



## Iran

### Market Survey Report on Seamless and Welded Pipes and Tubes of Iron and Steel

#### 1. Brief Economic Review

Iran's economy is heavily dependent on oil revenues. Petroleum constitutes the bulk of Iran's exports, valued at \$ 46.9 billion in 2006. Iran's non-oil exports stood at \$ 16.3 billion in the year ending March 20, 2007, a rise of 47.2 per cent from the previous period. The total volume of imports into Iran rose by 189% from \$ 13.7 billion in 2000 to an estimated \$ 39.7 billion in 2005.

The Fourth Five-Year Economic Development Plan (2005-10) sets the guidelines and points the direction in which the trade sector will be taking over the next five years. In it, the focus has been on expanding trade interaction with the global community and pursuing an active presence in international markets. To achieve this would require raising exports substantially. Another area of focus is to develop free trade zones and turning them into gateways to international markets.

Iran has had an observer status at the World Trade Organization (WTO) since 2005. The United States has consistently blocked Iran's bid to join the WTO since Tehran first asked for membership several years ago.

On the domestic front, the priority is improving social justice and the overall situation; i.e. regulating the domestic market on the one hand, and maintaining a well-functioning supply of basic commodities on the other. The latter would need improving the subsidy distribution system to relieve the Government of the huge financial burden on subsidy payments. Another obligation the plan places on the Government is to provide economic justification for the pricing of basic commodities and public services.

The Government is attempting to diversify away from oil by investing revenues in other areas of the economy, including car manufacturing, aerospace industries, consumer electronics, petrochemicals and nuclear technology. Also, Iran has a great potential for development in mining, tourism, information and communication technology (ICT).

#### 2. Brief introduction of the Local Industry

The Iranian industrial sector mainly comprises of the following sectors : automotive and spare parts, machinery and equipment, steel mills, aluminium, copper, metal casting, cement, building materials, electric and electronics, petrochemicals, minerals, building materials-cement/gypsum/marble/granite stones/tiles, food processing, pharmaceutical, plastic & plastic products, chemical and cellulose, hygienic, textile, garments, sanitary, household/home appliances, kitchenware, leather, carpets, handicrafts etc. The Government has frequently provided tax, financial and forex incentives to promote industrial investment, modernization of existing units and exports, design, engineering, assembly units and industrial decentralization. Under Article-44 of Iran's constitution, the Government is also keen to privatize its subsidiary/affiliated companies by 2010. The manufacturing and mining sector activities witnessed growth during the year 2005-6. The growth rates of these two sectors were estimated at 7.1 and 10.5 per cent at constant 1997-98 prices. According to the figures released by Ministry of Industries and Mines in 2005-2006, out of the 68 selected manufacturing and mining products, production of 50 items increased and that of 20 items grew more than 10 per cent. The production of raw steel, automobile, aluminium bar and cement went up by 6.5, 6.3, 2.6 and 1.4 per cent as compared with the previous year, respectively. Production of petrochemicals grew by 4.5 per cent and reached 15.8 million tons. A 3,089 new manufacturing units with an investment of Rs. 29 trillion came on stream, showing 1.5 per cent increase in terms of number and 22.7 per cent decrease in terms of investment. Operation of mentioned plans created 66 thousand direct employments. A total of US\$ 1082.6 million LCs were opened out of the OSF (Oil Security Fund) for 127 manufacturing and mining projects.

### 3. Local Manufacturers

Given below is a list of selected manufacturers of Iron & Steel Pipes & Tubes including Seamless & Welded, in Iran :-

