

Highlights

India Pavilion at Automechanika South Africa 2009

EEPC INDIA is organising an India Pavilion at Automechanika South Africa 2009 to Johannesburg, South Africa from 18th - 21st March, 2009. Members are requested to register their participation within 27th February, 2009.

India Pavilion at Anuga FoodTec 2009

EEPC INDIA is organising an India Pavilion at Anuga FoodTec 2009, Cologne, Germany from 10th - 13th March, 2009. Members are requested to register their participation within 17th February, 2009.

India Pavilion at Interiors & Buildex 2009

EEPC INDIA is organising an India Pavilion at Interiors & Buildex 2009, Muscat, Oman from 16th - 18th March, 2009. Members are requested to register their participation within 20th February, 2009.

Catalogue Show at India Pavilion during TECMA Show 2009

Multi Product Trade Delegation to Russia, Kazakhstan and Ukraine

Multi Product Trade Delegation to Mexico, Colombia and Chile

Multi Product Trade Delegation to Japan, South Korea and Singapore/Malaysia

India Pavilion at St. Petersburg Technical Fair 2009

India Pavilion at Hannover Fair 2009, Hannover, Germany



Mr. S. J. Patil, Managing Director, Deutsche Messe addressing at the Hannover Fair 2009 Press Conference held on 05-02-2009 at New Delhi. On the dais (L to R) Mr. R. Maitra, Executive Director, EEPC INDIA, Mr. Wolfgang Pech, Senior Vice President, Deutsche Messe were present.

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Chairman's Pen

My dear fellow exporters,

On February 11, 2009, the Southern Region Annual Award Presentation for the year 2006-07 will be held and the Awards will be presented by Shri Elamaram Kareem, Hon'ble Minister for Industries, Government of Kerala. 2006-07 was one of the best years for engineering exports when our exports grew by over 35% to US\$ 26 billion. During this year, the exchange rate was much conducive for export growth, raw material prices were stable and world trade was growing at a healthy rate. Thus, 2006-07 is an indication of how the enabling environment can be conducive for the growth of exports.

Unfortunately, the situation is now quite the reverse. Apart from the contagion effects of the global financial crisis in the USA, there is increasing evidence that protectionism is making a come back in the developed markets. Already US is planning to use Buy America Act with respect to iron and steel sector, while direct subsidies are being given to prop up companies.

I do hope that our Government is looking at the international situation and will take whatever steps feasible to prevent protectionism in the world markets.

Yours sincerely,

(AMAN CHADHA)



Council's Activities

EEPC INDIA invites participation for India Pavilion at Automechanika South Africa 2009 Johannesburg, South Africa

(March 18 - 21, 2009)

The performance of the South African motor industry has been one of the outstanding elements in the economic miracle that has occurred since the country's first democratic elections in 1994. Fuelled by the export-driven Motor Industry Development Programme (MIDP) that was rolled out in 1995, the industry has grown dramatically on all fronts – retail sales, production and export of vehicles and production and export of automotive components and accessories. The automotive industry is the leader in the manufacturing sector in the South African economy, accounting for about 7.5% of GDP, a contribution that is growing annually.

Good business opportunities exist in the automobile industry and, in particular, in the supply industry. With the increase in number of motor vehicles on the road in South Africa, the demand for spare parts and accessories is set to increase in the future, too. The production side is also boosting demand for parts. Although the industry is responsible for only 0.8% of the world's vehicle production (66-million units) it produced over 75% of Africa's vehicle output. A record retail sale of cars and commercial vehicles was achieved in South Africa in 2006 at 7,14,325 units (more than double the number of vehicles sold in 2000). After a slight decrease in 2007 due to economic conditions the total vehicle production in 2008 touched 6,20,000 units and is further expected to reach more than 8,00,000 units by 2010.

With top seven manufacturers with assembly plants, South Africa is becoming a hub for important vehicle manufacturers. Locally assembled vehicles and manufactured automotive components were exported to over 100 countries in 2007, including 1,71,237 built up vehicles. The EU accounts for almost 70% of component exports in value terms. The USA, Japan and Australia are the top three destinations for passenger car exports.

EEPC INDIA is organizing an India Pavilion at **Automechanika South Africa 2009**, Johannesburg, South Africa which would provide an excellent opportunity for establishing business relationships with customers from all over the world.

Focus Products

Parts & Systems

Power train, chassis, bodywork, interior parts, electronics, standard and remanufactured parts.

Accessories & Tuning

Accessories and special equipment for motor vehicles, general tuning parts, performance enhancement systems, cosmetic design enhancement, optical tuning equipment, audio and DVD systems, satellite navigation systems, car trailers, small commercial vehicle trailers and parts for trailers.

Repair & Maintenance

Workshop tools and equipment, lubrication equipment and products, windscreen fitment, inventory control software, dealer equipment and marking systems, towing services, maintenance products, body repair equipment and material, paint and anticorrosion protection systems, balancing systems and cost estimating solutions, tow away equipment.

Tyres & Wheels

Tyre manufacturers' latest offerings of rubber products, wheel accessories, innovative wheel rims, lifts, hoists, tyre fitting and balancing equipment and fittings, compressors and air guns.

IT & Management

Information technology (IT) products, insurance, finance, leasing, claims management, vehicles inspection services, dealer management systems, dealership planning and construction, dealership marketing.

Service Station & Car Wash

Filling station equipment and systems, car washing equipment, vehicle cleaning and care products.

Specialised vehicles

Safari vehicles, game-viewing vehicles, off-road vehicles, government utility vehicles and trailers.

Venue

Johannesburg Expo Centre
Johannesburg, South Africa

Date

March 18 - 21, 2009 (4 days)

Participation Charges

- One side open built-up booths : Euro 250 per sq. mtr. or Rs. 16,000/- per sq. mtr.
(minimum 9 sq. mtr.) + Rs. 1,978/- per sq. mtr. as deposited towards Service Tax.
20% extra for corner stall (subject to availability).

**Note : In case Service Tax is not chargeable, the deposit would be returned to participants.
If participants make payments in Euros, then Service Tax is not applicable.**

Display Booth

Participation charge includes following services :

- Standard shell scheme
- One lockable information counter
- Three spot lights
- One waste basket
- Fascia
- Two chairs
- One plug socket

Mode of Payment

Full payment is to be made by Demand Draft/at par Cheque favouring "EEPC INDIA" along with the filled-up Application Form.

Date of Payment

Full payment is to be made along with the **Application Form latest by 27th February, 2009.**

Cancellation of Participation

Request for cancellation of participation will be accepted if EEPC INDIA receives the same in writing on or before 27th February, 2009. EEPC INDIA shall not entertain any cancellation afterwards. Any cancellation after the due date shall result in forfeiture of the amount already paid on this account.

Selection Criteria

Since limited space is available, selection of participation will be done strictly on *first-come-first-served* basis.

MDA Entitlements

All eligible participants will be entitled to MDA grant under Focus Africa Programme of Ministry of Commerce & Industry, Government of India as per the MDA Guidelines effective from April 01, 2006.

Assistance would be permissible on travel expenses by Air in Economy Excursion Class fare and/or charges of built up furnished stall subject to an upper ceiling of Rs. 1,50,000/- (Rupees One Lakh Fifty Thousand only).

Further, eligibility for MDA grant is subject to exporting companies having FOB value of exports up to Rs. 15 crores in the preceding year, having complete 12 months membership with EEPC INDIA with regular filing of returns and fulfilling other conditions, details of which can be obtained from respective Regional Offices of EEPC INDIA.

Interested firms may please send the **Application Form**, duly filled in and signed, along with full payment **latest by 27th February, 2009** to the respective Regional Offices or to :

Shri R. Maitra

Executive Director

EEPC INDIA

Vandhna (4th Floor)

11, Tolstoy Marg

New Delhi – 110 001

Tel. : 91-11-23353353, 23711124/25

Fax : 91-11-23310920

E-mail : eepcto@eepc.gov.in

Shri B. Sarkar

Addl. Executive Director & Secretary

EEPC INDIA

Vanijya Bhavan (1st Floor), ITFC

1/1 Wood Street

Kolkata - 700 016

Tel. : 91-33-22890651/52/53

Fax : 91-33-22890654

E-mail : eepcho@eth.net

Application Form

India Pavilion at Automechanika South Africa 2009

(March 18 - 21, 2009)

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Total Space required	:			
Amount with DD/at par Cheque No. & date	:			
Name & Designation of the Chief Executive	:			
Name & Designation of the Participant	:			
Type of Units (please tick mark)	:	<input type="checkbox"/> SSI	<input type="checkbox"/> Non-SSI	
Status (please tick mark)	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
Total Annual Export (in Million US\$)	:	<u>2005-2006</u>	<u>2006-2007</u>	<u>2007-2008</u>
Total Export to African Countries (in Million US\$)	:	<u>2005-2006</u>	<u>2006-2007</u>	<u>2007-2008</u>
Foreign Collaboration, if any	:			
Products Manufactured/Exported	:			
Countries of Export	:			
Accreditation to International Standards (like ISO, QS, etc.)	:			
Nature of Display (please tick mark)	:	<u>Display of Samples</u> <input type="checkbox"/>	<u>Display of Posters</u> <input type="checkbox"/>	

Please use separate sheet to furnish details of your company (**within 80 words**) for the Exhibitors' Profile.

