

Highlights

Multi Product Trade Delegation to Tunisia, Egypt and Ghana

EEPC India is organising an Multi Product Trade Delegation to Tunisia, Egypt and Ghana from 22nd February - 2nd March, 2009. Members are requested to register their participation within **5th January, 2009**.

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

EEPC India is organising an Multi Product Trade Delegation to Japan, South Korea, Taiwan and Singapore/Malaysia from 8th - 18th March, 2009. Members are requested to register their participation within **10th January, 2009**.

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 **23rd January, 2009**.

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 **6th February, 2009**.

India Pavilion at TECMA Show 2009, Mexico City, Mexico

EEPC is organising an India Pavilion at TECMA Show 2009 in Mexico City, Mexico from 10 - 13 March, 2009. Members are requested to register their participation within **31st December, 2008**.



Interactive Session of Leading Members with Government Officials at Chennai on 12th December, 2008.

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Chairman's Pen

My dear fellow exporters,

The impact of Global Economic Slowdown is now affecting the Indian manufacturing sector in a big way. Industrial production become negative for the first time in the last 15 years while our foreign exchange reserve fell to US\$ 250 billion as of the second week of December 2008. I do believe that a big push is now required without bothering too much of the size of the fiscal deficit at this stage. It is our belief that if a big push can be given worth Rs. 150,000 crores, this will go a long way in reviving industrial growth and enhancing Government revenues, both Excise and Customs, which have particularly seen a dip in recent months. On the other hand if nothing is done, I am afraid tax revenues are going to fall drastically increasing the fiscal deficit.

I do also believe that out of the Rs.150,000 crores stimulus package, Rs.50,000 crores should be directed exclusively for the exporting community. This amount should be spent by offering better credit terms to exporters, supporting ECGC and EXIM Bank to give covers to exports to various countries as well as helping Export Promotion Councils with larger budgets to enable them to promote Indian goods in various countries of the world.

We do hope that the second package of measures that the Government is expected to come out this week will go a long way with meeting some of these urgent economic necessities.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Aman Chadha'. The signature is fluid and cursive.

(AMAN CHADHA)

**Council's Activities****EEPC INDIA Invites Participation at
Multi Product Trade Delegation to Tunisia, Egypt and Ghana
(22nd February - 2nd March, 2009)**

EEPC INDIA is pleased to organize with active support of the Indian Missions, a Multi Product Trade Delegation to Tunisia, Egypt and Ghana from 22nd February – 2nd March, 2009.

Tunisia : The sound macro-economic policies embarked on in the 80's by the Tunisian government is beginning to reap dividends as the Tunisia economy has received the highest ranking for African Countries in the World Economic Forums (Global Competitiveness Report 2005-06). Tunisia, which is the geographically the closest African country to Europe, has an agreement with the European Union, which has helped Tunisia modernise its economy. The growth of its GDP has been more than 5% in the recent years. The Exim Bank of India has extended Lines of Credit to Tunisian Banks for the benefit of Indian exporters. The major Indian engineering exports to Tunisia are Machinery, Instruments, Automobiles, Iron & Steel, Metal Products and Machine Tools.

Egypt : Egypt is the most populous country in the Arab world and has the second highest population of Africa. Egypt imports a wide variety of goods, especially capital goods such as machinery and equipment, necessary for its economic and infrastructure development. Today, the European Union, especially Germany, Italy, and France, supplies more than 40 per cent of Egypt's imports, while the United States accounts for 15-20 per cent of total imports.

Egypt has traditionally been one of India's most important trading partners in the African continent. The India-Egypt bilateral Trade Agreement has been in operation since March 1978 and is based on the MFN clause. India was the 4th largest trading partner of Egypt in 2007. Bilateral trade between India & Egypt amounts to US\$ 3.3 bn (2007-08). Indian investments in Egypt at present registers US\$ 700 mn and expected to reach US\$ 2 bn. While India's exports to Egypt have grown by 74.74% as compared to the previous year, the corresponding growth figure for engineering exports is 105.26%. Machinery, Instruments, Metals & Metal Products, Electrical Products, Automobiles & Components have been the major engineering products being exported at present to Egypt.

Ghana : Ghana remains one of the more economically sound countries in all of Africa. Ghana has a diverse and rich resource base, and as such, has one of the highest GDP per capita in Africa. Gold, timber, cocoa, diamond, bauxite, and manganese exports are major sources of foreign exchange. An oilfield which is reported to contain up to 3 billion barrels (480,000,000 m³) of light oil was discovered in 2007. Oil exploration is ongoing and, the amount of oil continues to increase. Ghana's industrial base is relatively advanced compared to many other African countries.

Ghana's industrial production is rising at a 7.8% rate, giving it the rank of 46th fastest growing industrial production nation in the world due to government's industrialization policies.

Trade and commercial relations between India & Ghana are governed by the Trade Agreement signed in 1981. Exim Bank of India has extended Lines of Credits to Ghana to help Indian exporters. India's major engineering exports to Ghana have been Iron & Steel Products, Machine Tools, Automobiles, Pumps, Agricultural Machinery, Electrical Items, Industrial Machinery, Stainless Steel Household Products. The statistics show tremendous increase in trade between India & Ghana for the last five years. The growth of Indian engineering exports to Ghana is 201% during 2007-08 (USD 503.65 mn) as against the exports during 2006-07 (USD 167 mn).

Products identified for promotion

- Wood Working Machinery
- Plastic/Rubber Machinery and Parts
- Food Processing Machinery
- Bakery Machinery
- Agricultural Tractors and Spare Parts
- Agriculture Machinery & equipments
- Refrigeration/Air-conditioning Equipments and Accessories
- Automobile Components and Spare Parts
- Diesel Engines & Parts
- Electric Generators
- Electric Motors
- Electric Transformers
- Electrical Panel Boards and Switchgears
- Sanitary Castings
- Pumps
- Metals & Metal Products
- Electric Wires
- Light Fittings and Luminaries
- Steel Wire and Wire Products, Nails
- Nuts, Bolts and Fasteners
- Construction Machinery and Equipments
- Building Hardware
- Hand Tools
- Earthmoving Machinery and Parts
- Electric Home Appliances
- Stainless Steel Kitchenwares
- Aluminium Utensils
- Kitchen Equipments
- Machine Tools and Accessories
- Cutting Tools
- Welding Electrodes & Welding Machines
- Steel Pipes & Tubes
- Solar Energy/Equipments
- Aluminium Products

Tentative itinerary

Date	Day	Time	Particulars
22/02/2009	Sunday	0215	Departure Mumbai to Cairo by FT No. MS969
22/02/2009	Sunday	0530	Arrival at Cairo by FT No. MS969
22/02/2009	Sunday	1900	Departure Cairo to Tunis by FT No. MS 5843
22/02/2009	Sunday	2125	Arrival at Tunis, Tunisia
23/02/2009	Monday	1100	BSM at Tunis, Tunisia
24/02/2009	Tuesday		Free day for follow up visits
24/02/2009	Tuesday	2225	Depart Tunis to Cairo by FT No. MS 844
25/02/2009	Wednesday	0230	Arrival at Cairo
25/02/2009	Wednesday	1800	BSM in Cairo
26/02/2009	Thursday		Free day for follow up visits
26/02/2009	Thursday	1810	Depart Cairo to Accra by FT No. MS 881
26/02/2009	Thursday	2230	Arrival at Accra
27/02/2009	Friday	1100	BSM in Accra
28/02/2009	Saturday		Free day for follow up visits
28/02/2009	Saturday	2330	Departure Accra to Cairo by FT No. MS 882
01/03/2009	Sunday	0705	Arrival at Cairo
02/03/2009	Monday	0325	Departure Cairo to Mumbai by FT No. MS 968
02/03/2009	Monday	1215	Arrival at Mumbai

Hotel Accommodation/Travel Costs

All participants will be booked in the same hotel for convenience. Hotel charges will have to be borne individually by the participants, including Ticketing, Visa Fees etc. The Council will suitably recommend for obtaining desired Visas.

Registration and Participation Charges

Rs. 35,000/- plus Service Tax Rs. 4,326/- (12.36%) per participant will be charged to partially cover the expenses on providing following facilities to the participants :

- Airport Transfer
- Venue Expenses, Working Lunch Expenses on the day of BSM
- Printing of delegates profile booklet for distribution among the Buyers, Chambers of Commerce, Trade Associations and Embassies
- Local Transport for BSM
- Expenses for mobilization of buyers in Tunis, Cairo & Accra by respective Indian Missions
- Release of advertisement in press in these countries

In case Service Tax is not chargeable, the deposit would be returned to participants.

Other individual expenses like hotel charges, food expenses (other than the one lunch provided by the Council at each centre on the day of BSM), transport charges for factory visits (if delegate arranges) will have to be borne by the delegates.

MDA Entitlement

All eligible participants will be entitled to MDA grant under Focus Africa Programme of the Ministry of Commerce & Industries, 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 subject to an upper ceiling of Rs. 70,000/- only (Rupees Seventy thousand only) as per revised MDA guidelines. Only one person per company will be entitled to get the assistance under the scheme.

Selection Criteria

In view of limitations on number of participants (15 only), selection of participants will be done on first-come-first-served basis and finally it will be decided by a Committee based on the criteria such as accreditation to the International Standards, ISO, QS etc., foreign collaboration, annual export etc. The decision to accept/reject the application for the delegation would be decided by the Council.

Mode of Payment

The Registration Form duly filled in along with the Demand Draft/at par Cheque for Rs. 39,326/- drawn in favour of **EEPC India** should be sent **latest by 5th January, 2009** to enable us to organize Buyer Seller Meets according to the profile of participants.

Cancellation of Participation

Council shall not entertain any cancellation after 10th January, 2009. Any cancellation after the due date shall result in forfeiture of the payment made to the Council on account of participation charges.

Members are requested to confirm their interest immediately along with the requisite fee and completed Registration Form to the respective Regional Offices or to :

C. H. Nadiger

Asst. Director

EEPC INDIA

(formerly Engineering Export Promotion Council)

Vinayaka Complex (2nd Floor)

44/45 Residency Road Cross

Bangalore 560 025

Tel. : 91-80-2558 1396/8669

Fax : 91-80 25586914

E-mail : eepcsrob@vsnl.net



Registration Form

Multi Product Trade Delegation to Tunisia, Egypt and Ghana (22nd February - 2nd March, 2009)

Name of the Company (in block letters)	:		
Postal Address (in block letters)	:		
Phone (with area code)	:		
Fax (with area code)	:		
E-mail	:		
Website	:		
Name & Designation of the Visiting Delegate	:		
Items manufactured/Exported	:		
Application of your products (enclosed separate sheet if required)	:		
Total Annual Exports (in US\$ Million)	2005-2006	2006-2007	2007-2008
Total Annual Exports to African countries	2005-2006	2006-2007	2007-2008
Countries of Export	:		
Accreditation to International Standards (viz. QS, ISO etc.)	:		
Foreign Collaboration, if any	:		
Nature of business	Manufacturer/ Exporter	Merchant Exporter	Export House
Photograph enclosed (2 copies)	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Company Profile with product details (please enclose with the form)	<input type="checkbox"/> Enclosed	<input type="checkbox"/> Not Enclosed	
Room Requirement	Single Room <input type="checkbox"/>	Twin Sharing Room <input type="checkbox"/>	
Passport details	:		
Name as in passport	:		
Passport No.	:		
Date of Issue	:		
Date of Expiry	:		
Place of Issue	:		

Please send the form duly filled in and signed along with your participation fees by DD/at par Cheque No. _____ dated _____ of **Rs. 39,326** payable to EEPC India.

Date : _____

Name : _____
Signature : _____
Official Seal : _____



EEPC India Invites Participation for Multi Product Trade Delegation to Japan, South Korea, Taiwan and Singapore/Malaysia

(8th - 18th March, 2009)

EEPC INDIA is pleased to inform that a Multi-Product Trade Delegation will be visiting Japan, South Korea, Taiwan and Singapore/Malaysia during the period 8th – 18th March, 2009.

Japan's Economy

The economy of Japan is the second largest economy in the world, after the United States, at around USD 4.5 trillion in terms of nominal GDP and third after the United States and China when adjusted for purchasing power parity. Japan's economy is highly efficient, highly diversified, and very competitive overall ranking approximately 18th of 111 countries. India has a very good bilateral trade relationship with this East Asian economic giant. The value of bilateral trade of engineering goods rose from USD 3221.63 Million in 2006-07 to USD 4654.89 Million in 2007-08 with a notable growth of 44 per cent. Indian engineering exports to Japan is showing an outstanding growth of 70 per cent during 2007-08 over the previous year.

South Korea's Economy

The economy of South Korea is the third-largest in Asia and the 13th-largest in the world by GDP (PPP) as of 2007. In the aftermath of the Korean War, South Korea grew from a poor developing country to a wealthy developed country. From the mid- to late- 20th century, it has enjoyed exponential economic growth, with one of the fastest growth rates in modern world history. India and South Korea bilateral relations are on strong footing and poised for achieving greater heights in future. The bilateral trade of engineering goods between these countries grew sharply in the last few years. The value of engineering exports rose from USD 402.57 Million in 2006-07 to USD 630.76 Million in 2007-08 with a remarkable growth above 56 per cent. The total value of bilateral trade of engineering products has increased from USD 1134.91 Million in 2006-07 to USD 1743.71 Million in 2007-08 with a growth of 53.64 per cent.

Taiwan's Economy

Taiwan has a dynamic capitalist economy of East Asia. Real growth in GDP has averaged about 8% during the past three decades. Despite the relatively small size of its geographical area and population, Taiwan has emerged as a formidable economic power-house in the Asia-Pacific region. It is the world's 16th largest economy and fifth largest economy in Asia (after Japan, China, India and South Korea). Bilateral trade of engineering goods between Taiwan and India has grown by more than 18 per cent during 2007-08. The trade, which stood at USD 850.33 Million in 2006-07, has gone up to USD 1011.03 Million in 2007-08. Indian engineering exports to Taiwan is also showing a positive trend in the last few years.

Singapore's Economy

The economy in Singapore is based on a highly developed market that serves as main centre for business and trade in the entire South East Asian region. Singapore, along with Hong Kong, South Korea and Taiwan, is considered as among the Four Asian Tigers. In the world business scenario, Singapore is regarded as the most business-friendly economy. Singapore port is the busiest port in the world in terms of tonnage shipped. One can easily find the presence of all most all big names in the world of business and trade having their regional headquarters and even corporate offices in Singapore. Bilateral trade of engineering goods between Singapore and India has grown by more than 60 per cent during 2007-08. The trade, which stood at USD 2234.07 Million in 2006-07, has gone up to USD 3588.77 Million in 2007-08. Indian engineering exports to Singapore have increased from USD 1110.55 Million in 2006-07 to USD 1460 Million in 2007-08 with a notable growth above 30 per cent.