- (i) Mr. Zakeri  
Director  
Ahwaz Rolling and Pipe Mills Public Co. (ARPCO)  
Tehran, Iran  
Tel. : 0098-21-88809881-5/88809411  
Fax : 0098-21-88807591  
E-mail : info@rpcosteel.com  
Website : www.apm-ir.com
- (ii) Iran National Steel Industrial Group (INSIG)  
Ahwaz, Iran  
Tel. : 0098-611-3310030
- (iii) Mr. M. Dehnavi  
Director  
Loleh Sazi Mahshahr Sadid Co.  
Tehran, Iran  
Tel. : 0098-21-88716530/88726640  
Fax : 0098-21-88701143  
E-mail : info@mahpipe.com
- (iv) Mr. Alizadeh. Q.  
Director  
Pars Profile & Rolling Mills Ind. Group  
Tehran, Iran  
Tel. : 0098-21-44525401-4/44538946-7  
Fax : 0098-21-44538941  
E-mail : info@navardgroup.com  
Website : www.parsmetalco.com
- (v) Mr. Pir Mohammadi  
Director  
Safa Rolling & Pipe Mills Co.  
Tehran, Iran  
Tel. : 0098-21-88955614-23  
Fax : 0098-21-88953591  
E-mail : safa@safarolling.com  
Website : www.sadidpipe.com
- (vi) Mr. Mirzaee. S.  
Director  
Tose'eh Tejarat Arian (TETA)  
Tehran, Iran  
Tel. : 0098-21-22220902/22257474  
Fax : 0098-21-22257735  
E-mail : info@toospayvand.com  
toospayvand@yahoo.com  
Website : www.toospayvand.com
- (vii) Mr. Tahmasbi  
Director  
Foolad Asab Co.  
Tehran, Iran  
Tel. : 0098-21-66626264  
Fax : 0098-21-66627464  
E-mail : assabiran@hotmail.com  
Website : www.assabiran.net
- (viii) Mr. Golabchian  
Director  
Trade Cala Co. Ltd.  
Tehran, Iran  
Tel. : 0098-21-88502263  
Fax : 0098-21-88702263  
E-mail : sm238@yahoo.com
- (ix) Ahwaz Pipe Mills  
Karoon Ind. Area  
61335 Ahvaz, Iran  
Tel. : 0098-611-2270222  
Fax : 0098-611-2270231
- (x) Semnan Rolling & Tube Mills Co.  
No. 56, 10th St.  
Bokharest Ave.  
15147 Tehran, Iran  
Tel. : 0098-21-88502550  
Fax : 0098-21-88731540 (More)
- (xi) Saveh Rolling & Profile Mills  
3rd Km. of Esfahan Road  
39157 Saveh, Iran  
Tel. : 0098-255-2228001 (East)  
0098-255-2229001-5  
Fax : 0098-255-2225951 (Less)  
0098-255-2228005

#### 4. Global Imports

(a) Trend in last 3 years

Given below is a table showing total imports (Country wise) of Seamless & Welded Pipes & Tubes into Iran during 2003 to 2005 vis-à-vis India's share :

##### Seamless Pipes & Tubes

(Value in US\$ million)

Exporting Country	2003	2004	2005
Germany	16.89	22.44	132.85
Japan	21.87	25.92	24.22
France	7.27	14.11	13.48
India	1.02	1.02	25.85
Ukraine	4.01	2.61	1.3
China	2.13	14.08	20.53
Russia	17.75	13.44	27.11
Spain	7.89	16.47	26.91
Italy	36.56	47.4	24.29
Romania	8.16	5.1	18.44
Greece			
Korea Republic (South)	5.03	6.38	4.27
Mexico	2.66		16.42
Netherlands	3.44	7.74	12.06
Singapore	2.25	3.91	7.44
UK	6.36	5.06	4.1
Turkey	0.37	0.04	0.78
Taiwan (Taipei)			
Belgium	1.92	2.28	1.57
Sweden	1.45	3.09	1.75
Norway		0.02	1.4
Thailand			
Indonesia	1.28	0.94	0.74
Austria	0.9	0.93	0.17
Chile			
Canada			
Slovenia			0.11
Armenia			
Poland			0.1
Slovakia			0.08
Brazil	0.3		
Coatia		0.15	0.06
Georgia	0.02	0.03	0.03
Argentina	3.71		
Czech Republic	0.71	0.68	
Denmark		0.02	
Kazakhstan	0.03		
Macedonia			
Qatar	0.06		
South Africa			
Switzerland	0.06	0.02	
<b>Grand Total</b>	<b>154.1</b>	<b>193.88</b>	<b>366.06</b>
<b>Share of India %</b>	<b>0.66</b>	<b>0.53</b>	<b>7.06</b>

##### Welded Pipes and Tubes

(Value in US\$ million)