Please send us this Form duly completed and signed along with your participation fees by Demand Draft/Cheque and 2 (two) copies of passport size colour photographs of the Participant.

Signature :

Date :

Office Seal :

EEPC INDIA invites participation for India Pavilion at Anuga FoodTec 2009, Cologne, Germany (March 10 - 13, 2009)

Anuga FoodTec is the International Trade Fair for Food and Drink Technology. It is jointly organised by Koelnmesse GmbH and the DLG e.V. It takes place every three years, corresponding to the innovation cycle within the sector.

From production to packaging to distribution - the cross sector, process-oriented concept combines innovators and investors from more than 100 countries.

From comprehensive solutions to special components - with its unique cross-over concept, Anuga FoodTec crosses the boundaries between technologies and sectors and combines all relevant business areas under one roof.

In 2006 Anuga FoodTec proved its role as a leader : 1,172 exhibitors came from 43 countries, including 48 per cent from abroad. 39,000 trade visitors from the field of food and drink processing industry (management and employees involved in research & development, design, manufacturing/production, quality control and maintenance, sales and marketing), large-scale butchers and bakeries, food trade and other decision-makers from the food industry visited from 151 countries, 53 per cent came from abroad.

EEPC INDIA is organizing an India Pavilion in Anuga FoodTec 2009 which would provide an excellent opportunity for establishing business relationships with customers from all over the world.

Focus Products

- Process technology
- Packaging technology
- Automation, data processing, controlling and regulation technology
- Food safety and quality management
- Service accessories, environmental technology, biotechnology
- Refrigeration and air-conditioning technology
- Conveying, transport and storage installations
- Ingredients and auxiliary materials
- Components, assemblies and surface technology

Venue

Cologne Exhibition Centre
Cologne, Germany

Date

March 10 - 13, 2009 (4 days)

Participation Charges

One side open built-up booths (minimum 9 sq. mtr.) : Euro 235 per sq. mtr. or Rs. 14,500/- per sq. mtr.
+ Rs. 1,792/- per sq. mtr. as deposited towards Service Tax.
20% extra for corner stall (subject to availability).

**Note : In case Service Tax is not chargeable, the deposit would be returned to participants.
If participants make payments in Euros, then Service Tax is not applicable.**

Display Booth

Participation charge includes following services :

- | | | | |
|---------------|------------------|--------------------|--------------------------|
| - Fascia | - Carpeting | - One table | - Four chairs |
| - Two shelves | - Two spotlights | - One power socket | - One waste paper basket |
| - One ashtray | | | |

Mode of Payment

Full payment is to be made by Demand Draft/at par Cheque favouring "EEPC INDIA" along with the filled-up Application Form.

Date of Payment

Full payment is to be made along with the **Application Form latest by 17th February, 2009.**

Cancellation of Participation

Request for cancellation of participation will be accepted if Council receives the same in writing on or before 17th February, 2009. Council shall not entertain any cancellation afterwards. Any cancellation after the due date shall result in forfeiture of the amount already paid on this account.

Selection Criteria

Since limited space is available, selection of participation will be done strictly on *first-come-first-served* basis.

Benefit of the member-exporters

EEPC INDIA is organizing this event under the MAI Scheme of Ministry of Commerce & Industry, Government of India. Therefore, no MDA grant would be available. However, the rates mentioned above are highly subsidized in comparison with the normal rates offered by the Fair Authorities.

Interested firms may please send the **Application Form**, duly filled in and signed, along with full payment **latest by 17th February, 2009** to the respective Regional Offices or to :

Shri R. Maitra

Executive Director

EEPC INDIA

Vandhna (4th Floor)

11, Tolstoy Marg

New Delhi – 110 001

Tel. : 91-11-23353353, 23711124/25

Fax : 91-11-23310920

E-mail : eepcto@eepc.gov.in

Shri B. Sarkar

Addl. Executive Director & Secretary

EEPC INDIA

Vanijya Bhavan (1st Floor), ITFC

1/1 Wood Street

Kolkata - 700 016

Tel. : 91-33-22890651/52/53

Fax : 91-33-22890654

E-mail : eepcho@eth.net

Application Form

India Pavilion at Anuga FoodTec 2009, Cologne, Germany

(March 10 - 13, 2009)

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Total Space required	:			
Amount with DD/at par Cheque No. & date	:			
Name & Designation of the Chief Executive	:			
Name & Designation of the Participant	:			
Type of Units (please tick mark)	:	<input type="checkbox"/> SSI	<input type="checkbox"/> Non-SSI	
Status (please tick mark)	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
Total Annual Export (in Million US\$)	:	<u>2005-2006</u>	<u>2006-2007</u>	<u>2007-2008</u>
Total Export to EU Countries (in Million US\$)	:	<u>2005-2006</u>	<u>2006-2007</u>	<u>2007-2008</u>
Foreign Collaboration, if any	:			
Products Manufactured/Exported	:			
Countries of Export	:			
Accreditation to International Standards (like ISO, QS, etc.)	:			
Nature of Display (please tick mark)	:	<u>Display of Samples</u> <input type="checkbox"/>	<u>Display of Posters</u> <input type="checkbox"/>	

Please use separate sheet to furnish details of your company (**within 80 words**) for the Exhibitors' Profile.

Please send us this Form duly completed and signed along with your participation fees by Demand Draft/Cheque and 2 (two) copies of passport size colour photographs of the Participant.

Signature :

Date :

Office Seal :

EEPC INDIA invites participation for India Pavilion at Interiors & Buildex 2009, Muscat, Oman (March 16 - 18, 2009)

The Sultanate of Oman is now experiencing a major construction boom with billions of dollars in investments in the development of prestigious residential properties, large-scale industrial facilities, and modern tourism infrastructure.

Interiors & Buildex is the largest international exhibition in Oman for building and construction industry. With the implementation of large-scale industrial, commercial and residential projects across the country, Oman is witnessing an unprecedented growth in the market for all types of building materials, construction equipment and interior furnishings.

Interiors & Buildex 2009 will showcase all products and equipment required in any type of construction activity and interior design project. As the biggest exhibition in Oman for the building and construction industry, the international exhibition will give Indian companies an excellent opportunity to introduce their products and services directly to their target clients. In 2008, the event attracted exhibitors from many countries including Belgium, China, Egypt, Germany, Kuwait, Lebanon, Malaysia, Saudi Arabia, Turkey and the UAE.

EEPC INDIA is organizing an India Pavilion in **Interiors & Buildex 2009**. Participating in the above exhibition will enable Indian companies to further widen their reach in the highly lucrative Middle East market and also would provide an excellent opportunity for establishing business relationships with customers from all over the world.

Focus Products

Variety of products for building and construction activities as well as architecture and interior design. Specifically, the three-day international exhibition featured the following :

Air conditioning systems, home décor & furnishings, bathroom fittings, kitchen equipment and modules, building materials, lighting fixtures, ceramics and tiles, marble and stone products, cement products, maintenance supplies, construction equipment, paint products, curtains and beddings, pipes and plumbing fixtures, decorative panels, PVC building materials, doors and shutters, refrigeration equipment, electric heating systems, rock drilling tools, fiberglass products, roofing materials, fire prevention products, sanitarywares, flooring materials, security systems, furniture and accessories, steel and metal products, heat control films, wall panels and partitions, heavy equipment, windows and doors.

Venue

Oman International Exhibition Centre
Muscat, Sultanate of Oman

Date

March 16 - 18, 2009 (3 days)

Participation Charges

One side open built-up booths (minimum 9 sq. mtr.) : US\$ 250 per sq. mtr. or Rs. 11,500/- per sq. mtr.
+ Rs. 1,421/- per sq. mtr. as deposited towards Service Tax.
20% extra for corner stall (subject to availability).

**Note : In case Service Tax is not chargeable, the deposit would be returned to participants.
If participants make payments in Euros, then Service Tax is not applicable.**

Display Booth

Participation charge includes following services :

- | | | | |
|-----------------------------|------------------|--------------------|--------------|
| – Fascia | – Carpeting | – One table | – Two chairs |
| – One power socket (13 amp) | – Two spotlights | – One waste basket | |

Mode of Payment

Full payment is to be made by Demand Draft/at par Cheque favouring “EEPC INDIA” along with the filled-up Application Form.

Date of Payment

Full payment is to be made along with the **Application Form latest by 20th February, 2009.**

Cancellation of Participation

Request for cancellation of participation will be accepted if Council receives the same in writing on or before 20th February, 2009. Council shall not entertain any cancellation afterwards. Any cancellation after the due date shall result in forfeiture of the amount already paid on this account.

