

AUTOMOTIVE CLUSTER BULGARIA

NEWSLETTER



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Dr. Till W. Truckenmüller

FOREWORD

Dear members and partners,

On July 9, 2012 the Automotive Cluster Bulgaria (ACB) was founded by 8 companies. Today we are proud to support 32 members which employ about 15,000 people in Bulgaria. The successful work for the last 3 years is demonstrated by the fact that today the government positions the automotive industry as the most important industry sector together with ICT. The automotive industry is the fastest growing industry sector in Bulgaria. All our members could increase their turnover and the number of employees and all companies in the branch will invest. To keep this strong growth the huge challenge of recruiting experienced managers and experts from abroad will evolve into a success factor number 1. To give adequate answers to this challenge this year ACB has set up a platform, offering more training possibilities for the members and strengthening the HR competences. ACB also pushes for an initiative to improve the labour market, e.g. developing dual education courses in the segment of electronics and software engineering or establishing better cooperation with universities. ACB is also a partner in the Round Table Plovdiv initiative – the objective is to improve the environment of the labour market and win more experienced Bulgarians from abroad. Till now more than 15 companies showed a strong interest to participate in this initiative.

To give you more information about the activities of the members and of the ACB we decided to develop a newswire which should appear every 2 months.

Please help us report on the latest news by sending us important activities of your company or news important for the automotive industry in Bulgaria.

I hope you enjoy this first newsletter.

Best regards,

Dr. Till W. Truckenmüller

President

NEW MEMBERS



global partnership together with the high-level customers' requirements led to the rent of an additional modern logistic center for performing the daily activities.

cargo-partner EOOD is part of the Austrian logistics company with the same name and it has been developing its activities on the Bulgarian market since 2003. Since then the organization constantly increases its market share and offers secure solutions for all modes of transport, storage and distribution. In the logistics sector cargo-partner EOOD has one of the most stable growths in the region for the last years: minimum 32 % for each of the past 5 five years. There is also a constant increase in the number of employees – an average of 24 % for the period 2011-2015. The business model offering tailor made solutions and



COMFORT IN MOTION

Behr-Hella Thermocontrol GmbH (BHTC), founded in 1999 in Germany, is among the world's leading companies for climate control units and thermoregulation in the automotive industry. The company portfolio ranges from manual control panels to fully automated four-zone climate control systems. BHTC covers the entire process from product design to production of the integrated climate control system. In this process BHTC combines various fields of expertise: from software, electronics and mechanics to all technologies necessary for the development and production of existing and future operating and display elements.

BHTC customers include: Audi, Behr, Bentley, BMW, Bugatti, Chrysler, DAF, Daimler, Daimler Commercial Vehicles, FAW-VW, Ford, Freightliner, GM, Lamborghini, Mack, Mahindra & Mahindra, Mahindra Renault, MAN, Mini, Navistar, Nissan, Paccar, Porsche, PSA, Renault, Renault Samsung, Renault Truck, SAIC, Seat, Skoda, Smart, Subros, S-GM, S-VW, Tata, Volkswagen, Volkswagen Commercial Vehicles, Volvo, Volvo Trucks.

NEWS FROM OUR MEMBERS

BHTC opened a car air conditioning production plant in Bozhurishte

On 20 May 2015 the leading manufacturer of air conditioning systems for the automotive industry Behr-Hella Thermocontrol (BHTC) opened its first plant in Bulgaria. The official guests at the grand opening included the President of the Republic of Bulgaria Mr. Rosen Plevneliev, the Ambassador of the Federal Republic of Germany H.E. Detlef Lingeman, the Minister of Economy Mr. Bojidar Loukarsky, the Mayor of Bozhurishte Municipality Mr. Asparuh Asparuhov, other representatives of the government and local authorities.



BHTC GmbH was represented by the Managing Directors Thomas Schulte and Dr. Andreas Teuner as well as Martin Nyland, General Manager of BHTC in Bulgaria.

