

March, 2009

### Contents

1. SPX-CQ Participated in Turkey MOTOSHOW 2009
2. Organization of Delegation Visit to Subcon 2009 in UK
3. US Terex Corporation Visited SPX-CQ's Office
4. RFQs

### 1. SPX-CQ Participated in Turkey MOTOSHOW 2009



#### a) Fair Background

Turkey Motorcycle, Motorcycle Accessories and Equipment Trade Fair (MOTOSHOW 2009), a motorcycle show with great influence in Turkey, is sponsored by Ares Fair

Organization. MOTOSHOW 2009 was held on March 19<sup>th</sup>-22<sup>nd</sup>, 2009, in CNR Expo, Istanbul, Turkey. The exhibits cover motorcycles, motorcycle parts and components, motorcycle repairing and maintaining equipment, tyres, helmets, audio system, processing products, batteries, ornaments, electronic and mechanical system, engines, tools, paints, security system, racing clothing and etc..

#### b) Aim of Participation

By participating in this overseas fair, SPX-CQ promotes its service and products, as well as Chinese manufacturers of motorcycle parts and components as an industrial cluster.

#### c) Fair Profile

The fair focuses on the sale of motorcycles, motorcycle parts and components, clothing, and ornaments. Many world well-known motorcycle manufacturers such as Harley-Davidson, KTM, Ducati, Piaggio, Kawasaki, Suzuki, Honda, and SYM and Turkish manufacturers of motorcycles and bikes participated in the fair.

#### d) The Situation of SPX-CQ's Participation and Visits to the Buyers

The booth of SPX-CQ in the fair includes two parts: one for promoting SPX-CQ with the posters of SPX-CQ and its Supplier Database, and The 8th



China International Motorcycle Trade Exhibition which will be held in September, Chongqing; and another for displaying 11 local suppliers' sample products, such as sprockets, crank shafts, gear rings, mufflers, oil seals, pedals, brake discs, engine mounts, clutches, clutch discs, separator shoes, strap wheels and etc.

During the fair, SPX-CQ staff delivered the brochures of SPX-CQ and its service to all exhibitors, and communicated in details with well-known motorcycle enterprises such as KANUNI, RAMZEY, YUKI, SCANLO, SYM.

#### e) Visits to Important Turkish Institutions



During the fair, SPX-CQ staff also visited important Turkish Institutions, including The Istanbul Chamber of Commerce, Turkish SPX Center, and Istanbul Chamber of Industry. All inst-

itutions expressed their wish to cooperate with SPX-CQ to help Turkish enterprise develop their business in China.

#### f) Buyers Development and RFQs

By participating in the fair, SPX-CQ set up contact with over 100 Turkish enterprises and got 11 RFQs. SPX-CQ now is looking for suppliers for these RFQs regarding sprockets, brake discs, plastic parts and die casting parts and etc, of which some are parts and components for high-emission Motorcycles. The enterprises with such production capability are welcome to contact with SPX-CQ for details.

### 2. Organization of Delegation Visit to Subcon 2009 in UK

With the aim of developing machinery and electric industry of Chongqing, and assisting enterprises in expanding European market, Chongqing Foreign Trade and Economic Relations Commission decided to organize Chongqing mechanical and electronic enterprises to participate in The International Subcontracting Manufacturing Show (Subcon 2009) which will be held on June 9-11, 2009 in Birmingham, UK. Subcon 2009 has been successfully running for 18 times already. It is one of the most important subcontracting fairs all over the world. Up to now 8 people from 5 enterprises confirmed their Participation and 5 standard booths are booked already.

Under the guidance of the work procedure of SPX-CQ, SPX-CQ has contacted local industrial insti-

tutions and enterprises in UK for organizing Chinese enterprises' visit to UK institutions and enterprises and arranging match-making meetings for exhibitors according to their requirement during the fair.