Selection Criteria

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Benefit of the member-exporters

EEPC INDIA is organizing this event under the MAI Scheme of Ministry of Commerce & Industry, Government of India. Therefore, no MDA grant would be available. However, the rates mentioned above are highly subsidized in comparison with the normal rates offered by the Fair Authorities.

Interested firms may please send the **Application Form**, duly filled in and signed, along with full payment **latest by 20th February, 2009** to the respective Regional Offices or to :

Shri R. Maitra*Executive Director***EEPC INDIA**

Vandhna (4th Floor)

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New Delhi – 110 001

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E-mail : eepcto@eepc.gov.in

Shri B. Sarkar*Addl. Executive Director & Secretary***EEPC INDIA**

Vanijya Bhavan (1st Floor), ITFC

1/1 Wood Street

Kolkata - 700 016

Tel. : 91-33-22890651/52/53

Fax : 91-33-22890654

E-mail : eepcho@eth.net

Application Form

India Pavilion at Interiors & Buildex 2009, Muscat, Oman

(March 16 - 18, 2009)

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Total Space required	:			
Amount with DD/at par Cheque No. & date	:			
Name & Designation of the Chief Executive	:			
Name & Designation of the Participant	:			
Type of Units (please tick mark)	:	<input type="checkbox"/> SSI	<input type="checkbox"/> Non-SSI	
Status (please tick mark)	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
Total Annual Export (in Million US\$)	:	<u>2005-2006</u>	<u>2006-2007</u>	<u>2007-2008</u>
Total Export to Middle East Countries (in Million US\$)	:	<u>2005-2006</u>	<u>2006-2007</u>	<u>2007-2008</u>
Foreign Collaboration, if any	:			
Products Manufactured/Exported	:			
Countries of Export	:			
Accreditation to International Standards (like ISO, QS, etc.)	:			
Nature of Display (please tick mark)	:	<u>Display of Samples</u> <input type="checkbox"/>	<u>Display of Posters</u> <input type="checkbox"/>	

Please use separate sheet to furnish details of your company (**within 80 words**) for the Exhibitors' Profile.

Please send us this Form duly completed and signed along with your participation fees by Demand Draft/Cheque and 2 (two) copies of passport size colour photographs of the Participant.

Signature :

Date :

Office Seal :

**EEPC INDIA is organising the Catalogue Show
at India Pavilion during TECMA Show 2009
(International Machine Tools Exhibition in Mexico)
[10 - 13 March, 2009]**

EEPC INDIA invites Participation for **Catalogue Show at India Pavilion during TECMA Show 2009 in Mexico City, Mexico** from **10th - 13th March, 2009**. Members are requested to send their company catalogues (maximum 15 numbers not exceeding 5 kgs.) within **16th February, 2009** for displaying through EEPC INDIA Information Booth. Details information has already been hosted in our Website (<http://www.eepcindia.org/eventattach/Catalogue-TECMA-2009-100309.pdf>) for information of our members.

EEPC INDIA is organising the following Multi-Product Trade Delegations and India Pavilions at different places in Abroad

(Members are cordially invited to enlist their participation)

**MULTI PRODUCT TRADE DELEGATION TO RUSSIA,
KAZAKHSTAN AND UKRAINE**

EEPC INDIA is organising an **Multi Product Trade Delegation to Russia, Kazakhstan and Ukraine** from **8th - 19th March, 2009**. Members are requested to register their participation within **13th February, 2009**. Details information has already been hosted in our Website (<http://www.eepcindia.org/eventattach/MPT-Details-8-190309.pdf>) for information of our members.

**MULTI PRODUCT TRADE DELEGATION TO MEXICO,
COLOMBIA AND CHILE**

EEPC INDIA is organising an **Multi Product Trade Delegation to Mexico, Colombia and Chile** from **11th - 20th March, 2009**. Members are requested to register their participation within **13th February, 2009**. Details information has already been hosted in our Website (<http://www.eepcindia.org/eventattach/MPT-Details-11-200309.pdf>) for information of our members.

**MULTI PRODUCT TRADE DELEGATION TO JAPAN, SOUTH KOREA
AND SINGAPORE/MALAYSIA**

EEPC INDIA is organising an **Multi Product Trade Delegation to Japan, South Korea and Singapore/Malaysia** from **30th March - 4th April, 2009**. Members are requested to register their participation within **13th February, 2009**. Details information has already been hosted in our Website (<http://www.eepcindia.org/eventattach/MPT-Details-30-040409.pdf>) for information of our members.

INDIA PAVILION AT ST. PETERSBURG TECHNICAL FAIR 2009

EEPC INDIA is organising an **India Pavilion at St. Petersburg Technical Fair 2009** in **St. Petersburg, Russia**, from **10th - 13th March, 2009**. Members are requested to register their participation within **13th February, 2009**. Details information has already been hosted in our Website (<http://www.eepcindia.org/eventattach/IPV-Russia-10-130309.pdf>) for information of our members.

INDIA PAVILION AT HANNOVER FAIR 2009

EEPC INDIA is organising an **India Pavilion at Hannover Fair 2009** in **Hannover, Germany**, from **20th - 24th April, 2009**. Members are requested to register their participation within **16th February, 2009**. Details information has already been hosted in our Website (<http://www.eepcindia.org/eventattach/Hannover-2009-200409.pdf>) for information of our members.

INDIA PAVILION AT AUTOMECHANIKA SOUTH AFRICA 2009

EEPC INDIA is organising an **India Pavilion at Automechanika South Afrika 2009** in **Johannesburg, South Africa**, from **18th - 21st March, 2009**. Members are requested to register their participation within **27th February, 2009**. Details information has already been hosted in our Website (<http://www.eepcindia.org/eventattach/Circular-Automechanika-South%20Africa-2009.pdf>) for information of our members.

INDIA PAVILION AT ANUGA FOODTEC 2009

EEPC INDIA is organising an **India Pavilion at Anuga FoodTec 2009** in **Cologne, Germany**, from **10th - 13th March, 2009**. Members are requested to register their participation within **17th February, 2009**. Details information has already been hosted in our Website (<http://www.eepcindia.org/eventattach/Anuga-details-10-130309.pdf>) for information of our members.

INDIA PAVILION AT INTERIORS & BUILDDEX 2009

EEPC INDIA is organising an **India Pavilion at Interiors & Buildex 2009** in **Muscat, Oman**, from **16th - 18th March, 2009**. Members are requested to register their participation within **20th February, 2009**. Details information has already been hosted in our Website (<http://www.eepcindia.org/eventattach/Interior-Buildex-16-180309.pdf>) for information of our members.

EEPC INDIA is organising the following Reverse Buyer Seller Meets - 2009 at different places in India

(Members are cordially invited to enlist participation at the Business Meet)

INDO-LAC REVERSE BUYER SELLER MEET - 2009

EEPC INDIA is organising **INDO-LAC Reverse Buyer Seller Meet - 2009**. *A platform for building business contacts with 10 leading businessmen viz. importers, buyers, dealers, distributors and wholesalers of engineering products through one-to-one Buyer Seller Meet on Monday, the 23rd February, 2009 at New Delhi and on Thursday, the 26th February, 2009 at Ahmedabad.* Leading buyers and prospective trade partners from Latin American countries will attend One-to-One business discussions and negotiations for engineering products and services. Details information has already been hosted in our *Website (<http://www.eepcindia.org/eventattach/RBSM-LAC-09.pdf>)* for information of our Members.

INDO-ASEAN REVERSE BUYER SELLER MEET - 2009

EEPC INDIA is organising **INDO-ASEAN Reverse Buyer Seller Meet - 2009**. *A platform for building business contacts with 15 leading businessmen viz. importers, buyers, dealers, distributors and wholesalers of engineering products through one-to-one Buyer Seller Meet on Wednesday, the 25th February, 2009 at Chennai and on Friday, the 27th February, 2009 at Kolkata.* Leading buyers and prospective trade partners from ASEAN countries and Australia & New Zealand will attend One-to-One business discussions and negotiations for engineering products and services. Details information has already been hosted in our *Website (<http://www.eepcindia.org/eventattach/INDO-ASEAN-09.pdf>)* for information of our Members.

INDO-CIS REVERSE BUYER SELLER MEET - 2009

EEPC INDIA is organising **INDO-CIS Reverse Buyer Seller Meet - 2009**. *A platform for building business contacts with 10 leading businessmen viz. importers, buyers, dealers, distributors and wholesalers of engineering products through one-to-one Buyer Seller Meet on Wednesday, the 25th February, 2009 at Mumbai and on Friday, the 27th February, 2009 at Bangalore.* Leading buyers and prospective trade partners from CIS countries will attend One-to-One business discussions and negotiations for engineering products and services. Details information has already been hosted in our *Website (<http://www.eepcindia.org/eventattach/RBSM-CIS-09.pdf>)* for information of our Members.