The German company came to Bulgaria in 2013 with major investment plans to build an enterprise and a development center for the production of car air conditioning system panels. The built-up facility, which construction took almost a year, is worth about BGN 43.5 mln. It includes two buildings – a production hall of 7,500 sq m and offices of 2,200 sq m and employs over 120 people. This is the first plant in the Economic Zone Sofia – Bozhurishte which infrastructure was developed several months ago.



It is expected that the development of BHTC will lead to the expansion of the local facility. The area of the buildings will be expanded in two stages in the next 3 to 5 years. Additional production premises of 5,000 sq m will be constructed. Thus the investment of the German giant is likely to reach BGN 200 mln hiring further 500 employees over the next five years.



Standard Profil Group invests BGN 20 mln in Stara Zagora

Standard Profil Group opened a new plant for production of automotive seals in the town of Stara Zagora. A concept for hybrid encapsulation of automotive seals will be realized in the new production facility of the company.

The investment in the plant, equipped with the best technologies, amounts to EUR 10.5 mln. The modern plant has an area of 10.3 thousand sq m. At present the number of employees of Standard Profil in Stara Zagora is 1,050. A gradual increase of their number is planned to happen by the end of 2016. The fixed number is 1,500.

The new production facility will produce seals for Opel Astra, the newest model of General Motors. Major customers of the company are car giants, such as Volkswagen, Fiat, Renault and Daimler.



ACB members' meeting at the Sensata plant in Botevgrad



Sensata Technologies, a leader in the field of sensors and member of the Automotive Cluster Bulgaria (ACB), hosted the cluster's first annual meeting. The event was held on May 21, 2015 at the Sensata plant in Botevgrad, Industrial zone Microelectronica.

The meeting was opened by Dr. Truckenmüller, President of the Automotive Cluster Bulgaria, and continued with a presentation of Sensata Technologies by Zdravko Tsatsov, Operations Manager of the new plant in Plovdiv. The company will employ more than 1,500 highly qualified employees in Bulgaria over the next few years.

Schenker presented intermodal transport solutions, while Prof. Todorov, Technical University of Sofia, gave a presentation titled "A success story of cooperation with the automotive industry abroad."

A team of entrepreneurial students from the Technical University of Sofia presented their project on building the first student formula race car.

The participants had the opportunity to visit the Sensata plant in Botevgrad and got acquainted with the entire process of temperature sensor manufacturing during a one-hour tour organized by representatives of the company.

Round Table Plovdiv

IMACOS Truckenmueller & Company, in cooperation with the Automotive Cluster Bulgaria (ACB), organized a Round Table Plovdiv initiative, sponsored by ABB, which was launched on June 17, 2015 in Expo Hotel Plovdiv. The follow up, with the kind hospitality of Liebherr, was on July 7, 2015. 18 CEOs and HR managers from 14 companies attended the two meetings.

Up to now the initiative is supported by the following companies and organizations: ABB, Liebherr, Sensata Technologies, Visteon Electronics, MAGNA Powertrain, Standard Profil, Schneider Electric, SMC, EVN Bulgaria, Dunapack Rodina, Kemmler Electronic, Sienit, Mecalit Bulgaria, Haycad Infotech, Hill International.

The main objective of the initiative is implementation of concerted actions to improve the labour market in the region of Plovdiv and in Bulgaria in general. Topics discussed:

- Short-term aspects like recruiting managers and experts from abroad as well as long-term aspects like improvement of the educational system should be considered.
- Attractive packages to win people who live abroad as well as concerted actions to improve the environment for the people to stay in the region should be developed.

- Concerted actions for personnel search, including the organization of on-site Career Days for Bulgarians (and other nationalities) living abroad aiming to attract them back to the country.