About Malaysia

Malaysia emerges as one of the most potential countries in the South East Asian Region immediately after Singapore and Indonesia. India's engineering exports achieved a growth of 6.08% during 2006-07 over the previous year. However, the growth during April-December 2007 as compared to the same period for the earlier year is 97.02% which is very encouraging. The recent trend in the export growth of engineering products and services to Malaysia could be a focal point to capitalize on the opportunities existing over there.

Malaysia boasts one of South-East Asia's most vibrant economies, the fruit of decades of industrial growth and political stability. Malaysia's economic prospects remain healthy, although it faces fierce competition from its neighbours, and from China and India.

Tentative Itinerary

Date	Day	Status
8 March, 2009	Sunday	Arrival at Tokyo
9 March, 2009	Monday	Business Meet at Tokyo
10 March, 2009	Tuesday	Follow up
10 March, 2009	Tuesday (evening)	Arrival at Seoul
11 March, 2009	Wednesday	Business Meet at Seoul
12 March, 2009	Thursday	Follow up
12 March, 2009	Thursday (evening)	Arrival at Taipei
13 March, 2009	Friday	Business Meet at Taipei
14 March, 2009	Saturday	Follow up
15 March, 2009	Sunday (Morning)	Arrival at Singapore
16 March, 2009	Monday	Business Meet at Singapore/Malaysia
17 March, 2009	Tuesday	Follow Up
18 March, 2009	Wednesday	Departure for India

List of potential items

- Ferro Alloys
- Prime Iron & Steels
- Heavy Castings and Forgings
- Steel Pipes & Tubes
- Instruments of All Types (Medical Equipments, X-Ray Machines)
- Non Ferrous Metal & Products
- Industrial Machinery
- Machine Tools, Welding and Machining
- Switch Gears
- Aircraft & Spares
- Automobile Parts
- Electric Wires & Cables
- Ferrous Industrial Castings
- Aluminium & Products Thereof
- Electric Power Equipments & Parts, Power Plants
- I.C. Engine & Parts
- Cranes, Lifts & Winches
- Textile Jute Mill Machinery
- Heating & Cooling Equipments

Hotel Accommodation/Travel Costs

All participants will be booked in the same hotel for convenience. Hotel Charges will have to be borne individually, including Ticketing, Visa Fees etc. The Council will suitably recommend for obtaining desired Visas.

Registration and Participation Charges

Rs. 55,000/- plus Service Tax Rs. 6,798/- (12.36%) per participant will be charged to partially cover the expenses on providing following facilities to the participants :

- ◇ Airport Transfer
- ◇ Local Transport for joint meetings and Business Meetings
- ◇ Venue Expenses, Working Lunch Expenses on the day of Business Meetings
- ◇ Preparing database for marketing purpose
- ◇ Direct Mobilization of Companies in Tokyo, Seoul, Taipei and Singapore
- ◇ Payment to Agencies and Chambers of Commerce for mobilizing Companies
- ◇ Printing of delegates profile booklet for distribution among the Companies, Chamber of Commerce, Trade Associations, and Embassies.

Other individual expenses like hotel charges, food expenses (other than the one lunch provided by the Council at each centre on the day of Business Meetings), transport charges for factory visits (if delegate arranges) will have to be borne by the delegates.

In case Service Tax is not chargeable, the deposit would be returned to participants.

MDA Entitlement

All eligible participants will be entitled to MDA grant under Focus ASEAN Programme of the Ministry of Commerce & Industries, 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 subject to an upper ceiling of Rs. 70,000/- only (Rupees Seventy thousand only) as per revised MDA guidelines. Only one person per company will be entitled to get the assistance under the scheme.

Selection Criteria

In view of limitations on number of participants (15 only) selection of participants will be done on first-come-first served basis and finally it will be decided by a Committee based on the criteria such as accreditation to the international standards, ISO, QS etc, foreign collaboration, annual export etc. The decision to accept/reject the application for the delegation would be decided by the Council.

Mode of Payment

The Registration Form duly filled in along with the Demand Draft/at par Cheque for Rs. 61,798/- drawn in favour of **EEPC India** should be sent **latest by 10th January, 2009** to enable us to organize Buyer Seller Meets according to the profile of participants.



Cancellation of Participation

Council shall not entertain any cancellation after 20th January, 2009. Any cancellation after the due date shall result in forfeiture of the payment made to the Council on account of participation charges.

Members are requested to confirm their interest immediately along with the requisite fee and completed Registration Form (enclosed) to the respective Regional Offices or to :

Suranjan Gupta

Sr. Joint Director

EEPC INDIA

(formerly Engineering Export Promotion Council)

Vanijya Bhavan (1st Floor)

1/1 Wood Street

Kolkata - 700 016

Tel. : 91-33-2280 0652/74

Fax : 91-33-2280 0654

E-mail : eepcho@eth.net

sgupta@eepcindia.org

Registration Form

**Multi Product Trade Delegation to Japan, South Korea, Taiwan and Singapore/Malaysia
(22nd February - 2nd March, 2009)**

Name of the Company (in block letters)	:		
Postal Address (in block letters)	:		
Phone (with area code)	:		
Fax (with area code)	:		
E-mail	:		
Website	:		
Name & Designation of the Visiting Delegate	:		
Items manufactured/Exported	:		
Application of your products (enclosed separate sheet if required)	:		
Total Annual Exports (in US\$ Million)	2005-2006	2006-2007	2007-2008
Total Annual Exports to East Asian countries	2005-2006	2006-2007	2007-2008
Countries of Export	:		
Accreditation to International Standards (viz. QS, ISO etc.)	:		
Foreign Collaboration, if any	:		
Nature of business	Manufacturer/ Exporter	Merchant Exporter	Export House
Photograph enclosed (2 copies)	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Company Profile with product details (please enclose with the form)	<input type="checkbox"/> Enclosed	<input type="checkbox"/> Not Enclosed	
Room Requirement	Single Room <input type="checkbox"/>	Twin Sharing Room <input type="checkbox"/>	
Passport details	:		
Name as in passport	:		
Passport No.	:		
Date of Issue	:		
Date of Expiry	:		
Place of Issue	:		

Please send the form duly filled in and signed along with your participation fees by DD/at par Cheque No. _____ dated _____ of **Rs. 61,798** payable to EEPC India.

Date : _____ Name : _____
Signature : _____
Official Seal : _____



EEPC India Invites Participation for Multi Product Trade Delegation to Russia, Kazakhstan and Ukraine

(8th - 19th March, 2009)

EEPC India is pleased to organize with active support of the Indian Missions, a Multi Product Trade Delegation to Russia, Kazakhstan and Ukraine during 08 - 19 March, 2009.

EEPC INDIA in its pursuit to increase the market share of engineering goods and services in the CIS countries have identified the above countries as having maximum potential for business opportunities for engineering goods and services from India. The identified countries have witnessed economic growth in the last decade thereby increasing the demand for wide spectrum of engineering goods/services.

The list of potential items to be covered by the Multi Product Trade Delegation are :

- Electric Home Appliances & Parts
- Automobile & Components
- Primary Iron & Steel
- Bicycle & Parts
- Industrial Machinery
- Electrical Power Equipments
- Food Processing Machinery
- Textile & Jute Mill Machinery
- Pumps & Compressors
- Cranes
- Lifts & Winches
- Castings
- Forgings
- Fasteners
- Machine Tools
- Cutting Tools
- Heating & Cooling Equipments
- Utensils & Kitchenwares
- Tractors & Agricultural Equipments
- Primary Aluminium & Aluminium Products
- Ferro Alloys
- Construction Machinery
- Commercial Vehicles
- Wires & Cables
- Knitting Machinery
- Pharmaceutical Machinery
- Transmission Line Towers & Parts
- Railway Track Materials
- Steel Pipes & Tubes
- Dry & Storage Batteries
- Hand Tools
- I.C. Engines & Parts
- Mica & Mica Products
- Scientific & Surgical Instruments
- Builders' Hardware
- Sewing Machines

Tentative schedule of the delegation & Buyer Seller Meet in Russia, Kazakhstan and Ukraine

Cities covered by the Delegation :

St. Petersburg & Moscow in Russia, Almaty in Kazakhstan and Kiev in Ukraine.

Date	Day	Status	Dep./Time Hrs.	Arrival/Time	No. of nights
March 08, 2009	Sunday	Arrival St. Petersburg	Lufthansa Airline : Delhi 0305 Frankfurt 0830	Frankfurt 0615 St. Petersburg 1315	1 St. Petersburg
March 09, 2009	Monday	Buyer Seller Meet at St. Petersburg			2 St. Petersburg
March 10, 2009	Tuesday	Follow up meetings/ Visit to St. Petersburg Technical Fair			3 St. Petersburg
March 11, 2009	Wednesday	Visit to St. Petersburg Technical Fair/ Follow up meetings & Depart	St. Petersburg 1755	Moscow 1950	4 Moscow
March 12, 2009	Thursday	Buyer Seller Meet at Moscow			5 Moscow
March 13, 2009	Friday	Follow up meetings			6 Moscow
March 14, 2009	Saturday	Follow up meetings and Depart	Moscow 2200	Almaty 0525 (+1)	Travel
March 15, 2009	Sunday			Arrival in Almaty	7 Almaty
March 16, 2009	Monday	Buyer Seller Meet at Almaty			8 Almaty
March 17, 2009	Tuesday	Follow up meetings	Almaty 1855 Moscow 2240	Moscow 2045 Kiev 2320	9 Kiev
March 18, 2009	Wednesday	Buyer Seller Meet at Kiev			10 Kiev
March 19, 2009	Thursday	Follow up & Depart to India	Lufthansa Airline : Kiev 1710 Munich 1945	Munich 1840 Delhi 0740 (+1)	

Please note that meetings would be arranged in cooperation with the Indian Missions and in association with the local chambers/associations. Members are requested to kindly register at the earliest along with product details so to ensure that enough time is available with our counterparts to arrange suitable one to one meetings.

Registration and Participation Charges

The Registration and Participation Charges will be Rs. 65,000/- plus Service Tax as applicable. Please note that Service Tax of Rs. 8,034/- (12.36% on Rs. 65,000/-) will be charged on the participation fees. In case Service Tax is not chargeable, the deposit would be returned to participants.

The Registration Charges will cover the following :

- Airport Transfer
- Local Transport for joint meeting and BSM
- Venue Expenses, Working Lunch Expenses on the day of BSM
- Preparing database for marketing purpose
- Direct mobilization of buyers in Russia, Kazakhstan and Ukraine
- Payment to Agencies and Chambers of Commerce for mobilizing Buyers
- Publicity charges for mobilization
- Printing of delegates profile booklet for distribution among the Buyers, Chamber of Commerce, Trade Associations, and Embassies

Other individual expenses like hotel charges, food expenses (other than the one lunch provided by the Council at each centre on the day of BSM), transport charges for factory visits (if delegate arranges) will have to be borne by the delegates.

Hotel Accommodation/Travel Costs

All participants will be booked in the same hotel for convenience. Hotel charges will have to be borne individually, including Ticketing, Visa Fees etc. The Council will suitably recommend for obtaining desired Visas.

MDA Entitlement

All eligible participants will be entitled to MDA grant under Focus CIS Programme of the Ministry of Commerce & Industries, 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 subject to an upper ceiling of Rs. 70,000/- only (Rupees Seventy thousand only) as per revised MDA guidelines. Only one person per company will be entitled to get the assistance under the scheme.

Selection Criteria

In view of limitations on number of participants (15 only) selection of participants will be done on first-come-first-served basis and the decision to accept/reject the application for the delegation would be decided by the Council.

Mode of Payment

The Registration Form duly filled in along with the Demand Draft drawn in favour of **EEPC India** should be sent **latest by January 23, 2009** to enable us to organize Buyer Seller Meets according to the profile of participants.



Cancellation of Participation

Council shall not entertain any cancellation after 30th January, 2009. Any cancellation after the due date shall result in forfeiture of the payment made to the Council on account of participation charges.

Members are requested to confirm their interest immediately along with the requisite fee and completed Registration Form to the respective Regional Offices or to :

Arvind Singh

Deputy Director

EEPC INDIA

(formerly Engineering Export Promotion Council)

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

arvind@eepc.gov.in



Registration Form

Multi Product Trade Delegation to Russia, Kazakhstan and Ukraine (8th - 19th March, 2009)

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
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 CIS 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.)	:			
Items for which BSM is requested	:			
Photograph enclosed (2 copies)	:	<input type="checkbox"/> Enclosed	<input type="checkbox"/> Not Enclosed	
Rooms requirements	:	<input type="checkbox"/> Single	<input type="checkbox"/> Double	
Passport details	:			
Name as in passport	:			
Passport No.	:			
Date of Issue	:			
Date of Expiry	:			
Place of Issue	:			

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

Please send us this Form duly filled in and signed along with **full payment by Demand Draft and 2 (two) copies of passport size colour photographs** of the Participant.

Signature :

Date :

Office Seal :

EEPC India Invites Participation in Multi Product Trade Delegation to Mexico, Colombia and Chile

(11th - 20th March, 2009)

The Council is pleased to inform that a Multi-Product Trade Delegation will be visiting Mexico, Colombia and Chile during the period 11 - 20 March, 2009.

Mexico's Economy

Mexico has a free market economy with a trade regime which is among the most open in the world. It has 12 free trade agreements with over 40 countries, putting more than 90% of trade under free trade agreements. The export of Indian engineering goods to Mexico has shown steady growth in the last two years. Major items of exports from India include Transport Equipment, Electrical and Non-electrical Machineries, Iron, Steel and articles thereof, various instruments and products of Base Metals. In May 2007, India and Mexico signed a MoU on Bilateral High Level Group on Trade, Investment and Economic Cooperation. The delegation will have the opportunity to visit TECMA exhibition at Mexico City which will enable interaction with cross section of Mexican industry.

Colombia's Economy

Colombia is a free market economy experiencing positive growth over the past three years. Its main trading partners are USA, Mexico, Brazil and Japan. Asian economies, particularly Indian engineering industries have opportunity to develop Colombia as an export market. Colombia has very good demand for Industrial Equipment, Transportation Equipment, Aluminium Products, Iron & Steel, Ferro Alloys, Auto Components, Agricultural Machinery, Construction Machinery, Castings, Steel Pipes & Tubes and Steel Wire etc.

Chile's Economy

Chile has a dynamic market-oriented economy characterized by a high level of foreign trade. Chile has signed several bilateral free trade agreements. Chile intends to negotiate further agreements with India. Engineering items from India like Iron & Steel, Ferro Alloys, Auto Components, Agricultural Machinery, Construction Machinery, Machine and Hand Tools, Pumps have tremendous market potential in Chile. The delegation will have the opportunity to visit the India Show exhibition organized by ITPO at Santiago, Chile which will enable interaction with cross section of the industry.