INDO-AFRICA REVERSE BUYER SELLER MEET - 2009

EEPC INDIA is organising **INDO-AFRICA Reverse Buyer Seller Meet - 2009**. *A platform for building business contacts with 10 leading businessmen viz. importers, buyers, dealers, distributors and wholesalers of engineering products through one-to-one Buyer Seller Meet on Wednesday, the 25th February, 2009 at Mumbai and on Friday, the 27th February, 2009 at Kolkata.* Leading buyers and prospective trade partners from African countries will attend One-to-One business discussions and negotiations for engineering products and services. Details information has already been hosted in our *Website (<http://www.eepcindia.org/eventattach/INDO-AFRICA-09.pdf>)* for information of our Members.

INDO-EUROPE REVERSE BUYER SELLER MEET - 2009

EEPC INDIA is organising **INDO-EUROPE Reverse Buyer Seller Meet - 2009**. *A platform for building business contacts with 10 leading businessmen viz. importers, buyers, dealers, distributors and wholesalers of engineering products through one-to-one Buyer Seller Meet on Monday, the 23rd February, 2009 at New Delhi and on Wednesday, the 25th February, 2009 at Chennai.* Leading buyers and prospective trade partners from European countries will attend One-to-One business discussions and negotiations for engineering products and services. Details information has already been hosted in our *Website (<http://www.eepcindia.org/eventattach/RBSM-EUROPE-09.pdf>)* for information of our Members.

INDO-US/CANADA REVERSE BUYER SELLER MEET - 2009

EEPC INDIA is organising **INDO-US/CANADA Reverse Buyer Seller Meet - 2009**. *A platform for building business contacts with 10 leading businessmen viz. importers, buyers, dealers, distributors and wholesalers of engineering products through one-to-one Buyer Seller Meet on Monday, the 23rd February, 2009 at New Delhi and on Wednesday, the 25th February, 2009 at Chennai.* Leading buyers and prospective trade partners from US and Canada will attend One-to-One business discussions and negotiations for engineering products and services. Details information has already been hosted in our *Website (<http://www.eepcindia.org/eventattach/RBSM-US-CANADA-09.pdf>)* for information of our Members.

INDO-GULF REVERSE BUYER SELLER MEET - 2009

EEPC INDIA is organising **INDO-GULF Reverse Buyer Seller Meet - 2009**. *A platform for building business contacts with 10 leading businessmen viz. importers, buyers, dealers, distributors and wholesalers of engineering products through one-to-one Buyer Seller Meet on Wednesday, the 25th February, 2009 at Mumbai and on Friday, the 27th February, 2009 at Bangalore.* Leading buyers and prospective trade partners from GULF countries will attend One-to-One business discussions and negotiations for engineering products and services. Details information has already been hosted in our *Website (<http://www.eepcindia.org/eventattach/INDO-GULF-09.pdf>)* for information of our Members.



Overseas Market Information

Mexico

Synopsis of the Country

Capital	: Mexico City
Currency	: Mexican Nuevo Peso (MXN)
Languages	: Spanish, Mayan, Nahuatl
Population	: 1099.55 million
Total Area	: 1972550 sq. kms
GDP	: \$ 1.346 trillion (2007 est.)
GDP Growth Rate	: 3.3% (2007 est.)
GDP Per Capita	: \$ 12,800 (2007 est.)
Major Exports	: Manufactured goods, oil and oil products, silver, fruits, vegetables, coffee, cotton
Exports Value	: \$ 271.9 billion f.o.b. (2007 est.)
Major Countries of Export	: US, Canada, Germany (2006)
Major Imports	: Metalworking machines, steel mill products, agricultural machinery, electrical equipment, car parts for assembly, repair parts for motor vehicles, aircraft, and aircraft parts
Imports Value	: \$ 283 billion f.o.b. (2007 est.)
Major Countries of Import	: US, China, Japan, South Korea (2006)

Mexico is a member of the North American Free Trade Agreement with Canada and the United States. The economy depends heavily on commercial relations with, and more than \$20 billion in remittances from migrant workers in, the U.S.

Trade Policy

Mexico's weighted average tariff rate was 3 percent in 2005. Import restrictions, service market access barriers, import licensing for sensitive products, import taxes, restrictive standards and labeling rules, burdensome sanitary and phytosanitary regulations, non-transparent and inconsistent

customs administration and valuation, customs corruption, and weak enforcement of intellectual property rights add to the cost of trade. An additional 15 percentage points is deducted from Mexico's trade freedom score to account for non-tariff barriers.

Government Intervention

Total government expenditures, including consumption and transfer payments, are low. In the most recent year, government spending equaled 23.3 percent of GDP. Privatization has progressed, but the energy and electricity industries remain government-controlled.

Foreign Investment

Foreign and domestic capital may not be treated equally. Foreign investors are barred from important sectors, such as petroleum and electricity, and restricted in others like telecommunications. Foreign investment in real estate is somewhat restricted. Recent improvements include less legal and administrative red tape, higher foreign equity ceilings, fewer local content requirements, better intellectual property legislation, and elimination of most import license requirements. About 95 percent of foreign investment does not require official approval. Residents and non-residents may hold foreign exchange accounts. Most payments, transactions, and transfers are allowed. Some capital transactions are subject to government permission and controls.

Regulation

The overall freedom to start, operate, and close a business is protected by Mexico's regulatory environment. Starting a business takes an average of 27 days, compared to the world average of 43 days. Obtaining a business license requires less than the world average of 19 procedures and 234 days. Bankruptcy proceedings are relatively easy.

Economic Indicators

Mexico is highly dependent on its exports to the USA, which accounts for almost a quarter of the country's GDP (Gross Domestic Product). The rate of the Mexican GDP has increased by 4.8% in 2006 and 3% in 2007. The rise in international oil prices and flexibility of the country's monetary policy has also contributed to its economical revival. The weak point of the Mexican economy is its heavy dependence on its exports to the USA (80% of Mexican foreign trade). Both, unemployment (around 3%) and inflation (around 3.5%) are under control.



GDP Indicators	2006	2007	2008	2009	2010
GDP (billions USD)	948.86	1,022.82	1,142.63e	1,192.22e	1,268.03e
GDP (constant prices, annual % change)	4.9	3.2	2.1e	1.8e	3.7e
GDP per capita (USD)	9.10	9.72	10.75e	11.10e	11.69e
Inflation rate (%)	3.6	4.0	4.9e	4.2e	3.1e
Unemployment rate (% of the labor force)	3.2	n.c.	n.c.	n.c.	n.c.
Current Account (billions USD)	-2.23	-5.81	-15.88e	-25.67e	-23.15e
Current Account (in % of GDP)	-0.2	-0.6e	-1.4e	-2.2e	-1.8e

(Source : IMF - World Economic Outlook Database; FMI - World Economic Outlook Database; ILO, Laborstat - Yearly Statistics)

Note : (e) Estimated data

Socio-demographic indicators	2004	2005	2006
Unemployment rate (%)	3.7	3.5	3.2

Main Sectors of Industry

Agriculture accounts for 4% of GDP and employs nearly 16% of the active population. Mexico ranks among the world's largest producers of coffee, sugar, corn and oranges. Mexico is also among the world's leading producers of many minerals, including silver, fluorite, zinc, and mercury, and it is the 5th largest oil producer in the world.

The free trade zones dedicated to US exports constituted the main engine of impulse for the Mexican economy : the "Maquiladoras". However, they are actually going through an economic crisis, due to the competition of the low labor cost offered by other Asian and East European countries. As a result, the activities of the manufacturing sector have dramatically slowed down in the recent years and now it contributes only to a 15% of the country's GDP.

Cattle and fishing are also very significant economical activities. The service sector contributes 70% to the GDP and the construction sector is becoming more active due to real estate activities.

Breakdown of economic activity by sector	Agriculture	Industry	Services
Value added (annual % change)	2.2	3.3	3.8
Value added (in % of GDP)	3.6	25.3	71.1
Employment by sector (in % of total employment)	15.1	25.7	58.6

(Source : World Bank - World Development Indicators - last available data.)

Monetary indicators	2003	2004	2005	2006	2007
Average annual exchange rate for 1 USD	10.79	11.29	10.90	10.90	10.93

(Source : World Bank - World Development Indicators)

Foreign trade in figures

Mexico is one of the countries that depend the most of its foreign trade, it represents 60% of its GDP. Mexico is a member of the NAFTA, the free trade agreement that unifies USA, Mexico and Canada since 1994. Mexico also has signed a free trade agreement with the European Union in 2000 and another commercial agreement with Japan came into force in April 2005.

Mexico's top three export partners are: USA, Canada and Spain. The goods exported are: electrical equipment, electronics, vehicles, mineral fuels and oils and machinery. Its three top import partners are: USA, China and Japan. Mexico imports most of all: electrical equipment and electronics, machinery and their parts, vehicles and plastic products.