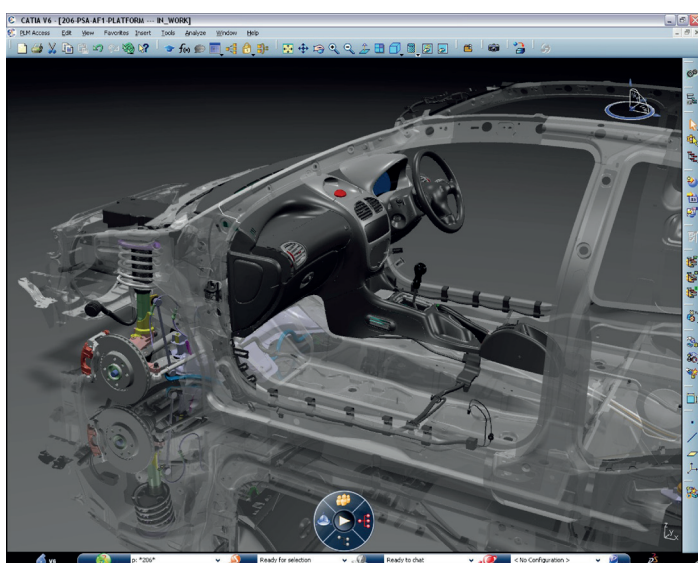
A new format of career days has to be developed to be more successful in winning people from abroad. What is different from the existing activities:

1. The initiative is a concerted action of leading international companies as well as small companies and not an initiative of an association or a HR company.
2. We would like to attract students as well as experienced managers and experts. To come into contact with these groups we will use the network of age-groups of managers and experts abroad, the networks of embassies, general and honorary consulates, the intranets of the members of the Round Table Plovdiv, the networks of the Bulgarian students in the European countries etc.
3. To professionalize the activity and to establish continuous communication with interested applicants we will set up and manage a special webpage
4. The first recruitment day should be organized in November 2015 in Baden-Württemberg.

The next meeting of the Round Table Plovdiv will be on August 13, 2015. The topic to be discussed in detail will be the execution of the first recruitment day, e.g. what effort arises for the companies, what budget we need to organize the recruitment day, what is necessary to prepare (e.g. packages to offer to the applicants, presentation of the companies on the webpage, description of the jobs offered).

We also invite all interested companies which are not based in Plovdiv and want to participate in this initiative.

Haycad Infotech announced the launch of its traditional Summer Engineering Academy for CAD / CAM designers and manufacturing engineers



One of the members of the Automotive Cluster Bulgaria which is among the leading automotive engineering companies in Bulgaria – Haycad Infotech announced the launch of its traditional Summer Engineering Academy for CAD / CAM designers and manufacturing engineers. This year the trainings are intended for the acquisition of skills in one of the most popular platforms for Virtual 3D Design – CATIA.

The company organizes a CATIA basic course for beginners which will be held in Sofia, Plovdiv and Varna. The course is full-time, within 5 working days, a total of 40 hours. The aims of the CATIA Basic course are to give the necessary knowledge and initial skills to use CATIA and is

intended for designers of mechanical parts and covers all basic workbenches of CATIA. Upon successful course completion a certificate is issued for the acquired knowledge and skills.

Especially for those who cannot take advantage of the invitation for a course, Haycad Infotech offers some new opportunities:

- CATIA Basic Online – online training for beginners
- CATIA evening training for beginners. The CATIA evening training for beginners starts in August and is aimed to respond to the needs of engineers who cannot be separated from their duties during the day. It starts on the August 17 and will be held each weekday within two weeks from 18 to 20 hours in Plovdiv. It is planned to enlarge this training type also to other cities in the future.

The company offers large discounts for group bookings for all offered trainings and special discounts for students.