Products Identified for Promotion

- 2 & 3 Wheeler
- Aluminium & Products Thereof
- Automobile Parts
- Bright Bars
- Commercial Vehicles
- Cutting Tools
- Dry Batteries
- Electric Power Equipments & Parts
- Electrodes
- Ferro Alloys
- Ferrous Industrial Castings
- Hand Tools
- I.C. Engine & Parts
- Instruments - All Types
- Machine Tools
- Other Chemical Plant
- Other Construction Machinery
- Other Industrial Machinery
- Other Non-Ferrous Metal & Products
- Other Steel Products N.O.S
- Other Structural
- Prime Iron & Steels
- Pumps
- Razor Blades
- Stainless Steel Utensils
- Steel Pipes & Tubes
- Steel Wire
- Tractors & Agricultural Equipments

Tentative Schedule

Date	Day	Status
11 March, 2009	Wednesday	Arrival at Mexico City
12 March, 2009	Thursday	Visit at TECMA Show
13 March, 2009	Friday	BSM at Mexico City
14 March, 2009	Saturday	Follow up and Departure from Mexico City
15 March, 2009	Sunday	Arrival at Bogota, Colombia
16 March, 2009	Monday	BSM at Bogota
17 March, 2009	Tuesday	Follow up and Departure from Colombia
18 March, 2009	Wednesday	Arrival at Santiago, Chile and Visit to India Show organized by ITPO
19 March, 2009	Thursday	BSM at Santiago
20 March, 2009	Friday	Follow up and Departure for India

Registration and Participation Charges

Participants will be charged a nominal fee of Rs. 60,000/- + Rs. 7,416/- as deposit towards Service Tax or US\$ 1300, only to partially cover the expenses of local transport, mobilizing overseas buyers, advertisement in the media etc. in the respective countries.

In case Service Tax is not chargeable, the deposit would be returned to participants.

The figures given above are, however, subject to change pending finalization of the proposal/programme.

In case of payment made in US Dollars no Service Tax will be applicable.

Other individual expenses like hotel charges, ticketing, visa, food expenses (other than the one lunch provided by the Council at each centre on the day of BSM), transport charges for factory visits (if delegate arranges) will have to be borne by the delegates.

Payment & Cancellation

Full payment should be made along with the Registration Form duly filled in **latest by 6th February, 2009**. The payment should be made by Demand Draft/at par Cheque drawn in favour of "EEPC India". Participation will be confirmed after receiving 100% payment, 50% cancellation charges applicable if participation cancelled within 13th February, 2009. Any cancellation beyond that will result in 100% forfeiture of participation charges.

MDA Entitlement

All eligible participants will be entitled to MDA grant under Focus LAC Programme of the Ministry of Commerce & Industries, 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 subject to an upper ceiling of Rs. 1,00,000/- (Rupees One Lakh) only as per revised MDA guidelines. Only one person per company will be entitled to get the assistance under the scheme.

Selection Criteria

In view of limitations on number of participants (15 only) selection of participants will be done on first-come-first served basis and finally it will be decided by a Committee based on the criteria such as accreditation to the international standards, ISO, QS etc, foreign collaboration, annual export etc. The decision to accept/reject the application for the delegation would be decided by the Council.

Members are requested to confirm their participation immediately along with the requisite fee and completed Registration Form to the respective Regional Offices or to :

Adhip Mitra

Joint Director

EEPC INDIA

(formerly Engineering Export Promotion Council)

Vanijya Bhavan (1st Floor)

1/1, Wood Street

Kolkata – 700 016

Tel. : 91-33-2280 0651/52

Fax : 91-33-2280 0654

E-mail : eepcho@eth.net



Registration Form

**Multi Product Trade Delegation to Mexico, Colombia and Chile
(11th - 20th March, 2009)**

Name of the Company (in block letters)	:			
Postal Address (in block letters)	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Name & Designation of the Visiting Delegate	:			
Mobile	:			
Items manufactured/Exported	:			
Application of your products (enclosed separate sheet if required)	:			
Total Annual Exports (in US\$ Million)	:	2005-2006	2006-2007	2007-2008
Total Annual Exports to Latin American countries	:	2005-2006	2006-2007	2007-2008
Countries of Export	:			
Accreditation to International Standards (viz. QS, ISO etc.)	:			
Foreign Collaboration, if any	:			
Nature of business	:	Manufacturer/ Exporter	Merchant Exporter	Export House
Photograph enclosed (2 copies)	:	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Company Profile with product details (please enclose with the form)	:	<input type="checkbox"/> Enclosed	<input type="checkbox"/> Not Enclosed	
Room Requirement	:	Single Room <input type="checkbox"/>	Twin Sharing Room <input type="checkbox"/>	
Passport details	:			
Name as in passport	:			
Passport No.	:			
Date of Issue	:			
Date of Expiry	:			
Place of Issue	:			

Please send the form duly filled in and signed along with your participation fees by DD/at par Cheque No. _____ dated _____ of Rs. _____ payable to EEPC India towards participation charges.

Name : _____
Date : _____ Signature : _____
Official Seal : _____

**EEPC India Invites Participation for
India Pavilion at TECMA Show 2009
(International Machine Tools Exhibition in Mexico)
(10 – 13 March, 2009)**

EEPC India is organizing an India Pavilion at **TECMA Show 2009** to be held at Mexico City, Mexico during 10 - 13 March, 2009.

TECMA Show 2009 will bring together Manufacturers, Distributors and Trade Professionals of all kinds of industries. There is a tremendous flow of serious trade visitors at this Exposition. TECMA is the only show in Mexico which specializes in Machine Tool technology related equipment and peripherals. TECMA 2009 will be the 13th edition of the largest show in Mexico. More than 200 exhibiting companies and 500 trade names will occupy over 21,600 sq. mtr. of exhibit space at the Expo Santa Fe Complex at Mexico City. TECMA attracts over 12,000 Buyers and Sellers. TECMA is organized by The Mexican Association of Machinery Distributors (AMDM).

Economy and Indo-Mexico Trade

Mexico has a free market economy. It contains a mixture of modern and outmoded industry and agriculture, increasingly dominated by the private sector. Recent administrations have expanded competition in seaports, railroads, telecommunications, electricity generation, natural gas distribution, and airports. Per capita income of this country is one-fourth that of the US. Mexico's real GDP grew by 4.8% in 2006 and by 3.3% in 2007. As of March 2008, Moody's, Standard & Poor's, and Fitch Ratings had all issued investment-grade ratings for Mexico's sovereign debt.

Mexico's trade regime is among the most open in the world. It has 12 free trade agreements with over 40 countries including, Guatemala, Honduras, El Salvador, the European Free Trade Area, and Japan, putting more than 90% of trade under free trade agreements.

The Indian exports of engineering goods to Mexico during 2006-07 were US\$ 185.52 million, and reached US\$ 188.65 million in 2007-08. Major items of exports from India include transport equipment, electrical and non-electrical machineries, iron, steel and articles thereof, various instruments and products of base metals.

In May 2007, India and Mexico signed a MoU on Bilateral High Level Group on Trade, Investment and Economic Cooperation. The objective of this MoU includes promotion of economic and trade relations between the two countries; facilitating better access to their respective markets and avoid imposition of new barriers to trade and investment; creation of bilateral consultative mechanism to include trade and economic cooperation.

Product Categories

This event provides a unique opportunity to the Indian manufacturer-exporters to specially penetrate in the Mexican market. However, the following are the fast moving products in this exhibition :

- Machine Tools and Accessories
- Material Handling Equipment
- Hydraulics and Pneumatics/Pumps
- Motors/Gears/Power Transmission
- Testing and Calibrating Instruments
- Industrial Packaging
- Machine – CNC's
- Industrial Automation
- Valves and Compressors
- Electrical, Electronics, Instrumentation and Controls
- Welding Equipment
- Non-conventional source of energy

Venue

Expo Bancomer Santa Fe
Mexico City, Mexico

Date and Time

10 - 13 March 2009 (4 days)
(1100 hrs. to 2000 hrs.)

Participation Charges

Built-up booths minimum 9 sq. mtr. : US\$ 391 per sq. mtr. or Indian Rs. 18,000/- per sq. mtr.
(row stand, one side open) + Rs. 2,225/- per sq. mtr. as deposit towards Service Tax.
20% extra for corner booths (subject to availability).

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

Display Booth

Participation charges includes following services for 9 sq. mtr. booth :

- Carpeting
- 1 Exhibitor Desk, 2 Chairs
- 2 Spot lights, 75 watts each
- General Lighting
- Security during 24 hours
- Fascia
- 110 Volts outlet for each booth
- 1 Waste Basket
- Cleaning of all common area

Mode of Payment

Full payment is to be made along with the filled up **Application Form latest by 31st December, 2008** by Demand Draft/ Cheque drawn in favour of **Engineering Export Promotion Council**.

Reservation and Cancellation

- Reservation requests will be considered only after receiving payments in full.
- No refund will be made for any cancellation after 15th January, 2009.
- Acceptance of application and allocation of space will be at the sole discretion of the Council.

MDA Entitlements

All eligible participants will be entitled to get MDA grant under Focus LAC programme of Ministry of Commerce, 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. 1,80,000/- (Rupees one lakh eighty 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 Council's Website: www.eepcindia.org or respective Regional and Sub-Regional Offices of EEPC.

Submission of Application

Interested firms may please send their Application Form, duly filled in and signed (as per the enclosed format), along with full payment latest by **31st December, 2008** to the respective Regional Offices or to :

Nishikant Jumde

Deputy Director

EEPC INDIA

(formerly Engineering Export Promotion Council)

Vandhna, 4th Floor, 11, Tolstoy Marg

New Delhi – 110 001

Tel. : 91-11-23711124/25

Fax : 91-11-23310920

E-mail : eepcto@eepc.gov.in

Website : www.eepcindia.org



Application Form

**India Pavilion at TECMA Show 2009, Mexico City, Mexico
(10 - 13 March, 2009)**

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
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 Latin American 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 Exhibitor's 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 :

Overseas Market Information**Brazil****Bilateral with India**

The trade between India and Brazil has reached US\$ 3.98 billion during the first ten months of 2008, and hence surpassed the last year's total trade of US\$ 3.1 billion. India's exports to Brazil were at US\$ 3.1 billion and Brazil's exports to India were US\$ 912 million. Brazilian exports to India witnessed a growth of 9.7 %. Soya oil, copper and asbestos were the prominent export earners for Brazil. Brazil exported US\$ 605 million worth of industrial goods and US\$ 306 million of basic goods.

India's Exports

India's exports to Brazil increased by 95.3 % during the first ten months of 2008 over the same period last year. India exported US\$ 3.1 billion worth of goods during the first ten month this year and thus touched the total trade figure of US\$ 3.1 in the whole of 2007. The share of India's exports in total basket of Brazil's imports is now 2.1. Therefore, Brazil's trade deficit with India during the first ten months was recorded US\$ 2.2 billion, the largest deficit with India till today. Major items India exported were diesel oil (44.2%), artificial & polyester fibers, chemicals, and pharmaceutical products among others.

Other Useful Information on Brazil**Major Imports :**

Machinery, electrical and transport equipment, chemical products, oil, automotive parts, electronics.

Major Countries of Import :

US, Argentina, China, Germany, Nigeria, Japan.

Indian & Foreign Missions**Indian Missions**

Embassy of India
SHIS QL 08, Coj 08, Casa 01, Lago Sul, CEP 71.620/285
Brasilia, DF
Tel. : 00-55-61-2484006 [4 lines]
Fax : 00-55-61-2485486
E-mail : hoc@indianembassy.org.br
Website : www.indianembassy.org.br

Consulate General of India
Avenida Paulista, 925 - 7th Floor
Sao Paulo-01311, Brazil
Tel. : 00-55-11-31710340-41
Fax : 00-55-11-31710342
E-mail : bhojwani@indiaconsulate.org.br
Website : www.indiaconsulate.org.br

Foreign Missions

Embassy of the Federative Republic of Brazil
8, Aurangzeb Road
New Delhi - 110011, India
Tel. : (91 11) 2301 7301
Fax : (91 11) 2379 3684
(91 11) 23793194 (Commercial)
E-mail : brasindi@vsnl.com
brasindia@eth.net
secomdel@vsnl.com

Honorary Consulate
Shakespeare Court
21 A, Shakespeare Sarani, Kolkata
Tel. : +91 33 2247 9752, 2240 1935
Fax : +91 33 22401934, 9831005408 (mobile)
E-mail : pradeep_khemka@hotmail.com



Honorary Consulate
406, Sharda Chambers
New Marine Lines
Mumbai 400 020
Tel. : +91-22-2200 2236
Fax : +91-22-22009456
E-mail : akadakia@vsnl.com

Trade Associations

International Chamber of Commerce of Brazil
Rua Timbiras
1200 60andar
30140-060 Belo Horizonte
Brazil
Tel. : 5531-213-1550
Fax : 5531-213-1552
E-mail : camint@camint.com.br
Website : <http://www.camint.com.br>

Associacao Brasileira das Empresas Comerciais
Exportadoras
Rua Da Candel'ria
9-60 andar
S/601
20091-020 Rio De Janeiro
Brazil
Tel. : 55021 2531225
Fax : 55021 2537278

Associacao de Comircio Exterior do Brasil (AEB)
AV. General Justo
335/4o. Andar
20021-130 Rio De Janeiro
Brazil
Tel. : 5521-2544-0048/25
Fax : 5521-2544-0577
E-mail : aebbras@aeb.org.br
Website : <http://www.aeb.org.br>

Confederacao Nacional da Industria (CNI)
Av. Nilo Peganha
50, sl. 3216
20044-900 Rio De Janeiro, Brazil
Tel. : 5521 5348145
Fax : 5521 5348292
E-mail : webmaster@mail.cni.org.br
Website : <http://www.cni.org.br>

Confederacao Nacional do Comercio
Av. General Justo
307, 40 andar
20022 Rio De Janeiro
Brazil
Tel. : 55021 2970011
Fax : 55021 5247111
E-mail : cncrj@cnc.com.br

Confederation of Chambers of Commerce of Brazil
Rua Da Candel'ria
9-120 andar
20091-020 Rio De Janeiro
Brazil
Tel. : 55-21 2639461
Fax : 55-21 2637613
E-mail : cacb@nutecnet.com.br
Website : <http://www.cacb.org.br>

Federacion de Camara de Comercio Exterior
Av. General Justo
307, 60 andar
20021-130 Rio De Janeiro
Brazil
Tel. : 005521-38049289
Fax : 005521-25247111