Foreign trade indicators	2003	2004	2005	2006	2007
Imports of goods (millions USD)	170,546	196,810	221,820	256,131	n.c.
Exports of goods (millions USD)	164,766	187,999	214,233	249,997	n.c.
Imports of services (millions USD)	18,141	19,779	21,440	22,833	0
Exports of services (millions USD)	12,617	14,047	16,137	16,393	n.c.
Imports of goods and services (annual % change)	0.7	11.6	8.6	12.2	7.2
Exports of goods and services (annual % change)	2.7	11.6	7.1	11.1	4.7
Imports of goods and services (in % of GDP)	29.4	31.6	31.5	33.2	34.1
Exports of goods and services (in % of GDP)	27.8	29.6	30.0	31.9	31.7
Trade Balance (millions USD)	-5,780	-8,811	-7,587	-6,133	n.c.
Trade Balance (including service) (millions USD)	-11,304	-14,543	-12,890	-12,574	n.c.
Current Account (millions USD)	-8,569	-6,576	-5,176	-1,993	n.c.
Current Account (in % of GDP)	-1.3	-1.0	-0.7	-0.2	n.c.
Foreign trade (in % of GDP)	57.2	61.2	61.5	65.1	65.8

(Source : World Bank - World Development Indicators)

Main Partner Countries

Main customers (% of exports)	2006
United States	84.9%
Canada	2.1%
Spain	1.3%
Germany	1.2%
Colombia	0.9%



Main suppliers (% of exports)	2006
United States	51.1%
China	9.5%
Japan	6.0%
South Korea	4.1%
Germany	3.7%

(Source : 2006)

Main Products

Main exports (% of exports)	2006
Electrical machinery and equipment	24.7%
Vehicles other than railway or tramway	15.8%

Mineral fuels, mineral oils	15.5%
Machinery and mechanical appliances	13.1%
Photographic, cinematographic, measuring and medical instruments	3.5%
Main imports(% of imports)	2006
Electrical machinery and equipment	22.1%
Machinery and mechanical appliances	15.6%
Vehicles other than railway or tramway	9.8%
Plastics	6.2%
Mineral fuels, mineral oils	5.7%

(Source : 2006)

India's Total Trade with Mexico

Export to Mexico (2005-06, 2006-07 & 2007-08), All Commodities

(in US\$)

Exporting Country	Importing Country	Commodity Name	Unit	US\$ Million	US\$ Million	US\$ Million
				Cumulative	Cumulative	Cumulative
				2005-06	2006-07	2007-08
India	Mexico	All Commodities		val	val	val
				443	535.42	591.96

Export to Mexico (2005-06, 2006-07 & 2007-08), All Commodities

(in Rs.)

Exporting Country	Importing Country	Commodity Name	Unit	Rs. Lakh	Rs. Lakh	Rs. Lakh
				Cumulative	Cumulative	Cumulative
				2005-06	2006-07	2007-08
India	Mexico	All Commodities		val	val	val
				196160.66	242437.52	238205.15

Import from Mexico (2005-06, 2006-07 & 2007-08), All Commodities

(in US\$)

Exporting Country	Importing Country	Commodity Name	Unit	US\$ Million	US\$ Million	US\$ Million
				Cumulative	Cumulative	Cumulative
				2005-06	2006-07	2007-08
Mexico	India	All Commodities		val	val	val
				97.6	789.86	1184.25

Import from Mexico (2005-06, 2006-07 & 2007-08), All Commodities

(in Rs.)

Exporting Country	Importing Country	Commodity Name	Unit	Rs. Lakh	Rs. Lakh	Rs. Lakh
				Cumulative	Cumulative	Cumulative
				2005-06	2006-07	2007-08
Mexico	India	All Commodities		val	val	val
				43216.9	357648.56	476543.09


Export to Mexico (2005-06, 2006-07 & 2007-08), Engineering Goods

Exporting Country	Importing Country	Commodity Name	Unit	US\$ Million 2005-06 val	US\$ Million 2006-07 val	US\$ Million 2007-08 val
India	Mexico	Mica	Kgs	0.01		
		Ferro alloys	Tonnes	3.66	3.18	9.87
		Aluminium other than products	Kgs	0.3	0.44	0.26
		Manufactures of metals		24.51	26.65	34.07
		Iron & steel bar/rods	Tonnes	5.05	6.36	10.22
		Primary & semi-finished iron & steel	Tonnes	3.49	3.34	2.35
		Machine tools		1.18	1.15	5.14
		Machinery & instruments		21.29	28.77	31.91
		Transport equipment		105.86	115.44	94.10
		Non-ferrous metals	Kgs	0.11	0.08	0.34
		Residual engineering items		0.04	0.11	0.39
		Total		165.5	185.52	188.65

Import from Mexico (2005-06, 2006-07 & 2007-08), Engineering Goods

Exporting Country	Importing Country	Commodity Name	Unit	US\$ Million 2005-06 val	US\$ Million 2006-07 val	US\$ Million 2007-08 val
Mexico	India	Machine tools		0.12	0.06	0.05
		Non-electrical machinery		4.76	8.04	11.48
		Electrical machinery		3.93	4.83	12.57
		Professional inst, optical goods etc.		2.86	8.84	11.65
		Transport equipment		0.8	0.27	2.67
		Primary steel pig iron based items	Tonnes	0.02		9.03
		Iron & steel	Tonnes	8.38	9.87	73.7
		Manufactures of metals		1.46	1.13	0.84
		Non-ferrous metals		0.19	1.78	3.71
		Total		22.52	34.82	125.7

Investing in Mexico

FDI in figures

Mexico is one of the emerging countries most open to foreign direct investment. However, over the last few years, competitiveness has been lost, because of organized crime and the lack of security all over the country; there is also a lack of energy, professional and financial reforms.

The areas where foreign investment are concentrated the most include the border towns with the United States (where assembly factories are located), and the capital. The Yucatan peninsula continues to receive foreign investment thanks to its tourism. This investment comes especially from the United States and Spain (mainly from the banking sector).



The sectors which have received important amounts of foreign investment are the financial services, automobile and electronics.

Foreign Direct Investment	2005	2006	2007
FDI of inward flow (millions USD)	20,945	19,291	24,686
FDI inward stock (millions USD)	221,838.0	241,049.5	265,736.0
Performance Index*, world ranking	74	82	91
Potential Index**, world ranking	53	57	n.c.
Number of Greenfield investments	137	170	209
FDI inwards (in % of GFCF)	17.1	14.1	11.8
FDI stock (in % of GDP)	28.9	28.8	29.9

(Source : UNCTAD, World Investment Report)

Note : * The UNCTAD Inward FDI Performance index is based on a ratio of the country's share in global FDI inflows and its share in global GDP. ** The UNCTAD Inward FDI Potential index is based on 12 economic and structural variables such as GDP, foreign trade, FDI, infrastructures, energy use, R&D, education, country risk.

Why you should choose Mexico

Strong points

- Due to its geographical position, Mexico forms a bridge between North America and Latin America.
- Mexico has an extensive variety of natural resources allowing the development of all type of industries at competitive prices.
- Mexico is very open to direct foreign investments.
- Labour cost is not high and in general, they provide qualified skilled labour.

Operating a business in Mexico

Setting up a company

Legal business entities

Different types of companies	Number of partners/ partners	Maximum and/or minimum capital	Liabilities	Registration fees
Sociedad de Responsabilidad Limitada (S. de R.L.) is : a Variable Stock Limited Liability Partnership	Minimum 2. Maximum 50	Minimum of 3,000 MXN. Each partner must bring in at least 50% at the time of its creation.	Liability is limited to the amount contributed.	

- Positive structural reforms have been made during the current presidential term.
- It ranks as the eighth most important tourist destination in the world.

Weak points

- The country depends very much of its American partnership.
- There is a high level of corruption.
- During the last few months, violence has increased, most of all in the drug cartels.

Government measures to motivate or restrict FDI

The Mexican Government has created an open and safe environment for foreign investors. The economical policies issued will allow investors to keep safe and profitable operations despite the external surroundings unfavorable on a global level.

Visa Information

Passport holders from Andorra, Argentina, Australia, Austria, Belgium, Canada, Chile, Costa Rica, the Czech Republic, Denmark, Finland, France, Germany, Great Britain, Greece, Hungary, Ireland, Island, Israel, Italy, Japan, Liechtenstein, Luxembourg, Monaco, Netherlands, New Zealand, Norway, Poland, Portugal, Puerto Rico, San Marino, Singapore, Slovenia, Spain, South Korea, Sweden, Switzerland, United States of America, Uruguay or Venezuela, do not need a visa to enter Mexico.

Business hours

Banks are open to the public from Monday to Friday from 9 AM to 4 PM.

Public administration offices are also open from Monday to Friday from 9 AM to 2 PM.

Businesses are open from Monday to Friday from 10 AM to 6 PM and Saturdays from 10 AM to 8 PM. It is not unusual to find businesses open on Sundays.



