (25-29 November 2009) Bangalore. Bauma (19-25 April 2010) Munich. Conexpo (22-26 March 2011) Las Vegas. Meet the Buyer Seminars in India and China - November / December 2009.

Contact: Joanna Oliver

Director of Global Programmes, Construction Equipment Association, Airport House, Purley Way, Croydon, CR0 0XZ United Kingdom, Tel: +44 (0)208 2534502, Fax: +44 (0)208 2534510 e-mail:

joanna@aslnorth.co.uk www.coneq.org.uk

Meet with Jonathan Clare on the 2nd February 2009 - Automotive Industry in Mexico.

Mexico is the tenth largest automotive producer in the world and Mexico exports to the USA in 2006 totalled US\$14.8 billion. With this exciting country producing increasing automotive opportunities daily, it is certainly worth seeking some expert advice.

Jonathan is the sector lead in Mexico for automotive, aerospace and engineering in Monterrey, Mexico. This is your chance to meet and discuss opportunities for your automotive engineering business in the Mexican market. To book an appointment please email

liannedavies@advantagem.co.uk

UK Advanced Engineering 09

Developing Partnerships in Innovation for Global Growth

3rd – 4th February 2009: Low Carbon Vehicles - **RBS Williams Conference Centre, RBS Williams F1 Conference Centre Grove Oxfordshire , OX12 0DQ**

Day 1

This day of the event is by invitation only. If you would like to be considered for an invitation please e-mail Fergus@btob.co.uk.

The first day will focus on Low Carbon Vehicles and an invited audience of UK and Indian businesses will share expertise, explain the latest industry innovations and create an invaluable networking forum. Leading industry figures will give presentations and lead cutting edge discussions. The speakers will include:

- Chairman: Robert Evans, Chief Executive Officer, Cenex
- Professor Julia King, Vice-Chancellor of Aston University
- Professor Neville Jackson, Group Technology Director, Ricardo plc
- Hugh Blaxill, Chief Engineer (Research & Development), MAHLE Powertrain Ltd
- Chris Walsh, Technical Specialist, Cenex
- A Senior UK Government speaker

Networking Dinner

3rd February 2009, Milton Hill House Hotel

This formal dinner will include a keynote speech from Iain Gray, Chief Executive of the Technology Strategy Board.

Additionally we are delighted to announce that the after dinner speech will be given by Patrick Head, Engineering Director, Williams F1.

Day 2

The second day of the event will bring together advanced engineering businesses from across the globe with an interest in low-carbon, advanced materials, advanced manufacturing and sensors and instrumentation. The day will include plenary addresses, interactive workshops and brokered one-to-one meetings. The sessions will be lead by the following individuals and companies:

- David Bott, Director of Innovation Programmes, Technology Strategy Board
- Sam Beale, Chief Engineer for R&T, Rolls Royce
- Cenex the UK's first Centre of Excellence for low carbon and fuel cell technologies
- Sensors & Instrumentation Knowledge Transfer Network
- Dr Faye Smith, UK Trade and Investment

For further details on UK Advanced Engineering 09 please e-mail Fergus@btob.co.uk

Rematec – 8-9 June 2009

Calling all Remanufacturing Companies in Automotive, Aerospace or Marine Engineering.

SMMT has space at this year's remanufacturing show in Amsterdam. Space can be bought in two ways.

1. Shell scheme – individual 3x3, 6x3, 6x6 booth (with a UK theme)
2. Information counter within a communal UK area.

SMMT intends to have a hospitality/meeting area for all UK participants.

Rematec is now the largest remanufacturing show in Europe and although predominately Automotive, offers opportunities for UK companies in the Aerospace, marine, and engineering sectors.

The UK was the largest exhibiting nation in 2007, and those exhibiting in 2009 are invited to contact SMMT to be included in the pre-show Rematec Magazine UK, advertising campaign.

Rematec is now recognised as an important event by UKTI who are offering support grants for exhibiting, eligible SME's who exhibit through SMMT

For more info contact Russell Murty on 020 7344 9229, rmurty@smmt.co.uk

Russell Murty

Manager

International Department

The Society of Motor Manufacturers & Traders Limited

Tel: +44(0)20 7344 9229 Mob: +44(0)7809 522183 Fax: +44(0)20 7344 1675

Web: <http://www.smmt.co.uk>

Secure New Trading Opportunities - The Balkans



25th March 2009 West Bromwich Albion Football Club, B71 4LG
A FREE event to help West Midlands' companies to discover more about the wide range of business opportunities in Serbia, Croatia, Bosnia and Herzegovina and Slovenia

Nick Groves - Head of Trade & Investment, British Embassy, Belgrade

Helen Tanner - Head of Trade & Investment, British Embassy, Zagreb

Alma Kadunic - Trade & Investment Manager, British Embassy, Sarajevo

Nina Luznar - International Trade Advisor, British Embassy, Ljubljana

Sue Mortimer - Head of Commercial Section, UK Permanent Representation to Brussels

09:00am Registration and coffee

09:30am Welcome and introduction

09:40am Serbia - Waking up to Europe, Nick Groves, British Embassy, Belgrade

10:10am Croatia - The Tale of an Olive Tree, Helen Tanner, British Embassy, Zagreb

10:40am Bosnia Herzegovina - Open for business, Alma Kadunic, British Embassy, Sarajevo

11:10am Coffee break and networking opportunities

11:40am Slovenia - Seize the Opportunities, Nina Luznar, British Embassy, Slovenia

12:10pm Opportunities through EU Funded Projects, Sue Mortimer, UK Rep to Brussels

If you would like to attend this free event, please contact: Enterprise Europe Network 0121 455 0268 or email a.hawkins@birminghamchamber.org.uk.

If you have any questions about exporting or UK Trade & Investment services, please contact your local International Trade Advisor:

Area	Advisor	Telephone
Birmingham & Solihull:	Jane Matty	0121 450 4205
Staffordshire	Wendy Hall	01782 224 408
Black Country:	Paul Keeling	01384 360 444
Coventry & Warwickshire:	Malcolm Vaughan	02476 654 274
Shropshire	Peter Williams	07889 075 758
Hereford, Worcs:	Nick Corley	0845 641 1512

If you would like to stop receiving this newsletter please reply to this email with 'Remove' in the subject line.