To register for one of the trainings please use the registration form under: <http://haycad-infotech.bg/front/education.php>

Haycad Infotech will hold a course “Injection molding design – design, technology and production” from 17 to August 21 in Balchik



The 5-day training is aimed for designers, tooling designers and manufacturing engineers working in manufacturing plants producing plastic parts. The main topics will be: advanced polymeric materials, basic design of tooling, CAD / CAM / CAE systems design and simulation technologies for injection molding design, project management and bidding of injection molding tools.

“The trainers have many years of experience in technology and processes in the production of plastic products and in the design of plastic parts and injection molds. Many modern trends in materials, technology, equipment and refitted plastic and tooling will be subjected in the training”, informed Haycad Infotech.

For more information contact directly our team at: +359 879 530801 or per email at: contact@haycad-infotech.bg

HR INITIATIVES

ACB opened a training center

In February 2015 the Automotive Cluster Bulgaria, in cooperation with FESTO Didactic and SMC, opened a training center offering courses on a professional level and at attractive prices. The objective of the training center is to offer industry-oriented trainings and enable creation of groups for closely specialized trainings mainly in the technical field.

The trainings are in 3 directions:

- Soft skills;
- Methodologies (FMEA, Lean manufacturing, etc.);
- Technical competences (hydraulics, pneumatics, etc.).

ACB organizes the following activities:

Open trainings:

- REFA which is running at the moment.
- LEAN manufacturing which is planned for August 4-5, 2015. There are still 3 places available.

Company trainings upon request:

- An Energy Saving in Compressed Air Systems training which will take place until the end of August 2015.
- A Statistical Methods for Quality Control/ Statistical process control (SPC) training will be held at the end of August 2015.

Contact person: Plamen Stoev, mobile: +359 877 444 532

ACB plans to launch dual education projects

On May 26, 2015 was held the second HR Group meeting of the Automotive Cluster Bulgaria (ACB) for the current year.

The topic of the meeting was about the dual education pilot projects in Bulgaria. The Swiss, Austrian and

German models were presented. The presentations included information on pilot professions, schools, locations and conditions for participation. During the discussion it came out that the ACB members can unite around several key professions and initiate that these be included in the dual education projects through the cluster, following the required steps of the process.

At present ACB identifies the key professions and schools which are of interest to the members, so that classes of students for the automotive industry can be created.

PROJECTS

ACB is a partner in a SAAI project - Synergies between the Automotive and Aerospace Industries

In April 2015 ACB was involved in developing a concept note in a call for proposals “INNOSUP-1-2015” Horizon 2020 program - “Cluster facilitated projects for new industrial chains”.

The Consortium in this project consists of 9 partners from 6 countries: Italy – University of Bologna (Coordinator), Emilia Romagna Aerospace Cluster IR4I; Austria - ACStyria; Bulgaria – ACB; Germany – BavAIRia, Fraunhofer IPA; Netherlands – Netherland Aerospace Group; Slovenia – Toolmakers Cluster of Slovenia, Automotive Cluster of Slovenia.

The project aims at creating new value chains through a cross-sectorial collaboration between the European industries in the automotive and aerospace sectors with a strategic vision and towards a systematic approach that values the individual characteristics of the various subjects collaborating in the projects, encouraging the diffusion of innovation and knowledge from which the society can benefit. In August 2015 the Executive Agency for Small and Medium Enterprises at the European Commission is about to announce the results and list the projects that go to Phase 2.

More information about the program could be found at <http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/2350-innosup-1-2015.html>.

ACB is a partner in a COLOM2 project - Innovative Supply Chains through the Convergence of Manufacturing, Logistics and Mobile Industries