### 3. US Terex Corporation Visited SPX-CQ's Office

Terex Corporation is the 3rd leading manufacturer of construction machinery in the world. Terex markets more than 50 diverse and well-respected brands, which cover a broad range of equipment for the construction, infrastructure, quarrying, recycling, surface mining, shipping, transportation, refining, utility, and maintenance industries. The Corporation consists of five departments: aerial working platform, construction machinery, crane equipment, material handling and mining equipment, road building and public utility and other products. In 2007, Terex Corporation achieved the net sales of US \$ 9.2 billion. The products of Terex are made in the factories in North America, Europe, Australia, Asia and South America and distributed to all over the world. At the present, the manufacturing bases of Terex are all around in North America, South America, Europe and Asia-Pacific Region.

In the meeting, both SPX-CQ and Terex expressed their sincere wish for cooperation. Terex hoped to get much assistance from SPX-CQ for their market survey and purchasing. 5 RFQs were delivered to SPX-CQ for recommendation of suppliers.

### 4. RFQs

Company Name	Country	Purchasing Products	Details
Terex Corporation	US	Steel Casting, Rain Wiper	Terex markets more than 50 diverse and well-respected brands, which cover a broad range of equipment for the construction, infrastructure, quarrying, recycling, surface mining, shipping, transportation, refining, utility, and maintenance industries. The corporation consists of five departments: aerial working platform, construction machinery, crane equipment, material handling and mining equipment, road building and public utility and other products. In 2007, Terex Corporation achieved the net sales of US\$9.2 billion.
ITEMA Weaving Machinery(China) Co., Ltd	Italy	Gears, Bevel Gears, Briquetting, Roller Contrast, Outtrigger	ITEMA Weaving Machinery (China) Co.,Ltd is one of the 11 global subsidiaries of ITEMA Group, which specializes in the business of weaving, knitting, spinning, and electronics. In March, 2009, ITEMA Weaving Machinery (China)Co.,Ltd established its outsourcing office in Chongqing, China.

Company Name	Country	Purchasing Products	Details
Pan-Pacific Castings	US	Airbrake Crimp Fitting, Safety Valve Nozzle, Swivel Flange, Pipe Clamp Base, Degree Elbow, Socket Weld Tee, Shaft Support, F-Yoke, E-Yoke	Pan-Pacific Castings (US) focuses on outsourcing and engineering service, and they supply OEM parts to many leading companies in the US transportation industries, and currently purchase multi-million USD in castings, forgings, and plastic and rubber parts from China every year.
Kuralkan Group	Turkey	Sprocket, Rear Main Shaft, Clutch, Oil Seal, Piston, Pedal, Brake Connecting Rod and etc..	Turkey Kuralkan Group which is established in 1950, produced and exported the motorcycle of "Kanuni" brand since 1995. At the present, Kanuni's factory in Istanbul produces 1000 motorcycles every day with the area of 50 thousand Sqm and the employees of over 500.
TARAS Tasit Araclari Tic. Company	Turkey	Sprocket, Brake Discs	Turkey TARAS Tasit Araclari Tic. Company established in 1972, is a trade company focusing on the distribution of motorcycle and bike parts and components.
Turanoglu Motor Company	Turkey	Muffler, Sprocket, Cam Shaft	Turkey Turanoglu Motor Company is a trade company focusing on the distribution of motorcycle and bike parts and components.
Cetin Motor Company	Turkey	Engine parts and components of GS motorcycles	Turkey Cetin Motor Company established in 1987, is specializing in the maintenance and refitting of engines of automobiles, trucks, light and heavy commercial vehicles, motorcycles, agricultural machineries, ships and generators.
Universal Trade Company	Luxemburg	Traffic Cone, Flexible Pole	Universal Trade is a trade company in Luxemburg with the subsidiary in Turkey, which sells repairing tools of motorcycles as the representative of Spanish enterprises. It also could purchase on behalf of others European company.
Motoparca.com	Turkey	Chain, Sprocket, Disc Brake, and Pedal for motorcycle of 600cc and 1000cc	Motoparca.com is a sale website about motorcycle parts and components, and it provides motorcycle parts and components of all kinds of brands and types.
Asia Solution Corporation	Germany	The mould for Living Box	Asia Solution Corporation is a Germany based consulting company. It focuses on providing the service of engineering, recruiting, management, consulting and outsourcing for the SMEs in the field of plastic processing.