Exporting Country	2003	2004	2005
Germany	63.73	136.77	237.22
Japan	55.74	45.58	150.71
France	16.7	50.65	97.25
India	0.64	7.95	70.99
Ukraine		14.4	64.15
China	0.85	1.86	40.71
Russia	1.87	2.09	5.27
Spain	0.05	0.13	2.27
Italy	6.5	2.69	2.12
Romania			
Greece			17.01
Korea Republic (South)	10.21	28.65	12.55
Mexico			
Netherlands	6.26	12.39	2.3
Singapore	0.44		1.95
UK	1.91	3.71	0.35
Turkey	2.13	10.25	3.61
Taiwan (Taipei)	3.07	2.92	3.42
Belgium	0.76	1.91	0.91
Sweden	0.11	0.47	0.09
Norway			
Thailand	0.6	0.13	0.93
Indonesia	1.7		
Austria	0.02	0.5	0.41
Chile			0.51
Canada		0.4	0.15
Slovenia			
Armenia	0.23		0.1
Poland			
Slovakia			
Brazil	14.9	2.86	0.06
Croatia			
Georgia	0.02		
Argentina			
Czech Republic			
Denmark		0.25	
Kazakhstan	0.01		
Macedonia	0.09		
Qatar			
South Africa	0.07	0.05	
Switzerland			
<b>Grand Total</b>	<b>188.61</b>	<b>326.61</b>	<b>715.04</b>
<b>Share of India %</b>	<b>0.34</b>	<b>2.43</b>	<b>9.93</b>



(b) Major Sources

Following table shows major sources (Top 10 Countries) of imports of Seamless & Welded Pipes & Tubes of Iron & Steel into Iran during 2003 to 2005 showing % share of each country in the total imports.

*(Value in US\$ million)*

<i>Exporting Country</i>	<i>Import During 2003</i>	<i>Import During 2004</i>	<i>Import During 2005</i>	<i>% Share</i>
Germany	80.62	159.21	370.07	34.23
Japan	77.61	71.5	174.93	16.18
France	23.97	64.76	110.73	10.24
India	1.66	8.97	96.84	8.96
Ukraine	4.01	17.01	65.45	6.05
China	2.98	15.94	61.24	5.66
Russia	19.62	15.53	32.38	2.99
Spain	7.94	16.6	29.18	2.69
Italy	43.06	50.09	26.41	2.44
Romania	8.16	5.1	18.44	1.70

On and analysis of the above table we find that India's Export during 2004 was US\$ 8.97 million showing an increase of more than 500% over the performance of US\$ 1.66 million only during 2003, whereas our export during 2005 registered a growth of more than 1000% over the performance during 2004. It shows that there is very good potential for increasing export of Seamless & Welded Pipes & Tubes from India to Iran.

**5. Import from India**

(a) Trend in last 4 years

Following table shows the trend of exports of Seamless as well as Welded Pipes & Tubes of Iron & Steel from India to Iran :

**Seamless Pipes & Tubes**

*(Value in US\$ million)*

<i>Commodity Name</i>	<i>2002-2003</i>	<i>2003-2004</i>	<i>2004-2005</i>	<i>2005-2006</i>	<i>2006-2007 April to Jan</i>
Iron pipes for oil/gas pipelines	0.03		0.04		0.01
Other pipes for oil/gas pipelines		0.17	0.24	24.83	3.4
Blanks for tubes and pipes made of iron		0.11			
Blanks for tubes and pipes made of other	0.03	0.01	0.34	0.11	0.86
Drill pipes of iron		0.08	0.21		0.04
Casing, tubing of iron		0.13	0.07		
Other casing, tubing		0.12		0.04	0.38
Other made up to 114.3 mm outer diameter				0.49	0.44
Iron >114.3 mm & ≤219.1 mm outer dia				0.12	
Other made up to 114.3 mm outer diameter			0.01		
Other made above 219.1 mm outer diameter		0.01			0.04
Other tubes, pipe & holo profile of circular cross-section of stainless steel, cold drawn or cold rolled		0.42	0.01	0.09	
Other tube, pipe & holo profile of circular cross-section of other stainless steel	0		0.16	0.01	0.06
Other seamless tubes/pipes & holow profiles	0.06		0.03	0.07	0.55
<b>Total</b>	<b>0.12</b>	<b>1.05</b>	<b>1.11</b>	<b>25.76</b>	<b>5.78</b>



**Welded Pipes & Tubes**

(Value in UA\$ million)

<i>Commodity Name</i>	<i>2002-2003</i>	<i>2003-2004</i>	<i>2004-2005</i>	<i>2005-2006</i>	<i>2006-2007 April to Jan</i>
Galvanised pipe of iron for oil or gas longitudinally submerged arc welded	2.93	0.41	7.64	6.42	0
Galvanised pipe of other for oil or gas longitudinally submerged arc welded				7.11	1.65
Non-galvanised pipe of iron for oil or gas longitudinally submerged arc welded				5.93	
Non-galvanised pipe of other for oil or gas longitudinally submerged arc welded				46.84	33.33
Other longitudinally welded galvanised pipe of iron for oil or gas				0.12	
Other, welded, of circular cross-section, made up of iron steel tube/pipes			0.03		
Other, welded, of circular cross-section, made up of non-ally steel tube/pipes			0.02		
Other, welded, of circular cross-section, of stainless steel tubes/pipes	0.02	0.24	0.37	0.3	
Other, welded, of non-circular cross-section tubes or pipes of other made				4	
<b>Total</b>	<b>2.95</b>	<b>0.65</b>	<b>8.06</b>	<b>70.72</b>	<b>34.98</b>