In April 2015 ACB was involved in developing a concept note in a call for proposals “INNOSUP-1-2015” Horizon 2020 program - “Cluster facilitated projects for new industrial chains”. The Consortium in this project consists of 10 partners from 4 countries: Spain - Spanish Natural Stone Cluster and Technology Center, Agrofood Cluster and Technology Center of the Region of Murcia, European Center for Enterprises and Innovation of Murcia; Italy - Rete Focus SMEs consortium, Logistics and Automation Consulting srl, Technology Transfer and Innovation Agency; Bulgaria – ACB and Foundation Cluster of ICT of Bulgaria; Finland - Satakunta University of Applied Sciences, Satafood Development Association. The aim of this project is to contribute to a deep, efficient and consistent synergy between manufacturing, mobile and logistics sectors as a means to build new value chains. Internet of things (IoT), augmented reality (AR), Big Data, etc. are examples of potential fields for growth of new value chains. Another objective is to promote and facilitate the generation of new business and innovative value chains through cooperation among the three business sectors from four regions.

In August 2015 the Executive Agency for Small and Medium Enterprises at the European Commission is about to announce the results and list the projects that go to Phase 2.

More information about the program could be found at <http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/2350-innosup-1-2015.html>.

ACB participates as a partner in the project “Accelerate Innovation and Technology Cycles in the Automotive Industry in the Danube Region”

In July 2015 ACB was involved in developing the “Accelerate innovation and technology cycles in the automotive industry in the Danube region” project. The project is a result of the partnership between three clusters: Automotive Cluster Serbia (lead partner), Autocluster Croatia, Automotive Cluster Bulgaria and has been submitted to the Project Fund within the Danube Region Strategy.

Main objectives: to improve the cooperation between auto clusters in the Danube region through establishing MoU on innovation and technology development, elaboration of a communication platform – website and implementation of different meetings; to enhance the institutional capacity of the clusters in their role as catalysts of economic development and growth through a research on the clusters, OEMs,

Tier 1 and Tier 2 suppliers in their structures. The project duration is 7 months. Results from the evaluation of proposals are expected to be announced in October 2015.

More information about the Fund could be found at <http://www.danube-capacitycooperation.eu/pages/start-overview>.

OFFERS FROM OUR PARTNERS

Match4Industry Business Event, Automotive Supplier Industrial Park – Kocaeli, Turkey

Our partners from Enterprise Europe Network (EEN) sent us information about the fourth edition of the Match4Industry Business Matching Event that will be held on October 15-16, 2015 in the TOSB Automotive Supplier Industrial Park in Kocaeli, Turkey.

The Event is organized by ABIGEM East Marmara and the Kocaeli Chamber of Industry in close collaboration with Enterprise Europe Network – Luxembourg, the Chamber of Commerce of the Grand Duchy of Luxembourg and many other professional business support organizations from Europe, Turkey and beyond.

Match4Industry is a part of “Doing Business Onsite”, a unique concept in matchmaking events that has been organized in a special industrial zone. This concept has been envisaged by the organizers with the aim of facilitating successful negotiations by taking advantage of the infrastructure and business activities in an industrial zone. This provides a whole spectrum of value added business development services to better meet the globalization needs of companies.

Participation fee: 80 EUR per participant.

Deadline for registration: 30 September, 2015

Website for information and registration: <http://www.een-matchmaking.com/m4i2015/>

If you register for the event, please inform ACB, so that we can discuss with EEN a possible coverage of the accommodation costs!

CURRENT GRANT OPPORTUNITIES

BG05M9OP001-1.003 “New Workplace 2015”

The procedure aims to ensure the prerequisites for the creation of sustainable jobs for the unemployed and inactive persons. This objective will be achieved through a combination of measures to ensure appropriate training as well as in the workplace and providing various incentives for employers to create new jobs. The procedure will focus on the integration of some of the most vulnerable groups on the labour market.

The activities that will be funded include: hiring unemployed for up to 12 months (this activity is compulsory), vocational training and key competencies for foreign languages and digital competence of the hired persons, investments up to 30% for equipment, furnishing, IA and economic inventory related to the creation of new jobs. The total budget of the grant under the procedure is 40 million BGN.

Deadline for application: September 14, 2015

Source: http://ophrd.government.bg/view_doc.php/7088

In case you need assistance in developing your project proposal, please do not hesitate to contact the Automotive Cluster Bulgaria!