Useful Links

Export/Import

Market Information

- US Commercial Service - Country Commercial Guide - Brazil (www.focusbrazil.org.br/ccg/)
- InfoExport: Brazil (www.infoexport.gc.ca)
- Doing e-Business in... Brazil (www.ebusinessforum.com)
- Austrade Brazil Profile (www.austrade.gov.au/Brazil-profile/default.aspx)
- National Confederation of Industry (Brazil) (www.cni.org.br)

Trade Leads

- BR.TradeHolding.com (<http://br.tradeholding.com>)
- Brazil TradeNet (www.braziltradenet.gov.br)
- Algomtl.Com (www.algomtl.com)
- Busy Trade (www.busytrade.com)



- Brazilian Web Resources (www.brazilcham.com)
- Mercantil.com Business Portal (www.mercantil.com)
- Brazil Trade Leads (<http://b2b.tradeholding.com>)
- Yellow Pages Brazil (www.yellowpagesbrazil.net)

- Brazil Airports (www.azworldairports.com)
- Freight Forwarders in Brazil (<http://sailings.to/brazil>)
- Ports of the World - South America (www.overseasmaritime.com/ports/samer.htm)

Business Directories

- Brazil - Air Cargo Agents/Freight Forwarders (www.azfreight.com)
- Brazil Airports (www.azworldairports.com)
- DMOZ Open Directory-buisness and Economy-Brazil (http://dmoz.org/Regional/South_America/Brazil)
- Legal guide to investing and doing business with Brazil (www.brazil.org.uk)
- Busy Trade (www.busytrade.com)
- Major Brazilian Corporations (<http://globaledge.msu.edu>)
- CIN - International Business Center Brazilian Network (www.cin.org.br)
- Brazilian Exporters Directory (www.brazil4export.com)
- Mercantil.com Business Portal (www.mercantil.com)
- Brazilian-American Chamber of Commerce (US) (www.brazilcham.com)
- Yellow Pages Brazil (www.yellowpagesbrazil.net)

Country Risks

- Country Risks for Brazil (www.ducroire.be)

Business Culture

- Country Studies/Area Handbooks - Brazil (<http://lcweb2.loc.gov/frd/cs/brtoc.html>)
- ExecutivePlanet.Com - Brazil (www.executiveplanet.com)
- Window on the World Country Profiles (www.windowontheworldinc.com)

Logistics

- Brazil - Air Cargo Agents/Freight Forwarders (www.azfreight.com)

Government Contacts

- Brazil Government Links (www.brazilcham.com)
- Brazil Ministry of External Relations Foreign Trade Division (www.mre.gov.br)

Travel

- Brazil Business Travel Information (www.focusbrazil.org.br)
- Business Travel in Brazil (www.brazilsourcing.com/travel.htm)
- CDC Health Information - Tropical South America (www.cdc.gov/travel/tropsam.htm)

General Information

- CDC Health Information - Tropical South America (www.cdc.gov)
- BBC News Brazil Country Profile (<http://news.bbc.co.uk>)
- Library of Congress - Brazil - Portals to the World (www.loc.gov/rr/international/hispanic/brazil/brazil.html)
- LANIC - Brazil (<http://lanic.utexas.edu/la/brazil/>)
- FDI.net Brazil Investment Information (www.fdi.net)
- InfoExport: Brazil (www.infoexport.gc.ca)
- Embassy of Brazil in London (www.brazil.org.uk)
- ELDIS - Country Profiles - Brazil (www.eldis.org)
- Economist.com | Country Briefings: Brazil (www.economist.com/countries/Brazil/)
- CIN - International Business Center Brazilian Network (www.cin.org.br)
- CIA World Factbook - Brazil (www.cia.gov/cia/publications/factbook/geos/br.html)
- British Chamber of Commerce Export Zone Country Profile of Brazil (www.link2exports.co.uk/countryprofiles)
- Brazilink (www.brazilink.org)
- Canada-Brazil Trade Portal (www.brazcan.org)

(Source : Consulate General of India, Sao Paulo & Internet)

Tender Information**Bangladesh****(EEPC Ref. No. DB-52)**

Project : Health Nutrition and Population Sector Program
Credit No. 4052-BD, TF56510-BD, Project ID No. P074841
Credit from IDA

Notice No. : **WB4869-741/08**

Issued by : Brigadier General Bazle Quader
Director(Stores & Supplies) & Line Director
(Procurement, Logistics & Supplies Management), DGHS
Central Medical Stores Depot (CMSD)
30 Shaheed Tajuddin Ahmed Sharani
Tejgaon, Dhaka-1208, Bangladesh
Tel. : (880-2) 811-5479
Fax : (880-2) 912-6547
Cable : BDIRHEALTH
E-mail : cmsd-dgh@dekko.net.bd

Contract : G-808

Package
No.

For : Procurement of Diathermy Machine :

Sub Package - A :

- (i) Surgical Diathermy Machine [Surgical Diathermy with vessel sealing (Electro-Surgical unit)].
- (ii) Surgical Diathermy Machine (Electrocautery).

Sub Package - B :

- (i) Microwave Diathermy Machine,
- (ii) Short Wave Diathermy Machine,
- (iii) Ultrasonic Diathermy Machine.

Tender cost : Non-refundable fee of BDT 1,000.00 or US\$ 20.00.

Bid security : **Sub Package - A** : BDT 7,00,000.00 or US\$ 10,000.00 or equivalent amount in a freely convertible currency.

Sub Package - B : BDT 60,000.00 or US\$ 1,000.00 or equivalent amount in a freely convertible currency.

Bid deadline : **25.01.2009**

Bangladesh

(EEPC Ref. No. DB-53)

Project : Health Nutrition and Population Sector Program
Credit No. 4052-BD, TF56510-BD, Project ID No. P074841
Credit from IDA

Notice No. : **WB4874-741/08**

Issued by : Brigadier General Bazle Quader
Director(Stores & Supplies) & Line Director
(Procurement, Logistics & Supplies Management), DGHS
Central Medical Stores Depot (CMSD)
30 Shaheed Tajuddin Ahmed Sharani
Tejgaon, Dhaka-1208, Bangladesh
Tel. : (880-2) 811-5479
Fax : (880-2) 912-6547
Cable : BDIRHEALTH
E-mail : cmsd-dgh@dekko.net.bd

Contract : G-823

Package
No.

For : Supply of Ophthalmic and ENT Equipment.

Tender cost : Non-refundable fee of BDT 1,000.00 or US\$ 20.00.

Bid security : BDT 2,00,000.00 or US\$ 2,900.00 or equivalent amount in a freely convertible currency.

Bid deadline : **26.01.2009**

Bangladesh

(EEPC Ref. No. DB-54)

Project : Health Nutrition and Population Sector Program
Credit No. 4052-BD, TF56510-BD, Project ID No. P074841
Credit from IDA

Notice No. : **WB4872-741/08**

Issued by : Brigadier General Bazle Quader
Director(Stores & Supplies) & Line Director
(Procurement, Logistics & Supplies Management), DGHS
Central Medical Stores Depot (CMSD)
30 Shaheed Tajuddin Ahmed Sharani
Tejgaon, Dhaka-1208
Bangladesh
Tel. : (880-2) 811-5479
Fax : (880-2) 912-6547
Cable : BDIRHEALTH
E-mail : cmsd-dgh@dekko.net.bd

Contract : G-856

Package

No.

For : Procurement of CT Scan Machine.

Tender cost : Non-refundable fee of BDT 1,000.00 or US\$ 20.00.

Bid security : BDT 12,00,000.00 or US\$ 17,500.00 or equivalent amount in a freely convertible currency.

Bid deadline : **22.01.2009**

Bangladesh

(EEPC Ref. No. DB-55)

Project : Health Nutrition and Population Sector Program

Credit No. 4052-BD, TF56510-BD, Project ID No. P074841

Credit from IDA

Notice No. : **WB4873-741/08**

Issued by : Brigadier General Bazle Quader

Director(Stores & Supplies) & Line Director

(Procurement, Logistics & Supplies Management), DGHS

Central Medical Stores Depot (CMSD)

30 Shaheed Tajuddin Ahmed Sharani

Tejgaon, Dhaka-1208

Bangladesh

Tel. : (880-2) 811-5479

Fax : (880-2) 912-6547

Cable : BDIRHEALTH

E-mail : cmsd-dgh@dekko.net.bd

Contract : G-866

Package

No.

For : Procurement of CD4 Counter Machine.

Tender cost : Non-refundable fee of BDT 1,000.00 or US\$ 20.00.

Bid security : BDT 10,00,000.00 (BDT or US\$ 15,000.00 or equivalent amount in a freely convertible currency).

Bid deadline : **26.01.2009**

Cambodia

(EEPC Ref. No. DB-56)

Project : Land Allocation for Social and Economic Development Project

Project ID No: P084787; Credit No. 4441-KH; IDA Grant No. H386-KH

Credit from IDA

Notice No. : **WB47-742/09**

Issued by : Crown Agents Project Office
No.59, Street 75 corner Street 90, (behind Hotel "Le Royal")
Sangkat Wat Phnom, Khan Daun Penh, Phnom Penh, Cambodia
Tel. : (855-23) 430-278
E-mail : crownagents@camnet.com.kh

For : Supply of 4WD Double-Cab Pick-Up Trucks.

Tender cost : Non-refundable fee of US\$ 70

Bid security : US\$ 4,000 or an equivalent amount in a freely convertible currency.

Bid deadline : **29.01.2009**

Kyrgyz Republic (EEPC Ref. No. DB-57)

Project : Water Management Improvement Project
Project ID No. P088671; IDA No. H212-KG and Grant of the Japanese Government - TF 056324

Notice No. : **WB28-742/09**

Issued by : Malik Djaichibaev, Procurement Coordinator
Department of Water Resources
Project Implementation Unit
Water Management Improvement Project
Room # 103, 4a Toktonaliev Str., Bishkek City, Kyrgyz Republic
Tel. : +996 312 549110
Fax : +996 312 544972, 541174
E-mail : mdjaichibaev@wmip-piu.kg

For : Procurement of Meteorological and Hydrological Equipment for Kyrgyz Hydromet.

Tender cost : Non-refundable fee in US\$ 150

Bid security : 2% of bid price.

Bid deadline : **29.01.2009**

Romania (EEPC Ref. No. DB-58)

Project : Transport Support Sector Project
Loan No. 4842-RO; Project ID No. P093812
Loan from IDA

Notice No. : **WB56-742/09**

Issued by : National Railway Company "CFR"- S.A. - Foreign Financing Directorate
38 Dinicu Golescu Boulevard # 3rd Floor, Room 26 (Gara de Nord Wing)
010873 Sector 1 Bucharest, Romania
Attn. : Mrs. Cristina PETRESCU, Foreign Financing Director
Mrs. Lavinia BALA, Head of Contracts Administration Department
Mrs. Carmen BENTZ, Procurement Officer
Tel. : +4021-319.24.40, +4021-312 04 03
Fax : +4021-319 24 41, +4021-312 97 95
E-mail : cristina.petrescu@cfr.ro

For : Procurement of Low maintenance rechargeable batteries for interlocking installations.

Tender cost : Non-refundable fee 100 EURO or equivalent in Lei (RON).

Bid security : US\$ 20,000.00 or an equivalent amount in a freely convertible currency.

Bid deadline : **23.01.2009**

Uganda

(EEPC Ref. No. DB-59)

Project : Rural Financial Services Program
Loan No. 591-UG, Project ID No. P04510
Loan from IDA

Notice No. : **WB48-742/09**

Issued by : The Coordinator
Rural Financial Services Program
1 Colville St.
6th Floor Communication House
Room No. 4
Kampala
Uganda
Attn. : Mr. Helton Achaye
E-mail : helton.achaye@finance.ug.go

For : Supply of 2 No. Double Cabin Pickups and 180 No. Motorcycles.

Tender cost : Non-refundable fee of Shs 50,000 or US\$ 30

Bid security : US\$ 3,000 for double cabin pickups and US\$ 18,745 for motorcycles; or an equivalent amount in a freely convertible currency.

Bid deadline : **23.01.2009**

Vietnam

(EEPC Ref. No. DB-60)

Project : Second Higher Education Project
Credit No. 4328-VN; Project ID No. P079665
Credit from IDA

Notice No. : **WB03-742/09**

Issued by : TRIG Management Unit
Room No. 226, the Second Floor, Administration Building
Hanoi University of Agriculture
Trauquy, Gialam
Hanoi, Vietnam
Attn. : Le Thi Bich Lien
Tel. : (844) 3876-7590
Fax : (844) 3827-6554
E-mail : lblien@hua.edu.vn, nnkinh@hua.edu.vn

- For : Procurement of Experiment Equipment for Training and Research Activities
- Lot 1 : EEC1.1.1A. Equipment for agricultural biology and natural resource management fields' basic laboratories, including 29 items;
 - Lot 2 : EEC1.1.2A. Equipment for agricultural biology and natural resource management fields' specialized laboratories, including 23 items;
 - Lot 3 : EEC1.1.3C. Equipment for food technology laboratory, including 35 items.

Tender cost : Non-refundable of US\$ 100 or equivalent in VND + US\$ 50 (courier charges).

- Bid security :
- US\$ 7,000 for Lot 1 : EEC1.1.1A
 - US\$ 4,500 for Lot 2 : EEC1.1.2A
 - US\$ 4,000 for Lot 3 : EEC1.1.3C

Bid deadline : **13.02.2009**

(Source : UN Development Business Website)

Oman

(EEPC Ref. No. MEED-161, MEED-162 & MEED-163)

Tender for : Substation upgrade

Tender No. : 271/2008

Tender details : Upgrading of the Al-Araqi primary substation from 2x6MVA to 2x10MVA in the Ibri area of the Dhahirah region for the Majan Electricity Company.
Details available until 7 January, on payment of RO 374.

Closing date : **09.02.2009**

Tender for : Vehicles

Tender No. : 272/2008

Tender details : Supply of vehicles for the Regional Municipalities & Water Resources Ministry.
Details available until 7 January, on payment of RO 150.

Closing date : **09.02.2009**

Tender for : Air Compressors

Tender No. : 277/2008

Tender details : Design, manufacture, installation and commissioning of two air compressors for Oman Drydock Company.
Details available until 14 January, on payment of RO 527.

Closing date : **16.02.2009**

Issued by : Tender Board
PO Box 787
Al-Khuwair 133, Oman
Tel. : (96824) 602073/602556
Fax : (96824) 602063

Saudi Arabia

(EEPC Ref. No. MEED-164)

Tender for : Substation

Tender No. : 564-C27

Tender details : Engineering, procurement and construction of the 8AB 380/115kV power substation at the community area in Jubail Industrial City.
Details on payment of SR 33,500.