Sociedad en Nombre Colectivo is : a General Partnership	One or more partners	No minimum capital.	Liability is unlimited to the amount and joint responsibility.
Sociedades en Comandita Simple (S. en C.) is : a Limited Partnership.	One or more partners	No minimum capital.	Some partners have limited liability, others have unlimited and jointed responsibility.
Sociedad Anonima (S.A.) is : Limited Liability Company (or Corporation) also known as Joint Stock Company in USA	Minimum 2. No maximum.	50,000 MXN. 20% released at the time of its creation.	Liability is limited to the amount contributed.
Sociedad Anonima de Capital Variable (S.A. de C.V.) is : a Variable Capital Limited Liability Company.	Minimum 2. No maximum.	50,000 MXN. 20% released at the time of its creation.	Liability is limited to the amount contributed.

Business setup procedures

The statutes of the company must be written down in Spanish and registered on a notarized document. It is required to obtain a permission authorizing the creation a company/corporation drawn up from the Ministry of Foreign Affairs. The competent organization is Ministry of Foreign Affairs.

Reaching the consumers

Consumer Behavior

The buying decision is strongly influenced by family and friends, but the most of the time, the buyer is the housewife. Mexicans frequently use customer service. Promotional prices are very much appreciated.

Consumer profile and purchasing power

It is difficult to influence a Mexican consumer, he is aware of brand names, he is well informed and demanding on the cost-benefit ratio. Mexicans expect to be treated individually and prefer the places where there is personalized service. In general, Mexicans are very loyal to their preferred brands.

Distributing a Product

Evolution of the Sector

The three large commercial zones of the country are: the capital (Federal District) and its suburbs, Guadalajara and Monterrey. There is acute influence of the United States on consumer habits in the big cities. However, it is important to take into account that 20% of the population lives below poverty level and more than 58% in precarious conditions.

Market access Procedures

Non tariff barriers

Since Mexico joined the GATT in 1986, there are less products that are subject to an import license. For the products that are still regulated, a permit must be obtained from the Ministry of the Economy. There is still a large number of particular conditions for textile products. About 10% of imported goods are checked in detail, especially in the automobile, chemical, pharmaceutical, metallurgical and agricultural sectors.

Origin regulations, allow goods to benefit from reductions of duty taxes (especially for textiles). However these rules have

become more rigorous since Mexico signed the North America Free Trade Agreement NAFTA or TLCAN (in Spanish).

Customs duties and taxes on imports

In 2006, the average tax rate, according to UNCTAD (United Nations Conference on Trade and Development), was of 11.5%. It is a very high rate, when compared to the tax rate applied in other emerging countries such as Brazil, China and Russia.

Customs classification

Mexico participates in the Harmonized System of Goods Classification's.

Import procedures

The importing agent is in charge of handling all the formalities and he requests the authorization to allow customs clearance. It is advised to work with experienced importing agents.

The agent must present an import requisition (issued by the Ministry of the Economy), as well as a commercial invoice, a bill of lading, an exemption permit, and a certificate establishing the origin of the goods so that the corresponding taxes and duties can be applied.

General import taxes depend on the tariff bracket in which the imported goods are classified, in conformity with the Tariff of the General Import and Export Taxes Law or the Mexican Tax Allowance Table proposed in the free trade treaties.

The case of samples

Samples must be classified according the customs list 9801.00.01 of the Legislation of General Tax for Imports and Exports, and they cannot be the object of commercialization.

Organizing Goods Transport

Main useful means

Transportation of goods by road insures more than 50% of commercial freight. The road network is vast (355 796 km).

Maritime international trade goes through the ports of Lazaro Cardenas, Manzanillo, Veracruz, Dos Bocas and Cayo Arcas.

The railway is mostly used for transporting large volumes of goods to the main ports and borders.



Air transport of goods is going through a difficult period due to the lack of infrastructures and the price of fuel.

Useful Addresses

Embassy of India in Mexico

Embassy of India

Musset 325, Col. Polanco, CP 11550
Mexico DF, Mexico
Tel. : 00-52-55-55311050, 55311002
Fax : 00-52-55-52542349
E-mail : indembmx@prodigy.net.mx
Website : www.indembassy.org

Embassy of Mexico in India

Embassy of Mexico

26 D, Sardar Patel Marg
Chanakyapuri, New Delhi 110021
Tel. : +91-11-2410 7182, 2410 7183, 2410 7184
Fax : +91-11-2410 7185
E-mail : embamexindia@touchtelindia.net
Website : <http://www.sre.gob.mx/india>

Honorary Consulate

24, Alipore Road
Kolkata 700 027
Tel. : +91-33-24797971
Fax : +91-33-24798142

Honorary Consulate

Uniphos House, Madhu Park
11th Road, Khar (West)
Mumbai 400 052
Tel. : +91-22-22604111
Fax : +91-22-26041010

Honorary Consulate

1, Taratolla Road
Kolkata 700 024
Tel. : +91-33-2469 3739, 3736
Fax : +91-33 2469 1283
E-mail : smr@tilindia.com

Trade Associations

Camara Nacional de Comercio de la Ciudad de Mexico

Paseo de la Reforma, 42
piso 5 Col. Centro, 6048 Mexico, Mexico
Tel. : 55353436
Fax : 57032958
E-mail : desacom@ccmexico.com.mx
Website : <http://www.ccmexico.com.mx>

Confederacion de Camaras Industriales de Los Estados Unidos Mexicanos (CONCAMIN)

Manuel Ma. Contreras N0 133, 7 Y 8 Piso
C.P. 06500 Mexico
Mexico
Tel. : 52-55-51407820
Fax : 52-55-51407831
E-mail : webmaster@concamin.org.mx
Website : <http://www.concamin.org.mx>

Confederacion de Camaras Nacionales de Comercio, Servicios Y Turismo

Balderas 144, Piso 3
Col. Centro, C.P. 06079 Mexico, Mexico
Tel. : 52-55-57229300
Fax : 52-55-57229300
Website : <http://www.concanacored.com>

Useful Links

Business Environment

Standards

Standards General Direction (www.economia.gob.mx)
International Organization for Standardization (www.iso.org/iso/about/iso_members/iso_member_body.htm?member_id=1954)
International Electrotechnical Commission (www.iec.ch)
International Union of Telecommunication (www.itu.int)
Pan-American Commission for Technical Standards (www.copant.org)
Catalog of Official Mexican Standards (NOM's) (www.economia-noms.gob.mx)
Association of Standards and Certification (www.ance.org.mx)
Mexican Institute of Standard and Certification (www.imnc.org.mx)
Electronics Standards and Certification (www.nyce.org.mx)
Organization of National Standards and Certification for Building and Construction (www.onnccce.org.mx)

Legal framework

Political Constitution of Mexico (<http://info4.juridicas.unam.mx>)
Federal Legislation (<http://info4.juridicas.unam.mx>)

Tax rates

Value Added Tax Laws (www.cddhcu.gob.mx)
Special Production and Services Tax Law (www.diputados.gob.mx)
Laws for New Automobiles (www.cddhcu.gob.mx)
Mexican Federal Tax Administration (www.sat.gob.mx)
Ministry of Finances and Public Credit (www.shcp.gob.mx)

Accounting rules

Mexican Council of Investigation and Development of Financial Information Standards (www.cinif.org.mx)
Mexican Institute of Public Accountants (www.imcp.org.mx)
School of Public Accountants of Mexico (www.ccpm.org.mx)

Business practices

Enterprises Center Mexico - European Union (www.cemue.com.mx)
Mexperience (www.mexperience.com)

Sources of economic information

Ministries

Ministry of the Economy (www.economia.gob.mx)
Ministry of Social Development (www.sedesol.gob.mx)
Ministry of Finance (www.shcp.gob.mx)
Ministry of Energy (www.sener.gob.mx)
Ministry of Foreign Affairs (www.sre.gob.mx)
Ministry of Labor and Social Security (www.stps.gob.mx)



Statistical Office

National Institute of Statistics and Geography (www.inegi.gob.mx)

Central Bank

Bank of Mexico (www.banxico.org.mx)

Stock Exchange

Mexican Stock Exchange (www.bmv.com.mx)

Search Engines

Yahoo Mexico (<http://mx.yahoo.com>)

Buscador (www.buscador.com)

Explora Mexico (www.exploramexico.com)

Mexico Channel (www.trace-sc.com)

Mexico Global (www.mexicoglobal.com)

Mexico Online (www.mexonline.com)

Mexico Web (www.mexicoweb.com.mx)

Mexsearch (www.yellow.com.mx)

Mxsearch (www.mxsearch.com)

Sbel (www.sbel.com.mx)

Economic portals

OECD (www.oecd.org)

Employers' Confederation of the Republic of Mexico
(www.coparmex.org.mx)

Administrative procedures relative to foreign investment

General Direction of Foreign Investments
(www.economia.gob.mx)

Investment aid agency

Fesec (www.fesec.com.mx)

Mexicali Industrial (www.mexicaliindustrial.com)

Cost of labour

Minimum wages (www.sat.gob.mx)

Average wage

National Minimum Salaries Commission (www.conasami.gob.mx)

Consumers associations

Federal Commission for Consumer Protection
(PROFECO) (www.profeco.gob.mx)