BG16RFOP002-2.001 “Improvement of the Production Capacity in SMEs”

This programme is addressed to micro, small and medium-sized enterprises in specific economic sectors, candidates must have completed three financial years (2012, 2013 and 2014) and generated net sales revenues according to the announced requirements. The activities to be financed include: purchase and commissioning (including delivery, installation and initial testing) of a plant, facilities and equipment representing fixed assets; purchase and commissioning of intangible assets.

There are three deadlines for application:

Until July 8, 2015 submission of proposals ONLY by candidates having a code of main economic activity in the low-tech and medium-low-tech industries sectors was acceptable.

September 8, 2015 is the deadline for submission of proposals ONLY by candidates having a code of main economic activity in high-tech and medium-high-tech industries sectors.

November 9, 2015 is the deadline for submission of proposals ONLY by candidates having a code of

main economic activity in knowledge-intensive business services sectors.

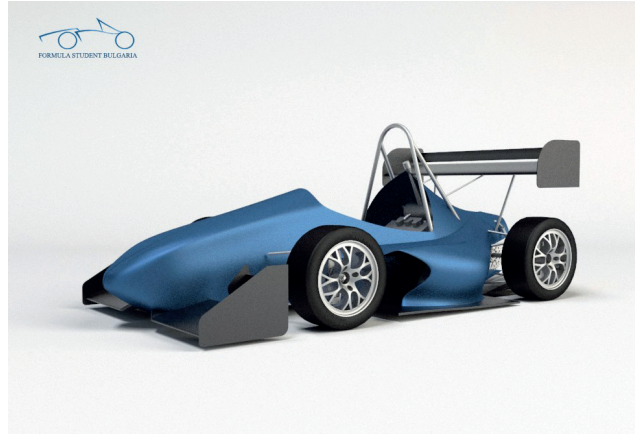
Source: http://www.opcompetitiveness.bg/module4.php?menu_id=361&id=127

In case you need assistance in developing your project proposal, please do not hesitate to contact the Automotive Cluster Bulgaria!

YOUNG INVENTORS

“Formula student” starts in Bulgaria

“Formula student” is the biggest world competition for engineering students. More than 450 teams participate every year. The goal of the competition is for the students to design and build their own formula racecar and compete on F1 tracks like Silverstone, Hockenheim, Catalunya etc. Their efforts and skills are evaluated by F1 judges and representatives. This is a great opportunity for the students to participate in a full scale project during their education and develop their engineering skills, teamwork, fulfilling deadlines, foreign language practicing, leadership and management skills, as well as have fun, study from the best world engineers and their experience and be in touch with the latest technologies and engineering techniques. The competition is an opportunity to create a relation between the students and the industry. On a large scale “Formula student” is supported by the biggest engineering companies.



The first Bulgarian team of successful and highly motivated students from the Technical University of Sofia was formed with the idea of making Bulgaria part of the competition. After a year of research and design work the first Bulgarian formula is ready to be built. For this stage to take place the team needs the support of reliable partners. The participating students are from the Faculty of Industrial Technology, the Machine-building faculty, The German Faculty, Faculty of Industrial Engineering in English, Faculty of Electronic, Faculty of Transportation and Faculty of Aviation. The project received the full support from the university’s management, professors and assistants.

You can offer your support to the first Bulgarian formula! Get in touch with the team, find out more about the project, the current stage of the project and the opportunities it provides for presentation and advertising.

MAGNA STEYR WILL MAKE CARS FOR JAGUAR LAND ROVER

The British plants are overwhelmed with orders. The successor to the Defender will be produced in Graz.



Jaguar Land Rover has signed a contract for the manufacturing at the Magna Steyr plant in Graz (Austria), the British company announced in an official press release. Among the models is the heir of the legendary Defender.