Closing date : 15.02.2009

Issued by : Royal Commission for Jubail & Yanbu
Directorate-General for Royal Commission in Jubail
Director, Contracts Section
PO Box 10001
Madinat al-Jubail al-Sinaiyah 31961
Saudi Arabia
Tel. : (9663) 3414127/63
Fax : (9663) 3412201

(Source : MEED.com website)



**Government of India
Ministry of Commerce & Industry
Department of Commerce
Directorate General of Foreign Trade
New Delhi**

Public Notice No. 114 (RE-2008)/2004-2009

Dated 10th December, 2008

In exercise of powers conferred under Paragraph 2.4 of the Foreign Trade Policy 2004- 09, the Director General of Foreign Trade hereby makes the following amendments in Handbook of Procedures, Vol. I (RE-2008)

1. In Appendix 37D, in Table No. 9, the following products are included :

Table 9			
I. High Value Added Manufactured Goods			
Note 1 : Benefits on High Value Added Manufactured Goods shall be granted for exports w.e.f. 1.4.2008.			
Note 2 : Goods, as contained in this Table, if exported as export obligation under Advance Authorisation Scheme or under Duty Free Import Authorisation Scheme, shall be eligible for this export benefit only if the value addition is at least 100%.			
Sr. No.	FPS Product Code	ITC (HS) Code	Description
1.	9.1	70072110	Bullet proof glass
2.	9.2	84831091	Crank shaft for engines of heading 8407
3.	9.3	84831092	Crank shaft for engines of heading 8408
4.	9.4	9018	Instruments and Appliances used in medical, surgical, dental or veterinary sciences including scientigraphic apparatus, other electro-medical apparatus and sight-testing instruments
5.	9.5	90011000	Optical fibres, Optical fibre bundles and cables
6.	9.6	9703	Original sculptures and statuary, in any material
7.	9.7	85281218 & 85281219	Liquid Crystal Display Television Set

2. Consequently, the above mentioned Goods are entitled to benefits under High Value Added Manufactured Goods category (Para 3.10.2 of Foreign Trade Policy, 2004-09) on exports made w.e.f 1.4.2008, only if condition in Note 2 above is fulfilled to the satisfaction of the RA concerned .

(File No. 01/91/180/130/AM09/PC.3)

Sd/-
(R. S. GUJRAL)
Director General of Foreign Trade

Government of India
Ministry of Commerce & Industry
Department of Commerce
Directorate General of Foreign Trade
New Delhi

Public Notice No. 115 (RE-2008)/2004-2009

Dated 15th December, 2008

In exercise of powers conferred under Paragraph 2.4 of the Foreign Trade Policy 2004-09, the Director General of Foreign Trade hereby makes the following amendments in Handbook of Procedures, Vol. I RE-2008.

1. After Table 14 of Appendix 37A of the HBP v1, Table 15 'New Gram Udyog and Other Products' is added.
2. VKGUY product codes 15.1 to 15.70 are added as per details in Annexure A to this Public Notice.

Sd/-

(R. S. GUJRAL)

Director General of Foreign Trade

(File No. 01/91/180/1015/AM09/PC3)

Annexure A to Public Notice No. 115 (RE-2008)/2004-09 dated 15.12.2008
15. New Gram Udyog and Other Products

SI. No.	VKGUY Product Code	ITC HS Code	Description	Date of export from which benefits will be admissible
1.	15.1	73239200	Other Household Articles of Cast Iron, Enameled	1.4.2008
2.	15.2	73239990	Other Household Utensils & its Parts N.E.S	1.4.2008
3.	15.3	74181910	E.P.N.S. Ware	1.4.2008
4.	15.4	74181921	Brass Utensils	1.4.2008
5.	15.5	74181922	Copper Utensils	1.4.2008
6.	15.6	74181929	Utensils of other Copper Alloys	1.4.2008
7.	15.7	74181930	Other Table, Kitchen or other Household Articles	1.4.2008
8.	15.8	74199920	Articles of Copper Alloys Electroplated with Nickel-Silver	1.4.2008
9.	15.9	74199930	Articles of Brass	1.4.2008
10.	15.10	74199940	Copper Worked Articles	1.4.2008
11.	15.11	76151940	Other Table & Kitchnware of Aluminium	1.4.2008
12.	15.12	97030010	Original Sculptures & Statuary In Metal	1.4.2008
13.	15.13	4414	Wooden Frames for Paintings Photographs Mirrors or Similar Objects	1.4.2008
14.	15.14	44190010	Tableware of Wood	1.4.2008
15.	15.15	44190020	Kitchenware of Wood	1.4.2008
16.	15.16	44201000	Statuettes and other Ornaments of Wood	1.4.2008
17.	15.17	44209010	Wood Marquetry and Inlaid Wood	1.4.2008

Sl. No.	VKGUY Product Code	ITC HS Code	Description	Date of export from which benefits will be admissible
18.	15.18	44219060	Parts of Domestic Decorative Articles used as Tableware and Kitchenware	1.4.2008
19.	15.19	6602	Walking Sticks Seat Sticks Whips Riding Crops and the like	1.4.2008
20.	15.20	94033010	Cabinetware	1.4.2008
21.	15.21	94033090	Others	1.4.2008
22.	15.22	94035010	Bed Stead	1.4.2008
23.	15.23	94035090	Other Wooden Furniture used in Bedroom	1.4.2008
24.	15.24	94036000	Other Wooden Furniture	1.4.2008
25.	15.25	97019091	Domestic Articles of Wood (Hand Decorated)	1.4.2008
26.	15.26	97019099	Other Hand-Decorated Manufactured Articles	1.4.2008
27.	15.27	71171100	Cuff Links & Studs of Base Metal W/N Plated with Precious Metal - Imitation Jewellery Category	1.4.2008
28.	15.28	71171910	Bangles - Imitation Jewellery Category	1.4.2008
29.	15.29	71171920	German Silver Jewellery - Imitation Jewellery Category	1.4.2008
30.	15.30	71171990	Other - Imitation Jewellery Category	1.4.2008
31.	15.31	71179010	Jewellery Set With Imitation Pearls or Imitation or Synthetic Stones - Imitation Jewellery Category	1.4.2008
32.	15.32	71179090	Other Imitation Jewellery for Personal Adornment	1.4.2008
33.	15.33	83089020	Imitation Zari Spangles	1.4.2008
34.	15.34	83089031	Beads & Spangles of Base Metal for Garments made ups, Knitwear, Plastic & Leather Goods	1.4.2008
35.	15.35	83089039	Other Beads & Spangles of Base Metal	1.4.2008
36.	15.36	33019031	Attars of all kinds In Fixed Oil Base	1.4.2008
37.	15.37	33074100	"Agarbatti" & other Odoriferous preparations which Operate by Burning	1.4.2008
38.	15.38	33074900	Other Odoriferous Preparations used for Deodorizing Room (Excl Agarbatti)	1.4.2008
39.	15.39	940150	Seats of Cane, Osier, Bamboo/Similar Materials	1.4.2008
40.	15.40	94038010	Furniture of Wickerwork/Bamboo	1.4.2008
41.	15.41	94038090	Others	1.4.2008
42.	15.42	46021011	Palm Leaf Basket Etc.	1.4.2008
43.	15.43	46021019	Palm Leaf items other then Baskets	1.4.2008
44.	15.44	46021090	Others	1.4.2008
45.	15.45	69111011	Tableware of Bone China & Soft Porcelain	1.4.2008
46.	15.46	69111019	Tableware of Other Than Bone China & Soft Porcelain	1.4.2008
47.	15.47	69111021	Kitchenware of Bone China & Soft Porcelain	1.4.2008

Sl. No.	VKGUY Product Code	ITC HS Code	Description	Date of export from which benefits will be admissible
48.	15.48	69111029	Kitchenware of other than Bone China & Soft Porcelain	1.4.2008
49.	15.49	69119010	Toilet Articles of Porcelain China	1.4.2008
50.	15.50	69119020	Other Household & Toilet Articles of Porcelain-Water Filter - of Capacity Not Exceeding 40 Lts. - of Porcelain	1.4.2008
51.	15.51	69119090	Other of Other Household & Toilet Articles of Porcelain	1.4.2008
52.	15.52	69120010	Ceramic Tableware (e.g. of Imitation Porcelain/ or Semi-Porcelain)	1.4.2008
53.	15.53	69120020	Ceramic Kitchenware	1.4.2008
54.	15.54	69120030	Toilet Articles other than Porcelain/China	1.4.2008
55.	15.55	69120040	Clay Articl as Tableware, Kitchenware etc.	1.4.2008
56.	15.56	69120090	Others	1.4.2008
57.	15.57	69131000	Statuettes etc. of Porcelain/China	1.4.2008
58.	15.58	69139000	Other Statuette etc. (Excl of Porclain/China)	1.4.2008
59.	15.59	69141000	Other Ceramic Articles of Porcelain/China	1.4.2008
60.	15.60	69149000	Other Ceramic Articles Excl of Porcelain/China	1.4.2008
61.	15.61	7006	Glass of Heading 7003,7004/7005, Bent, Edged Worked etc. not Framed/Fitted with Other Materials	1.4.2008
62.	15.62	70181010	Bangles	1.4.2008
63.	15.63	70181020	Beads	1.4.2008
64.	15.64	70189010	Glass Statuette of Other Article of Heading 7018	1.4.2008
65.	15.65	34060010	Candles	1.4.2008
66.	15.66	48021010	Hand Made Paper	1.4.2008
67.	15.67	48021020	Hand-Made Paperboard	1.4.2008
68.	15.68	95051000	Articles for Christmas Festivities	1.4.2008
69.	15.69	95059010	Magicial Equipments	1.4.2008
70.	15.70	96089910	Pen Holders & Similar Holders	1.4.2008



F. No. 450/67/2003-Cus. IV (Pt)
Government of India
Ministry of Finance
Department of Revenue
Central Board of Excise & Customs
New Delhi

Circular No. 20/2008-Customs

Dated 2nd December, 2008

**Subject : Guidelines for compounding of offences under Customs
(Compounding of Offences) Rules, 2005 - regarding**

Please refer to notification No.118/2008-Customs (N.T) dated 12.11.2008 whereby certain amendments have been carried out in the Customs (Compounding of Offences) Rules, 2005. Further, considering the recommendations made by the Committee on Subordinate Legislation (Rajya Sabha) and to make a meaningful impact on the Scheme of Compounding of Offences, the following changes have been made in the scheme of Customs (Compounding of Offences) Rules, 2005 and the guidelines issued in this regard.

2. The compounding amount prescribed under Rule 5 of the said Rules has been revised downwards. A new proviso has been inserted in this rule, which provides that if a person has, in respect of same goods, committed offences falling under more than one category, i.e., Sl.No.1 to 8 of the table specified in this rule and where amount of duty evasion or amount of drawback or exemption from duty, or amount of market value of the goods is same for all such offences, then the compounding amount, in such cases, shall be the amount determined for the offence for which a higher compounding amount has been prescribed.

3. Further, in rule 4, a new provision has been added, whereby it has been provided that an applicant should pay duty, penalty, and interest before submission of application for compounding. Correspondingly, the Application Form has also been amended by inserting Sl.No.12A so as to ensure that the compounding of offences shall not be allowed unless the aforesaid duty, penalty and interest thereon are paid by the applicant.

4.1. In view of the recommendations of the Committee, for early disposal of the applications for compounding, the Board directs that normally the application for compounding of offences may be disposed of within a period of 3 months from the date of receipt of such application. In order to ensure such time bound disposal, it is reiterated that the existing instructions regarding time limit for launching prosecution should be followed. In straight cases, where the importer/exporter is caught red handed, prosecution may be launched immediately after seizure of the goods. In other cases, the process of deciding about launching of prosecution or otherwise shall be completed within a month of adjudication of the case. Further, cases of prosecution shall be pursued seriously with the respective Government Counsels and the Courts.

4.2. The Compounding Authority shall invariably obtain a factual report from the Reporting Authority within one month of receipt of the application for compounding, except in deserving cases, where request for extension of the period have been sought for justifiable reasons (i.e. 1 month). Where an opportunity of personal hearing requires to be given to the applicant before passing of an order, the same shall be offered within one month's time of date of receipt of report from the Reporting Authority (1 month). After taking into account the contents of the application and the concerned reports of the Reporting Authority and submissions (written or oral) made by applicant, the Compounding Authority may be able to dispose of the case within one month of the date of personal hearing or obtaining a report whichever is later (1 month). In any case, even if there are certain difficulties in timely submission of report or conducting timely personal hearings, the Compounding Authority shall dispose of the application within an overall time limit of 6 months as provided in para 7 of the guidelines issued in this regard.



5. Further, it was decided by the Board that compounding of offences should not be allowed where there are demonstrable contradictions, inconsistencies or incompleteness in the case. Accordingly, in the guidelines issued for compounding of offences under Customs and Central Excise Acts vide Circular No.54/2005-Cus dated 30.12.2005, the following additional guidelines shall be added :

“3(v) : Any person who has applied for compounding of offence in a case, where there are apparent contradictions or inconsistencies or incompleteness.”

6. Adequate publicity may be given about reduction of compounding amount, in order to make the scheme more popular as to reduce the cases pending in the Court. Further, in order to make best use of compounding of offence scheme, all persons against whom prosecution is initiated or contemplated, should be informed separately in writing, the offer of compounding. Guidelines issued vide Circular No.54/2005-Cus dated 30.12.2005 shall continue to apply, subject to the amendments made vide Notification No. 118/2008-Customs (NT) dated 12.11.2008 and the changes mentioned in para 5 above.