Civil Association for Consumer Assistance
(www.alconsumidor.org.mx)

Telecommunications Federal Commission (COFETEL)
(www.cft.gob.mx)

Main advertising agencies

021 (www.021.com.mx)

JWT Mexico (www.jwt.com)

KP Alazraki (www.kp.com.mx)

Employers' Welfare Action (<http://accionesocialempresarial.com>)

Mexican Association of Advertising Agencies
(www.amap.com.mx)

Organizations in the retail sector

Directory of Wholesalers and Retailers in Mexico
(<http://sur.123plaza.com/mexico>)

Retailing in Mexico - Euromonitor (www.euromonitor.com/Retailing_in_Mexico)

International economic cooperation

Mexican Trade Agreements (www.economia.gob.mx)

Customs duties and taxes on imports

Taxes when entering Mexico, click here (<http://madb.europa.eu>)

Import procedures

Tariff of the General Import and Export Taxes Law
(www.diputados.gob.mx)

Mexican Customs Official Website
(www.aduanas.sat.gob.mx)

National Market Information and Integration System
(www.secofi-sniim.gob.mx)

Organizing goods transport

Ports

Ports of Mexico (<http://cgpmm.sct.gob.mx>)

Airports

Mexico's airports (<http://www.aeropuertomexico.com>)

Sea transport organizations

Ministry of Communications and Transportation - Port and Marina
(www.sct.gob.mx/puertos-y-marina)

Air transport organizations

Ministry of Transportation, Communications Infrastructures, and Civil Aeronautics
(www.sct.gob.mx/transportes/aeronautica-civil)

Road transport organizations

Ministry of Transportation, Communications Infrastructures, and Civil Aeronautics
(www.sct.gob.mx/carreteras)

Rail transport organizations

Ministry of Transport, Communications Infrastructures, and Civil Aeronautics - Rail Transport
(<http://dgttfm.sct.gob.mx>)

Business directories

Mexican Trade Directory (<http://directorio.comerciomexico.com/negocios-mexico.php>)

Clic5 - Mexican Trade Directory (www.clic5.com)

Directory of Mexican Suppliers
(www.proveedoresmexicanos.com)

Mexican Employers' Information System
(www.siem.gob.mx)

Traveling in Mexico

Passport and visa service

Visas for foreigners (www.sre.gob.mx/english)

Ministry of Tourism (www.sectur.gob.mx)

VISIT MEXICO (www.visitmexico.com)

(Source : EEPC INDIA Website, Statistics Department – EEPC INDIA, www.fita.org)

Tender Information**Afghanistan****(EEPC Ref. No. DB-95)**

Project : Strengthening Higher Education Program
Project ID No. P089040
Grant from IDA

Notice No. : **WB682-745/09**

Issued by : Afghanistan Reconstruction & Development Services (ARDS)
4th & 5th Floors, Ministry of Economy Building
Malik Asghar Square Kabul - Afghanistan
Tel. : 00 93 (0) 20 2103430 or 0093 (0) 779 595 857, 773 379 058
E-mail : ards.procurement@ards.org.af, mk.das@ards.org.af & abdullah.wardak@ards.org.af
Website : www.ards.org.af

For : Procurement of Laboratory Equipment for Balkh University :
Lot 1 : Construction Lab Equipment
- Items : 24
Lot 2 : Civil and Industrial Lab Equipment
- Items : 57
Lot 3 : Cement Testing Lab Equipment
- Items : 26

Bid security : - *Lot No. 1* : US\$ 2,000 or an equivalent amount in a freely convertible currency
- *Lot No. 2* : US\$ 8,000 or an equivalent amount in a freely convertible currency
- *Lot No. 3* : US\$ 1,000 or an equivalent amount in a freely convertible currency

Bid deadline : **18.03.2009**

Bosnia and Herzegovina**(EEPC Ref. No. DB-96)**

Project : Avian Influenza Preparedness Project
Credit No. 4331-BOS, Project ID No. P100415
Finance from IDA

Notice No. : **WB656-745/09**

Issued by : Ministry of Health and Social Welfare
Project Coordination Unit/VII Floor, Office No. 23
Trg Republike Srpske 1, 78000 Banja Luka
Bosnia and Herzegovina
Attn. : Mr. Marko Stanarevic
Tel. : +387 51 339 439
Fax : +387 51 339 665
E-mail : m.stanarevic@pcu.mzsz.vladars.net

For : Procurement of Vehicles.

Tender cost : Non-refundable fee of 100 EUR.

Bid security : EUR 10,000 or an equivalent amount in a freely convertible currency.

Bid deadline : **23.03.2009**

Macedonia**(EEPC Ref. No. DB-97)**

Project : Railway Reform Project
Loan No. 4802-MK, Project ID No. P083499

Notice No. : **WB672-745/09**

Issued by : Macedonian Railways JSC - Skopje
Zeleznicka 50b, 1000 Skopje, Macedonia
Attn. : Mr.Todor Popovski
Tel. : (389-2) 324-8709
Fax : (389-2) 324-8719
E-mail : mztransportad@mt.net.mk

For : Supply of new flat bed rail wagons, 25 units.

Tender cost : Non-refundable fee of MKD 9.000 Denars or 150 Euro.

Bid security : 150.000,00 Euro or an equivalent amount in a freely convertible currency.

Bid deadline : **18.03.2009**

Nepal

(EEPC Ref. No. DB-98)

Project : Health Sector Program
Credit No. 3980-NEP and Grant No: H125 - NEP
Grant/Credit from IDA

Notice No. : **WB617-744/09**

Issued by : The Director
Logistics Management Division
Department of Health Services
Teku, Pachali, Kathmandu, Nepal
Attn. : Director, LM Division
Tel. : (977) 1 4261768
Fax : (977) 1 4261413
E-mail : doctor_mingma@hotmail.com

For : Supply and delivery of Double Cab Pickup to be delivered to Central Store of DoHS, LMD, Teku, Kathmandu.

Tender cost : Non-refundable fee of NRs. 5,000.00 or US\$. 65.00 for each set + NRs. 4000 or US\$. 50.00 (courier charges).

Bid security : 2.5% of bid price.

Bid deadline : **15.03.2009**

Mozambique

(EEPC Ref. No. DB-99)

Project : Water Sector Services And Institutional Support Project
Loan No. TF090410, Project ID No. P0104566
Grant from IDA

Notice No. : **WB559-744/09**

Issued by : Chief Executive Officer
Av. Filipe Samuel Magaia, Nr 1297 R/C
Maputo, Mozambique
Tel. : (258-21) 491-529
Fax : (258-21) 498-881
E-mail : fipag@fipag.co.mz

For : Supply of Water Meters for Southern, Western and Northern Cities as follows :

- Lot 1 : Northern Cities
 - Item 1 : 12,460 half inch Water Meters
 - Item 2 : 50 one inch Water Meters
 - Lot 2 : Western Cities
 - Item 1 : 3,260 half inch Water Meters
 - Lot 3 : Southern Cities
 - Item 1 : 5,900 half inch Water Meters
- Bidders must quote for all items in each lot.

Tender cost : Non-refundable fee US\$ 100 or in equivalent amount in local currency.

Bid security : US\$ 9,000.00 for Lot 1, US\$ 2,200 for Lot 2 and US\$ 4,000 for Lot 3 or an equivalent amount in local currency.

Bid deadline : **19.03.2009**

(Source : UN Development Business Website)

Egypt

(EEPC Ref. No. MEED-204, MEED-205)

Tender for : **Substation**

Tender No. : **34/2008/09**

Tender details : Implementation of the Gebel el-Zeit, 220/22 kV gas-insulated switchgear substation in the El-Canal zone. The project comprises the turnkey engineering, design, manufacturing, testing at factory, supply, civil works, management, erection, supervision, training at site and commissioning of the substation, with completion due in 18 months.
Financed by Germany's Kreditanstalt fuer Wiederaufbau, the European Investment Bank and the EU. Details on payment of \$ 2,500.

Bid bond : \$ 300,000

Closing date : **24.03.2009**

Tender for : **Transformers**

Tender No. : **35/2008/09**

Tender details : Supply of two 125MVA, 22/22/220 kV transformers, with completion due in 16 months. Financed by Germany's Kreditanstalt fuer Wiederaufbau, the European Investment Bank and the EU. Details on payment of \$ 2,000.

Bid bond : \$100,000

Closing date : **31.03.2009**

Issued by : Egyptian Electricity Transmission Company
5 Six October Street, off El-Bahr el-Aazam Street, El-Mounib, Giza, Cairo, Egypt
Tel/Fax : (202) 5716390

Kuwait

(EEPC Ref. No. MEED-206, MEED-207 & MEED-208)

Tender for : Transformer station control and monitoring equipment (1)

Tender No. : **MEW/79/2008-2009**

Tender details : Provision and installation of control and monitoring equipment for transformer stations at South Surra A, South Surra B, South Sabahiya B, Airport A and Airport B for the Electricity & Water Ministry. Details on payment of KD 500.