“The United Kingdom remains the main center of our design and manufacturing activities. However this partnership will complement our opportunities for further growth,” said CEO of JLR Ralf Speth.

In the last five years Jaguar Land Rover nearly doubled its sales to more than 462,000 cars, doubled the workforce to over 35 000 people and invested more than 10 billion pounds in new products. The three British plants in Bromwich, Halewood and Solihull were modernized and with increased capacity, which however, proved to be insufficient to increased orders. The new models include machines like Jaguar XE, Jaguar F-TYPE, Range Rover Evoque and Land Rover Discovery Sport, which sales exceed expectations. It will soon be joined by a family of heirs to the Defender.

Magna Steyr is a major European contractor for the production of niche models and modifications, with over 100 years of experience in the automotive industry. Currently the plant in Graz produces machines for Mercedes-Benz and Mini and in the past the company had cooperation with Jeep, Peugeot, and Aston Martin.

In recent years JLR strengthened its global expansion by opening plant in China, Brazil and India. In 2014 Jaguar Land Rover has sold 462,678 cars which is an increase of 9%. Of these, 81,570 are Jaguar and 381 108 Land Rover.

IS THE END OF MECHANICAL TRANSMISSIONS NEAR?

Automatic dual-clutch transmission cars are faster and provide lower fuel consumption and lower harmful CO2 emissions.

The sports department of BMW reported that mechanical transmissions will cease to be used in the future models. The BMW M's boss Frank van Meel revealed that most customers prefer automatic double-clutch transmission because it is faster and provides lower fuel consumption and lower harmful CO2 emissions. Manufacture will not cease completely because there are still customers who prefer a manual gearbox.



Frank van Meel also said that currently the power of 600 hp is the maximum that the M-model can offer. This means that the power in the next M5 and M6 models will not exceed this value.

ROAD OF PLASTIC?

The plastic will replace the asphalt and increase manifold the life and quality of the road.

VolkerWessels and KWS Infra teamed up to develop a plastic road. It is built to be environmentally friendly constructed from recycled plastic and having a cavity below the surface which allows the installation of pipelines and cables. The road will use pre-fabricated structures to be installed easily and quickly.

It is important to note that according to VolkerWessels the plastic road will be resistant to corrosion and large temperature differences (from -40 to 80 degrees). This means that these plastic roads will have a threefold longer life than the asphalt ones.



JAGUAR LAND ROVER CHOOSES BETWEEN POLAND AND SLOVAKIA FOR A NEW PLANT

The company opened a factory in China, next year it enters Brazil and in 2018 the US



Jaguar and Land Rover chooses between Poland and Slovakia for a new plant. The final decision is expected to be taken in the near future. The plan of JLR is that the new plant will produce 350,000 cars by 2019. If the facility is built in Poland, this will be the largest investment in the automotive industry for the country.

In October last year JLR opened a plant in China to manufacture 130,000 cars annually. Next year the company plans to open a plant in Brazil and currently it analyzes the possibility of producing cars in Mexico. In 2018 the carmaker is expected to build a plant also in the US.

HERE IS THE BULGARIAN SUPERCAR SIN R1

The first serial model is ready



The Sin Cars company publishes the first photos of its serial car. For several years the Bulgarian pilot Rosen Daskalov competes with the car in various GT championships and since 2015 there has been a Bulgarian team in the European series GT4. The serial model is created on the basis of the runway car. The car has many extras, focused on the client's wishes, safety and comfort, such as ABS, traction control, a new dashboard and ECU, new electrical installation with a power module, air conditioning, new interior design, including a new steering wheel with integrated functions, a new center console cus-

tom buttons, manually integrated iPad or similar 7-inch tablet with Android, sport seats Recaro, an ATC rear wing, a new exhaust system, etc.

Several presentations of the car will be made in Europe. At the moment the car is on the French Riviera and in September it will be presented at one of the world's biggest auto shows - IAA in Frankfurt.