7. The field formations as well as trade and industry may be suitably informed.

Sd/-
(M.M. PARTHIBAN)
Director (Customs)

**Government of India
Ministry of Finance
Department of Revenue
Central Board of Excise & Customs
New Delhi**

Notification No. 58/2008-Central Excise

Dated 7th December, 2008

G.S.R.(E).- In exercise of the powers conferred by Sub-Section (1) of Section 5A of the Central Excise Act, 1944 (1 of 1944), the Central Government, being satisfied that it is necessary in the public interest so to do, hereby directs that each of the Notifications of the Government of India in the Ministry of Finance (Department of Revenue), specified in column (2) of the Table hereto annexed shall be amended or further amended, as the case may be, in the manner specified in the corresponding entry in column (3) of the said Table, namely :-

Table

S. No.	Notification number and date	Amendments
(1)	(2)	(3)
1.	23/2003-Central Excise, dated the 31st March, 2003	<p>In the said Notification, in the Table, -</p> <p>(i) against Sr. No. 5, for the entry in column (4), the entry "In excess of "Nil"</p> <p>Explanation.- The value of the goods shall be determined in terms of Section 4 of the Central Excise Act." shall be substituted;</p> <p>(ii) against Sr. No. 5A, for the entry in column (4), the entry "In excess of amount equal to 4% of duty of excise specified in the First Schedule to the Central Excise Tariff Act, 1985 (5 of 1986).</p> <p>Explanation.- The value of the goods shall be determined in terms of Section 4 of the Central Excise Act." shall be substituted;</p> <p>(iii) against Sr. No. 6, for the entry in column (4), the entry "In excess of amount equal to 4% of duty of excise specified in the First Schedule to the Central Excise Tariff Act, 1985 (5 of 1986).</p> <p>Explanation.- The value of the goods shall be determined in terms of Section 4 of the Central Excise Act." shall be substituted;</p> <p>(iv) against Sr. No. 7, for the entry in column (4), the entry "In excess of "Nil"</p> <p>Explanation.- The value of the goods shall be determined in terms of Section 4 of the Central Excise Act." shall be substituted;</p> <p>(v) against Sr. No. 7A, for the entry in column (4), the entry "In excess of amount equal to 4% of duty of excise specified in the First Schedule to the Central Excise Tariff Act, 1985 (5 of 1986).</p> <p>Explanation.- The value of the goods shall be determined in terms of Section 4 of the Central Excise Act." shall be substituted.</p>

S. No.	Notification number and date	Amendments
(1)	(2)	(3)
2.	29/2004-Central Excise, dated the 9th July, 2004	In the said Notification, in the Table, in column (4), - (i) for the entry "8%", wherever it occurs, the entry "4%" shall be substituted; (ii) for the entry "4%", wherever it occurs, the entry "Nil" shall be substituted.
3.	3/2005-Central Excise, dated the 24th February, 2005	In the said Notification, in the Table, against S. No. 73, for the entry "8%" in column (4), the entry "4%" shall be substituted.
4.	3/2006-Central Excise, dated the 1st March, 2006	In the said Notification, in the Table, in column (4), - (i) for the entry "14%", wherever it occurs, the entry "10%" shall be substituted; (ii) for the entry "8%", wherever it occurs, the entry "4%" shall be substituted.
5.	4/2006-Central Excise, dated the 1st March, 2006	In the said Notification, in the Table, in column (4), - (i) for the entry "12%", wherever it occurs, the entry "8%" shall be substituted; (ii) for the entry "8%", wherever it occurs except for the entry occurring against S. No. 22 and 27, the entry "4%" shall be substituted; (iii) for the entry "Rs. 220 per tonne", wherever it occurs, the entry "Rs. 145 per tonne" shall be substituted; (iv) for the entry "Rs. 370 per tonne", wherever it occurs, the entry "Rs. 250 per tonne" shall be substituted; (v) for the entry "Rs. 350 per tonne", wherever it occurs, the entry "Rs. 230 per tonne" shall be substituted; (vi) for the entry "12% of retail sale price", wherever it occurs, the entry "8% of retail sale price" shall be substituted; (vii) for the entry "Rs. 250 per tonne", wherever it occurs, the entry "Rs. 170 per tonne" shall be substituted; (viii) for the entry "14% or Rs. 400 per tonne, whichever is higher", wherever it occurs, the entry "10% or Rs. 290 per tonne, whichever is higher" shall be substituted (ix) for the entry "14% of the value of such gold potassium cyanide excluding the value of gold used in the manufacture of such goods", wherever it occurs, the entry "10% of the value of such gold potassium cyanide excluding the value of gold used in the manufacture of such goods" shall be substituted; (x) for the entry "14% of the value of material , if any, added and the amount charged for such manufacture", wherever it occurs, the entry "10% of the value of material , if any, added and the amount charged for such manufacture" shall be substituted.

S. No.	Notification number and date	Amendments
(1)	(2)	(3)
6.	5/2006-Central Excise, dated the 1st March, 2006	In the said Notification, in the Table, in column (4), - (i) for the entry "14%", wherever it occurs, the entry "10%" shall be substituted; (ii) for the entry "12%", wherever it occurs, the entry "8%" shall be substituted. (iii) for the entry "8%", wherever it occurs, the entry "4%" shall be substituted.
7.	6/2006-Central Excise, dated the 1st March, 2006	In the said Notification, in the Table, in column (4), - (i) for the entry "24%", wherever it occurs, the entry "20%" shall be substituted; (ii) for the entry "24% + Rs.15,000 per unit", wherever it occurs, the entry "20% + Rs. 15,000 per unit" shall be substituted; (iii) for the entry "14%", wherever it occurs, the entry "10%" shall be substituted; (iv) for the entry "14% + Rs. 10,000 per chassis", wherever it occurs, the entry "10% + Rs.10,000 per chassis" shall be substituted; (v) for the entry "12%", wherever it occurs, the entry "8%" shall be substituted; (vi) for the entry "12% + Rs.10,000 per chassis", wherever it occurs, the entry "8% + Rs.10,000 per chassis" shall be substituted; (vii) for the entry "8%", wherever it occurs, the entry "4%" shall be substituted.
8.	10/2006-Central Excise, dated the 1st March, 2006	In the said Notification, in the Table, in column (4), for the entry "8%", wherever it occurs, the entry "4%" shall be substituted.
9.	49/2006-Central Excise, dated the 30th December, 2006	In the said Notification, in the Table, in column (4), for the entry "12%", wherever it occurs, the entry "8%" shall be substituted.
10.	2/2008-Central Excise, dated the 1st March, 2008	In the said Notification, in the Table, in column (3), - (i) for the entry "14%", wherever it occurs except for the entry occurring against S. No. 14, 16 and 18, the entry "10%" shall be substituted; (ii) for the entry "14% + Rs.10,000 per chassis", wherever it occurs, the entry "10% + Rs.10,000 per chassis" shall be substituted.

Sd/-

(UNMESH WAGH)

Under Secretary to the Government of India

[F. No. 354/210/2008-TRU]

**Government of India
Ministry of Finance
Department of Revenue
Central Board of Excise & Customs
New Delhi**

Notification No. 59/2008-Central Excise

Dated 7th December, 2008

G.S.R. (E).- In exercise of the powers conferred by Sub-Section (1) of Section 5A of the Central Excise Act, 1944 (1 of 1944), the Central Government, on being satisfied that it is necessary in the public interest so to do, hereby exempts the goods falling under the Chapter, heading, sub-heading or tariff item of the First Schedule to the Central Excise Tariff Act, 1985 (5 of 1986), as are specified in column (2) of the Table below, from so much of the duty of excise leviable thereon under the said First Schedule as is in excess of the amount calculated at the rate specified in the corresponding entry in column (3) of the Table aforesaid.

Explanation. - For the purposes of this notification, the rates specified in column (3) of the said Table are ad valorem rates, unless otherwise specified.

Table

S. No.	Chapter or heading or sub-heading or tariff item of the First Schedule	Rate
(1)	(2)	(3)
1.	1507, 1508, 1509, 1510, 1511, 1512, 1513, 1514, 1515, 1516 (excluding 1516 10 00), 1517 (excluding 1517 10 22) and 1518	4%
2.	1905 31 00, 1905 32 19, 1905 90 10 and 1905 90 20	4%
3.	5004, 5005, 5006 and 5007	4%
4.	5105, 5106, 5107, 5108, 5109, 5110, 5111, 5112 and 5113	4%
5.	5204, 5205, 5206, 5207, 5208, 5209, 5210, 5211 and 5212	4%
6.	5302, 5305, 5306, 5308 (excluding 5308 10 10 and 5308 10 90), 5309, 5310 and 5311	4%
7.	5401, 5404 90, 5405 00 00, 5407 (excluding 5407 10 15, 5407 10 25, 5407 10 35, 5407 10 45, 5407 10 95, 5407 20 10, 5407 20 20, 5407 20 30, 5407 20 40, 5407 20 90, 5407 30 10, 5407 30 20, 5407 30 30, 5407 30 40, 5407 30 90, 5407 41 19, 5407 41 29, 5407 42 90, 5407 43 00, 5407 44 90, 5407 71 10, 5407 71 20, 5407 72 00, 5407 73 00, 5407 74 00, 5407 81 19, 5407 81 29, 5407 82 90, 5407 83 00, 5407 84 90, 5407 91 10, 5407 91 20, 5407 92 00, 5407 93 00 and 5407 94 00) and 5408	4%
8.	5407 10 15, 5407 10 25, 5407 10 35, 5407 10 45, 5407 10 95, 5407 20 10, 5407 20 20, 5407 20 30, 5407 20 40, 5407 20 90, 5407 30 10, 5407 30 20, 5407 30 30, 5407 30 40, 5407 30 90, 5407 41 19, 5407 41 29, 5407 42 90, 5407 43 00, 5407 44 90, 5407 71 10, 5407 71 20, 5407 72 00, 5407 73 00, 5407 74 00, 5407 81 19, 5407 81 29, 5407 82 90, 5407 83 00, 5407 84 90, 5407 91 10, 5407 91 20, 5407 92 00, 5407 93 00 and 5407 94 00	8%
9.	5508, 5509, 5510, 5511, 5512, 5513, 5514, 5515 and 5516	4%
10.	5601 (excluding 5601 10 00 and 5601 22 00), 5602, 5603, 5604, 5605, 5606, 5607 (excluding 5607 50 10), 5608 (excluding 5608 11 10 and 5608 11 90) and 5609	4%
11.	5607 50 10, 5608 11 10 and 5608 11 90	8%

S. No.	Chapter or heading or sub-heading or tariff item of the First Schedule	Rate
(1)	(2)	(3)
12.	57	8%
13.	5801 (excluding 5801 22 10 and 5801 35 00), 5802, 5803, 5804 (excluding 5804 30 00), 5806, 5808, 5809, 5810 and 5811	4%
14.	5901, 5902 (excluding 5902 10 10 and 5902 10 90), 5903, 5904, 5905, 5906, 5907, 5908, 5909, 5910 and 5911	4%
15.	60	4%
16.	61	4%
17.	62	4%
18.	63 (excluding 6309 00 00 and 6310)	4%
19.	8523 80 20	8%
20.	8702 10 11, 8702 10 12, 8702 10 19, 8702 90 11, 8702 90 12, 8702 90 19, 8703 23 10, 8703 23 91, 8703 23 92, 8703 23 99, 8703 24 10, 8703 24 91, 8703 24 92, 8703 24 99, 8703 32 10, 8703 32 91, 8703 32 92, 8703 32 99, 8703 33 10, 8703 33 91, 8703 33 92, 8703 33 99, 8703 90 90.	20% + Rs. 20,000 per unit
21.	8702 90 13, 8703 (excluding 8703 23 10, 8703 23 91, 8703 23 92, 8703 23 99, 8703 24 10, 8703 24 91, 8703 24 92, 8703 24 99, 8703 32 10, 8703 32 91, 8703 32 92, 8703 32 99, 8703 33 10, 8703 33 91, 8703 33 92, 8703 33 99, 8703 90 90), 8704 10 90, 8704 31 10, 8704 31 90, 8704 32, 8704 90, 8706 00 21, 8706 00 39	20%
22.	8706 00 43, 8706 00 49	20% + Rs. 10,000 per chassis
23.	9001 30 00, 9001 40 10, 9001 40 90, 9001 50 00	4%
24.	9504 40 00	4%

Sd/-

(UNMESH WAGH)

Under Secretary to the Government of India

(F. No. 354/210/2008-TRU)



F. No. 137/84/2008-CX.4
Government of India
Ministry of Finance
Department of Revenue
Central Board of Excise & Customs
New Delhi

Circular No. 106/9/2008-ST

Dated 11th December, 2008

Sub :- Filing of claim for refund of service tax paid under Notification No. 41/2007-ST dated 6/10/2007 – reg.

Notification No. 41/2007-ST, dated 6/10/2007 allows refund of service tax paid on specified services used for export of goods. The Board has from time to time examined the procedural difficulties arising in implementation of this refund scheme. In this context, a Circular (No. 101/4/2008-ST, dated 12.5.2008) was issued earlier whereby the procedural difficulties that were being faced by the merchant exporters and the exporters having multi location offices were resolved. Subsequently, Notification No. 32/2008-ST, dated 18.11.2008 has also been issued to (i) extend the period of filing of refund claim by the exporter from 60 days to six month and from the end of the quarter to which such refund claim pertains; and (ii) allow refund on testing service, without any copy of agreement with the buyer of goods, if such testing and analysis is statutorily stipulated by domestic rules and regulations.

2. The Board has received further references from field formations and trade seeking clarification on other procedural issues. Trade has also reported delays in sanction of refund claims. These issues and the clarification for streamlining of procedures are discussed below.

3. ISSUE No. I : The procedure for availing refund, under the aforesaid Notification, by a manufacturer exporter not registered with central excise is as under :

- (i) He shall file the claim with the central excise authority having jurisdiction over factory of manufacture [para 2 (b)(i) of the Notification];
- (ii) He shall file a declaration in the format given in the annexure to the Notification. The CX authority would issue a STC No. (Service Tax Code) to him [para 2 (c) and 2(d) of the Notification].

The issue raised by some of the exclusive Central Excise Commissionerates is that they do not have access to the System for Allotment of Service Tax Payer Code (SAPS). Hence, exclusive Central Excise Commissionerates in places like Delhi and Bangalore have not been able to process the refund claims filed by the manufacturer exporter not registered with central excise.

CLARIFICATION : The Directorate of Systems has reported that there is no restriction for exclusive Central Excise Commissionerates in having access to SAPS. Therefore, exclusive Central Excise Commissionerates, not having access to SAPS at the moment, may approach the Directorate of Systems to get the access to the centralized software.

4. ISSUE NO. II : One of the conditions of the Notification is that the exporter claiming exemption has actually paid the service tax on the specified services [para 1(c) of the Notification]. The other condition is that the refund claim shall be accompanied by document evidencing payment of service tax [para 2(f) (ii) of the Notification]. In this regard the following issues have been raised.

- (i) Whether the invoices/bills/challan issued by the service provider, showing service tax amount could be treated as evidence that the exporter has paid the service tax.
- (ii) The invoices produced by the exporters are at times not complete (i.e. does not have STC code of service provider)
- (iii) One to one correlation between payment of ST and invoice is difficult in many cases.



CLARIFICATION : The invoices/challans/bills issued by supplier of taxable service, in conformity with rule 4A of the Service Tax Rules, 1994, are reasonable evidence that the services on which refund is being sought are taxable service. The compliance of condition that exporter has actually paid the service tax rests with the exporter claiming refund. Therefore, in so far as this condition is concerned, the refund claim should be processed based on furnishing of appropriate invoices/bills/challan by the person claiming refund and undertaking to the effect of payment of service tax by him. For the purposes of compliance verification, random checks should be carried out independently and where the refund amount is significant, post refund audit may also be carried out.