Bid bond : 2.5% of tender price.

Closing date : **22.03.2009**

Tender for : Transformer station control and monitoring equipment (2)

Tender No. : **MEW/50/2008-2009**

Tender details : Provision and installation of control and monitoring equipment for transformer stations at Sulaibiya Z, Fintas Z and Jabriya Z for the Electricity & Water Ministry. Details on payment of KD 500.

Bid bond : 2.5% of tender price.

Closing date : **22.03.2009**

Tender for : **Marine Oil Pollution Fighting Equipment**

Tender No. : **MEW/53/2008-2009**

Tender details : Supply and installation of marine oil pollution fighting equipment for power stations for the Electricity & Water Ministry. Details on payment of KD 350.

Bid bond : KD 18,750

Closing date : **17.03.2009**

Issued by : Central Tenders Committee
PO Box 1070, Safat 13011, Kuwait
Tel. : (965) 2401200
Fax : (965) 2416574

(Source : MEED.com website)

**Notification No. 1/2009-Central Excise (N.T.)**

Dated 7th January, 2009

Ministry of Finance, Department of Revenue, Government of India, New Delhi issued a **Notification No. 1/2009-Central Excise (N.T.) dated 7th January, 2009** regarding **Manufacture of goods falling under heading Nos. 8601 to 8606**. The above Central Excise Notification (N.T.) have already been hosted in our **Website (<http://www.epecindia.org/circulars/excise/EXC-NN-1-2009.pdf>)** for information of our Members.

Notification No. 2/2009-Central Excise (N.T.)

Dated 28th January, 2009

Ministry of Finance, Department of Revenue, Government of India, New Delhi issued a **Notification No. 2/2009-Central Excise (N.T.) dated 28th January, 2009** regarding **CBEC notifies Chief Commissioners & Commissioners' Committees for review cases**. The above Central Excise Notification (N.T.) have already been hosted in our **Website (<http://www.epecindia.org/circulars/excise/EXC-NN-2-2009.pdf>)** for information of our Members.

Notification No. 3/2009-Central Excise (N.T.)

Dated 28th January, 2009

Ministry of Finance, Department of Revenue, Government of India, New Delhi issued a **Notification No. 3/2009-Central Excise (N.T.) dated 28th January, 2009** regarding **Committees consisting of two Chief Commissioners of Central Excise**. The above Central Excise Notification (N.T.) have already been hosted in our **Website (<http://www.epecindia.org/circulars/excise/EXC-NN-3-2009.pdf>)** for information of our Members.

Notification No. 4/2009-Central Excise (N.T.)

Dated 28th January, 2009

Ministry of Finance, Department of Revenue, Government of India, New Delhi issued a **Notification No. 4/2009-Central Excise (N.T.) dated 28th January, 2009** regarding **CBEC reconstitutes Chief Commissioners Panel for review cases in Bangalore**. The above Central Excise Notification (N.T.) have already been hosted in our **Website (<http://www.epecindia.org/circulars/excise/EXC-NN-4-2009.pdf>)** for information of our Members.

Notification No. 7/2009-Service Tax

Dated 3rd February, 2009

Ministry of Finance, Department of Revenue, Government of India, New Delhi issued a **Notification No. 7/2009-ST dated 3rd February, 2009** regarding **Service Tax Return Preparer Scheme, 2009**. The above Service Tax have already been hosted in our **Website (<http://www.epecindia.org/circulars/excise/STX-NT-7-2009.pdf>)** for information of our Members.

**Circular No. 50/2008-09-RB**

Dated 4th February, 2009

Reserve Bank of India, Foreign Exchange Department, Central Office, Mumbai issued a **Circular No. 50/2008-09-RB dated 4th February, 2009** regarding **Hedging of Freight Risk by Domestic Oil-Refining, Shipping Companies and other Companies**. The above Circular have already been hosted in our **Website** (<http://http://www.eepcindia.org/circulars/rbi/RBI-CR-50-08-09.pdf>) for information of our Members.

Steel Prices : Ex-Mandi Gobindgarh : on immediate payment basis
Mandi Gobindgarh
Open Market Rates of Rerollables (January 31, 2009)

(Inclusive of Excise Duty) (Trade Terms 1% Cash Discount)

(Rate Rs. per Tonne)

Ingots

Arc/Ind. Furnaces	
round quality (21x25)	24,900/-
structural quality (28x30)	24,800/-
Low carbon (12x16)	25,400/-
Semi-low carbon (16x20)	24,900/-
5x6 girder quality (28x30)	24,800/-
Runners/Risers	22,200/-
Bones/Clean	21,000/-

Billets & Squares

50x50x63x63x65x65 mm MS	–
75x75x80x80x90x90 mm MS	38,000/-
100x100 mm MS	38,100/-
125x125 mm MS	–
100x100 mm Concast-Billets	38,300/-
100x100 Concast-SAIL DSP	38,300/-
H.C. Billet SAIL 150x150 mm	–
H.C. Billets-Tisco 75x75 mm	–

Blooms

Above 251 mm Bloom (HC)	31,900/-
Above 251 mm Bloom (MS)	32,900/-
Bloom 160x250 mm (DSP)	33,300/-
130/135/140 mm (Tisco) MS	–
150x150 mm Concast (DSP)	43,600/-
150x150 mm MS (SAIL)	43,600/-
Bloom Cut into pcs. (MS)	39,400/-
Bloom Cut into pcs. (Medium)	39,400/-
Bloom Cut into (Patra Pass)	37,900/-

Slabs

Durgapur Slabs 14"x3"	–
Durgapur Slabs	33,500/-
Bokaro Slab Heavy	34,000/-
Tata Concast Slab (Heavy)	36,000/-
Skelp Tisco	–

Rails

Untested Rail - 75 lbs.	24,500/-
Untested Rail - 90 lbs.	24,400/-
Untested Rail - 105 lbs.	24,300/-

Rej. Wheel (Big)	22,300/-
Rej. Wheel (Small)	22,000/-
Cut Tyre (Big)	23,300/-
Cut Tyre (Small)	23,000/-

Melting Scrap (F.O.R.)

Rolling Mill end (Fresh)	21,500/-
Good Godown	18,800/-
Godown Scrap	18,500/-
Turning	18,500/-
Tin Tapper	17,000/-
Sponge Iron	17,500/-

Pig Iron (F.O.R.)

Foundry Grade	21,700/-
Steel Grade	20,000/-
C.I. Turning	15,500/-
Degi Scrap	20,200/-
Deg Casting	30,000/-
Ingot Moulds (Old)	19,500/-
Ingot Moulds (New)	30,000/-
Cut Ingot Moulds	20,000/-

Open Market Rates of Finished Goods (January 31, 2009)

(Inclusive of Excise Duty) (Trade Terms 1% Cash Discount)

(Rate Rs. per Qntl.)

M. S. Rounds

	4 mm	5 mm	6 mm	8 mm	10 mm	12 mm	16/20 mm	22/25 mm
Mild	3150/-	3050/-	2950/-	2880/-	2880/-	2900/-	2850/-	2820/-
Medium-Semi	–	–	–	–	2880/-	2900/-	–	–
Zindi Pass (Drawing)	–	–	–	2900/-	2900/-	2900/-	2900/-	2820/-

Above rates of 6 mm rounds are of length up to 14' Above 18' = 2950/-

Heavy Rounds

	28 to 53 mm	63 to 100 mm	110 to 125 mm	140 to 150 mm	165 mm	180 mm	200 mm
Mild	2820/-	2920/-	3020/-	3120/-	3190/-	3240/-	3270/-

M. S. Squares

	4 mm	5 mm	6 mm	8 mm	10 mm	12 mm	16/20 mm	22/25 mm
Mild	3150/-	3050/-	2950/-	2850/-	2880/-	2900/-	2850/-	2820/-

M. S. Angles

	20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	90 mm	100 mm
3 mm	3070/-	2930/-	2930/-	2930/-	2900/-	2990/-	–	–	–
5 mm	–	2900/-	2900/-	2890/-	2880/-	2890/-	2890/-	2950/-	3000/-
6 mm	–	2900/-	2900/-	2890/-	2880/-	2890/-	2890/-	2950/-	3000/-

M. S. Flats

	20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	100 mm
3 mm	2930/-	2950/-	2980/-	3000/-	3050/-	3000/-	3000/-	3000/-
5 mm	2930/-	2900/-	2900/-	2830/-	2830/-	2830/-	2830/-	2830/-
6 mm	2930/-	2900/-	2900/-	2830/-	2830/-	2830/-	2830/-	2830/-
10 mm	–	–	2900/-	2830/-	2830/-	2830/-	2830/-	2830/-
12/25 mm	–	–	2900/-	2830/-	2830/-	2830/-	2830/-	2830/-
18/19 Gauge	3220/-	3240/-	3250/-	3260/-	3300/-	3100/-	3100/-	3100/-

[Prices at other stockyards may vary]

[Source : Steel Town (Weekly), January 31, 2009]

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