As regards incomplete invoices/bills etc., rule 4A of the Service Tax Rules, 1994 prescribes the statutory requirement. Compliance of this rule requires that the invoices/challan/bills should be complete in all respect. Therefore, the exporter claiming refund of service tax under Notification No. 41/2007-ST should ensure in their own interest that invoices/bills/challan should contain requisite details (name, address and registration No. of service provider, S. No. and date of invoice, name and address of service receiver, description, classification and value of taxable service and the service tax payable thereon). Refund claim cannot be allowed on the basis of invoices not having complete details as required verification cannot be carried out by the department on the basis of incomplete invoices.

5. ISSUE NO. III : Vide instruction F. No. 341/15/2007-TRU, dated 17.4.2008, direction has been issued that refund claim be disposed of within thirty days. Commissioners have stated that it is not practically feasible in all cases to dispose of the refund claim within this time frame in view of procedural and other issues involved in processing of claim.

CLARIFICATION : The difficulties arising in processing of claims may be brought to the notice of the Board. The procedural difficulties brought so far to the notice of the Board have been clarified earlier vide circular No. 101/4/2008-ST, dated 12.5.2008 and vide this circular. This should enable the field formations to dispose of the pending refund claims expeditiously. Therefore, every effort should be made by field formations to adhere to the prescribed timelines.

The Board has further decided that simplified procedure for refund, as prescribed by the Board vide Circular No. 828/5/2006-CX dated 20.4.2006 for sanction of refund/rebate of unutilized CENVAT credit under rule 5 of the CENVAT Credit Rules, 2004/ rebate would mutatis mutandis apply to refund claims under Notification No. 41/2007-ST. Under this simplified procedure, 80% of the due refund amount is sanctioned as adhoc interim refund to specified category of exporters having good track record, within 15 days of filing of a refund claim, subject to the condition that refund claim is complete and contains the requisite documents. For this purpose, the specified category of exporters would be (i) all exporters having export turnover of more than Rs. 5 crore in the current or preceding financial year; (ii) PSUs including PSUs of State Governments; (iii) Star Export Houses as specified under Chapter 3.5 of the Foreign Trade Policy, 2004-2009; (iv) manufacturer-exporters registered with Central Excise who have been exporting during the previous two financial years and have minimum export of Rs. 1 crore or more during the preceding financial year. (v) exporters registered with service tax or central excise who have paid central excise duty and/ or service tax amounting to Rs. 1 crore or more during the preceding financial year; (vi) All Export Oriented Units.

6. Wide publicity may be given (in the form of trade notices, advertisements) to make the stakeholders aware of the above clarification and compliance should be monitored. Any difficulty faced in processing of refund claims under aforesaid Notification may be immediately brought to the notice of the undersigned.

Sd/-
(GAUTAM BHATTACHARYA)
Commissioner (ST)



Reserve Bank of India
Foreign Exchange Department
Central Office, Mumbai 400 001

RBI/2008-09/321

A. P. (DIR Series) Circular No. 41

Dated 10th December, 2008

Exim Bank's Line of Credit of USD 30 million to the Government of the Republic of Malawi

Export-Import Bank of India (Exim Bank) has concluded an Agreement dated May 14, 2008 with the Government of the Republic of Malawi, making available to the latter, a Line of Credit (LOC) of USD 30 million (USD thirty million) for financing eligible goods and services including consultancy services from India for supply of irrigation, storage, tobacco threshing plant and one village – one project in Malawi. The goods and services, including consultancy services, from India for exports under this Agreement are those which are eligible for export under the Foreign Trade Policy of the Government of India and whose purchase may be agreed to be financed by the Exim Bank under this Agreement. Out of the total credit by Exim Bank under this Agreement, the goods and services of the value of at least 85 per cent of the contract price shall be supplied by the seller from India, and the remaining 15 per cent goods and services (other than consultancy services) may be procured by the seller for the purpose of Eligible Contract from outside India.

2. The Credit Agreement under the LOC is effective from October 31, 2008 and date of execution of Agreement is May 14, 2008. Under the LOC, the last date for opening of Letters of Credit and Disbursement will be 48 months from the scheduled completion date(s) of contract(s) in case of project exports and 72 months (May 13, 2014) from the execution date of the Credit Agreement in case of supply contracts.

3. Shipments under the LOC will have to be declared on GR/SDF Forms as per instructions issued by Reserve Bank from time to time.

4. No agency commission is payable under the above LOC. However, if required, the exporter may use his own resources or utilize balances of his Exchange Earners' Foreign Currency Account for payment of commission in free foreign exchange. Authorised Dealer Category - I (AD Category - I) banks may allow such remittance after realization of full payment of contract value subject to compliance with the prevailing instructions for payment of agency commission.

5. AD Category - I banks may bring the contents of this Circular to the notice of their exporter constituents and advise them to obtain full details of the Line of Credit from Exim Bank's office at Centre One, Floor 21, World Trade Centre Complex, Cuffe Parade, Mumbai 400 005 or log on to [www. eximbankindia.in](http://www.eximbankindia.in).

6. The directions contained in this Circular have been issued under Sections 10(4) and 11(1) of the Foreign Exchange Management Act (FEMA), 1999 (42 of 1999) and are without prejudice to permissions/approvals, if any, required under any other law.

Sd/-
(SALIM GANGADHARAN)
Chief General Manager-in-Charge



Special Task Force on Impact of Global Financial Crisis on Engineering Sector

(Continued from previous issue)

Constitution of the Special Task Force

In view of the need to have a coordinated response to the global financial crisis, EEPC India Chairman, Mr. Aman Chadha formed a Special Task Force under Mr. Rakesh Shah, Immediate Past Chairman, with the following terms of reference :

- **To carry out a comprehensive survey of the problems faced by member exporters as a result of the Global Financial Crisis;**
- **To seek data from the member exporters to identify the problem areas such as data on their production, exports, order book position, credit terms and dealings with banks, etc.**
- **To seek suggestions from member exporters on how to stabilize the situation for their respective companies;**
- **To assess the feed back from the member exporters of the Council and come up with policy reports from time to time in order to provide inputs to the Government on various issues affecting member exporters;**
- **To regularly meet Senior Government representatives to push for the recommendation of the Special Task Force;**
- **To publicise the reports of the Special Task Force with a view to generate greater awareness regarding the Global Financial Crisis and the steps being initiated by the Council.**
- **Any other issues that may be deemed fit from time to time.**

So far, the Special Task Force has circulated a Questionnaire to the members of the Council seeking information on the problems faced by them and also their suggestions to the Council and the Government. The following section summarizes the main feedback received from our members :

Member Responses to Global Financial Crisis

(i) Problems related to LCs

Banks are not issuing letter of credit due to credit non availability in various countries. LCs are being restricted to counters of certain banks who are overcharging Indian exporters as banks want to increase their own revenues by way of bank charges which is totally unregulated in India as any bank can charge anything and there is no transparency or restrictions in place. Government should consider putting restriction in place on the amounts bank can charge for advising letter of credit, advising amendment, negotiating documents under letter of credit, charges for issuance of necessary certificates post shipment. Banks should also be asked to put up the list of charges on their websites. This applies specially for foreign banks.

A typical example and a query from one of our member exporter, M/s. XYZ Pvt. Ltd is as follows :

Dear Chairman, EEPC India.

We thank you very much for your efforts in resolving the problems faced by the export fraternity due to Global crisis. We have one specific problem relating to LC. We explain below our case for your perusal and further needful action.

- 1. We exported our engineering goods against an Irrevocable, At sight confirmed LC to our customer in Peru, South America.*



2. Banco de credito BCP, our customer's bank in Peru is the LC opening bank.
3. In the LC, Bank of America, New York has been mentioned as the Reimbursing bank.
4. We have shipped the material against this LC and prepared documents and requested SBI to negotiate the LC for obtaining immediate payment. Our Bank did not notice any discrepancies in the documents and documents were in order as per LC conditions.
5. To our astonishment we were advised by SBI that this bill can not be negotiated and only can be sent for collection. Eventually they have sent our bill for collection.

Now we are waiting for the proceeds to come.

Now our concerns are :

1. Why our Bank has refused to negotiate the bill. We are banking with them for the past 8 years?
2. Will Bank of America, New York reimburse the funds?
3. What is the modus operandi of this arrangement?
4. Do you foresee any problem to our payment?
5. Is bank of America affected by recent financial turbulence in USA?

Sir, Can you please answer all our above concerns so that it will give us some soothing relief.

Await your response.

With Best Regards

(ii) Problems related to liquidity (both domestic and external) to exporters including ECBs

Most exporters have complained that they face tremendous problems with respect to credit requirements. The main complaints are :

- banks are hesitant to sanction limits and have increased interest rates;
- banks have suddenly refused to discount our Non LC-Inland bills at a time when festive season is on stating that they have exceeded their credit limits, even though this was not done earlier;
- banks are unwilling to roll over this buyers credit in Japanese Yen for import of machines;
- banks are not releasing pre shipment credit easily and there is problem in discounting foreign letter of credit documents even restricted ones. They insist on squaring of all current advances and reassessing their position for each company. Supplier credit is not available.

(iii) Issues related to existing export order and new orders

Most responses have expressed concern over both export orders and new orders. The main features of the feedback are :

- Confirmed orders are being delayed with request for lower prices and holding back of supplies from Indian exporters; Purchase Orders received by some of our members have fallen in the aftermath of the financial crisis and dispatches have been postponed by two months, as of now. Further, inventories of two months have been reported by some members;
- One member has reported that their American buyer has stated that goods in US and EU are now cheaper than from India;
- In certain segments like Hand Tools and Machine Tools, first the orders dried up in USA and now Europe has started feeling the pinch. Members have informed that buyers are just not visiting stores to buy. Volumes in tonnage are down by at least 40%;
- Export Realizations have slowed down;



- The frequency of orders have come down;
- Due to frequent changes in prices, the buyer is not ready to buy or can plan in advance. Thus, everyone wants to place order when his stock level is really at a very low level, resulting in fewer orders in hands.
- Earlier members were planning in advance and were keeping the stock for regular customers, but with the change in world pricing scenario, they cannot do it because it is very difficult for them to predict the price movement.
- Some members have reported that some orders running against the proforma invoice against which no advance was received and there was no L/C, and now with the slow down in market has resulted in cancellation of proforma invoices.
- Most manufacturers are stocked with high cost inputs due to speculative Trading in MCX/Commodity Exchange worldwide compared to current prices, and the customers are expecting products to be priced at current raw material prices, which may result in lower sales or decrease in profit or both;
- Most micro and small scale members have stated that their foreign customers have requested for reduction in price;
- Countries like Ukraine, Kazakhstan, Pakistan, Tanzania, face national bankruptcy and advance payments that exporters received from buyers have stopped.

(iv) Impact of cooling of petroleum prices and metal prices, fall in freight rates and depreciation of the Rupee

Despite the INR crossing Rs. 50 to a USD, the orders are not forthcoming. In fact, members have stated that their buyers have asked them to hold orders in view of the dollar appreciation. Thus, the Rupee depreciation is not of much benefit, especially those who have hedged position, who are locked till May 2008 to Rs. 43/44 to one USD. Members expect a decrease in Exports by 25% in Rupee Terms compared to last year. Further, with regard to metal prices, still Indian Pig Iron is most expensive – it is currently at Rs. 30 per kg compared to Rs. 20 in China. Also though steel has fallen, still it is 20% higher than last year Oct levels. Also petroleum may have fallen, but LDO is still at Rs. 44 compared to Rs 27 last year same period.

Thus, while the cooling of POL prices is positive, there is, however, a huge problem in supply from main plants who control majority of the supply. For example RINL prices are almost 60% more than other steel available in the market even though it is government controlled. This is having a serious negative impact on a range of industries like fasteners as price on which RINL supplies cold headed quality steel is more than finished prices being offered from Chinese manufacturers of fasteners and the prices includes cost of metal, processing and packing charges, freight to India. Fuel prices are still not in parity with crude prices for industrial fuels. EEPC India's MSME members feel that India's manufacturing sector is not being supported given that the focus was till now on major producers, which squeezed all secondary industries.

Other Complaints received from Members :

Letter of M/s ABC Ltd to their Bank, M/s Axis Bank Ltd.

Ref. : KIW/2008/11/17/01

Date : 17-11-2008

To : **The Manager**
Axis Bank Ltd.
Sanjay Place, Agra, (U.P.)

Subject.: Regarding refusal of our request for releasing our funds from EPC

Dear Sir,

We have been running our account since several years and availing the Credit Limit and Export Packing Credit. We have also been maintaining our account in a proper manner.

It is very surprising that on 12 Nov. '08 & 14th Nov.'08 your Bank has refused the application for releasing the funds



of Export Packing Credit required for executing the pending Export Orders without any prior notice to us. With the result of your sudden refusal to honor our application without any reason whatsoever, our two cheque valued at Rs. 10,00,000/- has bounced thereby ruining our creditworthiness. These cheques were issued for procurement of Goods required for Execution of our pending Export Orders.

Never before have we ever faced such a predicament from your Bank.

We are requesting you to please clear our problem.

Hoping for your kind co-operation as you have been providing us so far.

Thanking you,

Yours faithfully,

For **M/s. ABC Ltd.**

Sd/-

General Manager

Letter of M/s. PQR Ltd., Mumbai to their Bank, M/s. Corporation Bank

Date : 20.1 1.2008.

To,
Corporation Bank, Mumbai

Subject : Instruction for S Conversion to IRS Current Account. i.e. From EEFC A/c with you.

Dear Sir,

We request you to please Convert US\$ 4000/- Existing balance amount in our EEFC A/c and give us Equivalent credit into IRS Current account as earliest moment.

As we are early bird victim of an on going un expected Global Recession & due to Fund crunch at our regular Foreign buyers country we are force to take above mentioned step, we hope You will co-operate with us & do the need full, immediately. Time of sending You letter, we have ready 2 container material worth several lacs (investment from own accruals) which are laying in our Premises for export & overseas buyer has refused to take delivery or make payment against delivery of ordered goods under Forward contract.

With best regards,

Yours Sincerely,

For **PQR Ltd.**

Following Letters were received by our Chairman Shri Aman Chaddha

Letter of MNO Ltd.

Dear Sir,

We Bank with State Bank of India-who allowed us to discount our bills-Non LC-Inland bills up to Rs. 50.00 lac. All of a sudden one fine morning they totally refused to discount the bills on the ground that we have exceeded our limits-When we have potential orders and we earn valuable US dollars to our country-why should they stop bills discounting, Our Bank is State Bank of India Ambattur Indl. Estate, Chennai-600 058.Tele: 26253351/2625 3392 (044) STD code.

When we show good performance we expect the Bankers to take part in our growth instead of putting speed breakers-resulting loosing of orders on hand.



Please look in to the matter most urgent. Such delays from the Banks will definitely help further ruins rather than helping the SSI in a turmoil that we are facing today.

Your immediate step in this regard is sought and helps earn US dollar in to our kitty.

Regards,

MNO

EEPC India Actions

The Council has taken up all these cases with the concerned authorities and the RBI. In addition the Council has suggested the following measures to the Government to address the present situation :

The Council would like to suggest the following measures for the consideration of the Finance Ministry to tackle the present problems from the point of view of engineering exporters :

A. Measures in the Short Period

RBI and Credit Related Issues

- Increase Sanction Limits while lowering interest rates. Credit Limits should be increased by 50%, since export realization has slowed due to financial crisis in foreign countries. Bank need to be more flexible with their regular customers. Reports indicate that even leading banks like SBI have suddenly refused to discount even Non-LC Inland bills (at a time of festive season) on the grounds that credit limits have been exceeded, even though these limits were exceeded in the last two years and were being allowed till as recent as October 15, 2008;
- The Banking Industry needs to be cautious, but not over-cautious;
- Post Shipment Credit period should be increased from the present 90 days to 270 days without the present provision of an increase in the interest rates since importers are delaying in confirming the dispatch of goods as they wait for prices to fall. So extension of Post Shipment Credit to 270 days will help exporters to dispatch the goods as per their client request;
- Reintroduce Interest Subvention Scheme for MSME sector with respect to Pre and Post Shipment Export Credit and include the Merchant Exporters in the Subvention scheme at least till March 31, 2008, particularly for those exporters who have hedged their positions. Further, in the present situation the interest should be linked to the Bank rate and not the BPLR;
- In view of the delays in export realization, the penal interest rate provision should be relaxed by at least a month;
- Reduce Bank Charges and make them transparent by making it mandatory for Banks to put all the details of their charges on their websites including the maximum permissible discounts on bank charges that can be allowed;
- PCFC credit needs to be enhanced, as this has dried up. RBI needs to set up a programme where it makes foreign currency liquidity available to Indian companies in predictable quantities at market prices. Thus, reserves should be used to bolster dollar/foreign currency liquidity in form of buyer's and supplier's credit, PCFC, etc to enable foreign currency credit/rollovers, etc. Further, a window should be created for buyer's credit rollovers in appreciating foreign currencies like Yen, since importers who have taken buyer's credit in Yen for import of machines and plan to roll over the buyers credit when it matures, have found that due to the tight market, no bank is willing to roll over this buyer's credit which results in losses due to the appreciation of Japanese Yen. ***The Council has estimated that a sum of around USD 2 billion would be required by the engineering sector, mostly for its MSME players, as PCFC credit.*** (This figure is arrived at by taking into consideration the contribution of the MSME players in engineering exports which is around 40%, their average requirement of PCFC credit as a percentage of the export turnover which is around 20%, and profit earned by the bank which is around 10% of the export value);



- Put pressure on IMF to provide stabilization loans like providing for enhanced SDR under liberal terms and without the usual strict conditionalities to countries like Ukraine, Pakistan, Kazakhstan and other developing countries who are on the verge of bankruptcy, so that buyers in those countries can pay back Indian exporters and also continue their trade requirements;

Foreign Trade Policy and Fiscal Policy Related Issues

- At present, Cenvat credit is not available on LDO/Motor Spirit/HSD. LDO, in particular, is an important fuel used in the manufacturing processes of several industries. Further, LDO prices are at Rs 44 as opposed to Rs 27 last year at this time. Non availability of Cenvat credit increases the cost of production and leads to export of taxes. Currently even drawback is available on diesel so there is no logic of denying Cenvat credit on LDO. It is requested that Cenvat credit may kindly be allowed on LDO;
- Instruct State Governments to release VAT refunds at least for 2005-06 immediately, given the acute need for Working capital funds due to the slowing of export realization;
- Remove procedural difficulties with regard to excise. For instance, the CT1 Form issuance is a major problem in certain parts of the country (EEPC has received complaints from Jodhpur, for instance, who have to collect the forms from Jaipur for every single CT1 form). Simple steps like issuing CT 1 Booklets instead of single CT 1 forms to recognized exporters or members of EPCs can help the problem faced by exporters in non-metro cities to procure CT1 forms from excise authorities in a hassle free manner;
- The general rate of depreciation on plant and machinery should be raised from 15% to 25%, as this would encourage MSME units to undertake fresh investments and create demand for capital goods in the county;
- The erstwhile Investment Allowance provision under the then Section 32A of the Income Tax Act should be brought back to encourage investments by companies in India. Further, the Government may also kindly consider to bring back Section 80 HHC benefits to encourage exports as this would earn valuable foreign exchange for the country;
- The system of weighted deduction under the then Section 35A of the Income Tax Act for R&D, Market Promotion and similar other activities should also be reintroduced to enable investments by companies in these activities so that it is possible for the manufacturing sector to become more competitive in the present economic environment;
- The Customs authorities need to be responsive to the request from exporters and EEPC with regard to misclassification of export duty on steel products. There are cases where Customs and Department of Revenue are not even willing to listen to the recommendations of the Ministry of Steel and the DIPP, MOC&I. This has badly impacted exporters' psyche, since there is enough evidence of wrong classification being imposed by Customs authorities. It is suggested that where problems of classification arises, goods should be allowed to be exported without export duty by taking an undertaking from the exporter that if it is found subsequently that the goods attract export duty, he should be liable to pay. At present, Customs is demanding that exporters should export with export duty paid and seek an appeal order. Exporters are unwilling to do this since it takes an inordinately long time to get refunds from the Government;
- Seamless Tubes and Pipes should be removed from restricted category to Free category. If necessary, customs duty can be imposed, but this item should not be made restricted.

B. Measures in the Medium to Long Term

- The Government of India needs to encourage the growth of real sector, the bricks and mortar industries and show less exuberance to foreign portfolio investment. Its fiscal policy should encourage investments in the real sector by using fiscal and monetary instruments that encourage domestic investment and FDI. In fact, India



should be on guard when FIIs show their overenthusiasm to Indian stock markets. That should be seen as the first sign of a looming catastrophe, rather than a measure of the “strength of the economy”. The EEPC had been suggesting last year when the Rupee was appreciating that a Tobin Tax be put. This would have ensured less dramatic increases in stock market prices last year and in turn, would have led to less outflows, this year. It is time that the past mistakes be rectified;

- There needs to be considerable attitudinal change in the Department of Revenue when it comes to the problems being faced by the Exporting community. A uniformity in policies and their implementation is clearly the need of the hour, without which exports cannot be buoyant;
- The Engineering sector requires a Technology Upgradation Scheme to enable Indian engineering comes to move up the value chain and export high value added products. The EEPC has already submitted a proposal to the Government in this regard;
- India needs to work with other developing countries to organize a “Bretten Woods Conference” where the Developing world could be invited to discuss how best they can tackle the growing menace of sudden and rapid financial flows and the debilitating impact on developing economies. Perhaps, institutional architecture needs to be created where it is possible to help developing countries tie over such crisis situations. Or urgent reforms are required in IMF, in particular, so that the voice of developing world can be heard;
- Lower Transaction Costs for exports through upgrading Trade Infrastructure, use of greater Information Technology, proper and responsive grievance mechanisms, etc.

Issues before The Special Task Force

The earlier sections has give a broad overview of the issues involved and the steps that have been taken by the Council thus far. The members are requested to give their views and suggestions on the following issues, so that a co-ordinated response can be drawn up for the benefit of Engineering Industry and the exporting community :

Suggestions are invited in the following areas :

- Banking and Financial System related
- Foreign Trade Policy Related Issues
- Fiscal Policy Related Issues
- Infrastructure Related Issues
- Promotional Policy related issues

Any other issues that may be deemed fit by the participants

To Conclude....

On the basis of the above suggestions, the Special Task Force will take necessary steps to recommend these measures to the Government and continue to press for their implementation.

(Source : EEPC INDIA Policy Department)

Important Notice

Kolkata Port Trust

Tfc/GZZD525-Maritime Security

Date : 28.11.2008

All Concerned

Sub : Security norms in Port

All Port Users are aware that the ISPS compliance status of this Port is currently operating at level II. While the recommendations under the Code are being administered as per stipulated norms, we would request all concerned to observe certain basic “dos” and “don’ts” in their general interest and the interest of the Port.

A copy of the guideline is enclosed for wide circulation. For any further clarification on any issue, the concerned Dy PFSO (Traffic/Marine/Land) may be contacted.

Sd/-
(U. SINHA)
Traffic Manager

Security : Dos & Don'ts

- Do not disturb/handle any suspected objects. Seek help of CISF/Police. For any suspected objects – man/material and any untoward incident, please inform CISF Control Room. Phone : 2439-1360
- Cooperate with security personnel for checking permits/identity cards/vehicles/cargo at the gate or at any other places in the Dock/Port.
- Be satisfied before recommending dock entry permits for any person.
- Vehicles must be kept at a safe distance from the jetty/quayhead/vessel.
- Vehicles should be parked at the earmarked places and should not be unmanned.
- No rumors/panic should be spread.
- Vessel agents should apprise all vessels the requirement and level of ISPS code prevalent at Kolkata Port.
- All Port users should abide by the Basic Rules as incorporated in the Port by laws and be aware of ISPS requirement.
- The following helpline may be contacted :
- CISF Control Room : 2439-1360
- Port Security Control Room : 2409-3025
- Police helpline : Emergency : 100
- For giving information to Police : 1090
- For giving information about abandoned Vehicles/two wheelers/bicycles : 1073
- Other Control Room Nos. : 22143230/22143024/22141310/
22505090/22505099/22505188

OFFICE BEARERS OF EEPC INDIA

CHAIRMAN

Aman Chadha

Phone: Off : 91-22-40325600/40325678 (D)

Res: 91-22-23516865

Fax : 91-22-23854428/40325646

E-mail : aman@nikkobearings.com

VICE CHAIRMEN

Mahesh K. Desai

Phone: Off : 91-40-27617098/27615131

Res: 91-40-27765793

Fax : 91-40-27614376

E-mail : hyd1_meera@sancharnet.in

Anupam Shah

Phone: Off : 91-33-22872511, 22874447

Fax : Off : 91-33-22875104, 22870780

E-mail : nipha@niphaindia.com

anupam@niphaindia.com

REGIONAL CHAIRMEN

Eastern Region

R. P. Sehgal

Phone: Off : 91-33-22803127/22878229/

22902256

Res: 91-33-64528925

Fax : 91-33-22879938

E-mail : carcast@vsnl.net

Northern Region

S. C. Ralhan

Phone: Off : 91-161-2673805/806/2670219

Res: 91-161-2670129/2672542

Fax : 91-161-2671049/2676817

E-mail : sritools@jla.vsnl.net.in

Southern Region

B. Chandrasekharan

Phone: Off : 91-80-26704010/12

Res: 91-80-26764665

Fax : 91-80-26704011

E-mail : sai_bcn@yahoo.com

kwkpv1@blr.vsnl.net.in

Western Region

Nayan N. Shah

Phone: Off : 91-22-65702939/26763555

Res: 91-22-26207506

Fax : 91-22-28730291

E-mail : info@kewelectricals.com

EEPC INDIA OFFICES IN INDIA AND ABROAD

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

URL : www.eepcindia.org

HEAD OFFICE

B. Sarkar

Addl. Executive Director & Secretary

EEPC INDIA

Vanijya Bhavan (1st Floor)

International Trade Facilitation Centre

1/1 Wood Street

Kolkata 700 016

Tel. : 91-33-22890651/52

Fax : 91-33-22890654

E-mail : eepcho@eth.net

URL : www.eepcindia.org

TERRITORIAL DIVISION

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

REGIONAL OFFICES

Chennai

M. Ganesan

Regional Director

EEPC INDIA

Greems Dugar (3rd Floor)

149 Greems Road

Chennai 600 006

Tel. : 91-44-28295501, 28295502

Fax : 91-44-28290495

E-mail : eepchennai@airtelmail.in

Kolkata

Ms. Anima Pandey

Regional Director

EEPC INDIA

Vanijya Bhavan (2nd Floor)

International Trade Facilitation Centre

1/1, Wood Street

Kolkata 700 016

Tel. : 91-33-22890673/74

Fax : 91-33-22890687

E-mail : eepcrokol@vsnl.net

Mumbai

Rajat Srivastava

Regional Director

EEPC INDIA

Centre 1, 12th Floor

World Trade Centre

Cuffe Parade, Mumbai 400 005

Tel. : 91-22-42125555

Fax : 91-22-42125556/22180119

E-mail : eepcmum@mtnl.net.in

eepcmum@vsnl.com

New Delhi

A. A. Kazmi

Acting Regional Director

EEPC INDIA

4A, Vandhna Building (4th Floor)

11, Tolstoy Marg

New Delhi 110 001

Tel. : 91-11-23314171/74

Fax : 91-11-23317795

E-mail : info@eepcrodel.org

mail@eepcrodel.org

SUB-REGIONAL OFFICES

Bangalore

C. H. Nadiger

Asst. Director

EEPC INDIA

Vinayaka Complex (2nd Floor)

44/45, Residency Road Cross

Bangalore 560 025

Tel. : 91-80-25581396/25588669

Fax : 91-80-25586914

E-mail : eepcsrob@vsnl.net

Hyderabad

J. V. Raja Gopal Rao

Asst. Director

EEPC INDIA

'Soham Mansion' (1st Floor)

No. 5-4-187/3 & 4/4, M. G. Road

Secunderabad 500 003

Tel. : 91-40-27536704

Telefax : 91-40-27536705

E-mail : eepchyd@eth.net

Jalandhar

Opinder Singh

Asst. Director

EEPC INDIA

Plot Comm. 1, Focal Point

Jalandhar 144 004

Tel. : 91-181-2602264

Fax : 91-181-2601124

E-mail : eepcjla@vsnl.com

enggcorp_jld@dataone.in

FOREIGN OFFICES

Singapore

D. D. Roy, *Resident Director*

EEPC INDIA

No. 3, Shenton Way

#07-02 Shenton House

Singapore 068805

Tel. : 65-62279282/83

Fax : 65-62279284

E-mail : enexprco@singnet.com.sg

U.S.A.

Rana Roy, *Resident Director*

EEPC INDIA

1601 Feehanville Drive, Suite # 200

Kensington Business Center

Mount Prospect, IL, 60056, USA

Tel. : 1-847-297-8500 (2 lines)

Fax : 1-847-297-8502

E-mail : eepcchicago@sbcglobal.net

eepcilusa@gmail.com