**6. Issues affecting imports from India**

- (a) Problems in the LC process due to recent sanctions
- (b) Non-availability of regular shipping services direct from India to Iran and vice-versa
- (c) Iran's preference for high quality and standardized goods making it compulsory for inspection by International agencies and recognized standards.
- (d) Price competitiveness
- (e) Most of Indian products are going via Dubai to Iran

**7. Measures taken by major competitors to promote exports**

**8. Measures to be taken to promote exports from India which includes Policy & Promotional Measures**

- (a) Indian products should be price competitive and high in quality standards
- (b) Indian companies should be encouraged to regularly participate in the specialized exhibitions/fairs held throughout the year in Iran
- (c) Visits from the Chambers/Unions/Associations should be organized in specific product from both sides.



## 9. Local Importers

Given below list of importers of Seamless & Welded Pipes & Tubes of Iron & Steel in Iran :

- (i) Aryava Mfg.  
Laya Ind. Township-Bouin Zahra Rd.  
34100 Qazvin, Iran  
Tel. : 0098-282-4453256-7  
Fax : 0098-282-4453256-7
- (ii) Shyan Mes Orumiyeh  
Asgarabad Tapeh Village  
Km. 10th of Salmas Rd.  
57100 Orumiyeh, Iran  
Tel. : 0098-441-2621000-3  
Fax : 0098-441-2621004
- (iii) Soltani Mfg. Workshop  
Shahpour Jadid St. Babagoli Ave.  
81969 Esfahan, Iran  
Tel. : 0098-311-3860453  
Fax : 0098-311-3860453
- (iv) Profile Yazad P. J. S.  
Gerd-e-Faramarzieh  
Darvazeh Quran, 89179 Yazd, Iran  
Tel. : 0098-351-5210201/5211010-3  
Fax : 0098-351-5210203
- (v) Toos Profile & Pipe  
8th Km. of Fariman Rd.  
91000 Mashhad, Iran  
Tel. : 0098-511-3920177/3920976/3920876  
Fax : 0098-511-3920205
- (vi) Petroleum Equipment Industries Co. (PEIC)  
No. 3/1, Nikrai St.  
Kazeroon St.  
Mirdamad Blvd.  
19199 Tehran, Iran  
Tel. : 0098-21-22258661/22220898/22277070  
Fax : 0098-21-22251070
- (vii) Daghighsanat Engineering Co. Ltd.  
Unit 12, 439 Bldg., Azadi Ave.  
14579 Tehran, Iran  
Tel. : 0098-21-66424100  
Fax : 0098-21-66435160

## 10. Contact details of the following

### (a) Ministry of Trade/Commerce

Ministry of Commerce of the Islamic Republic of Iran  
Shahid Chamran Express  
Tehran Permanent Exhibition Grounds  
Seoul St., P.O. Box 1148/19395  
Tadjrish, Tehran, Iran  
Tel. : 0098-21-21919, 22664016-8, 22664036-7  
Fax : 0098-21-22664021  
Website : [www.irtp.com](http://www.irtp.com)

### (b) Ministry of Industry

Ministry of Industry & Mines of the Islamic Republic of Iran  
Shahid Nejatollahi Avenue (Villa)  
Shahid Kalantari Street, Tehran, Iran  
Tel. : 0098-21-88907870/88900969  
Fax : 0098-21-88909547/88807478  
Website : [www.mind.gov.ir](http://www.mind.gov.ir)

### (c) Ministry of Foreign/External Affairs

Ministry of Foreign Affairs of the Islamic Republic of Iran

(i) Sevom Esfand, Tehran, Iran  
Tel. : 0098-21-61152153/61152441  
Fax : 0098-21-66725665/61152151  
E-mail : [150@mfa.gov.ir](mailto:150@mfa.gov.ir)  
Website : [www.mind.gov.ir](http://www.mind.gov.ir)

(ii) Imam Khomeini SQ  
Tehran, Iran  
Tel. : 0098-21-66739191  
E-mail : [matbuat@mfa.gov.ir](mailto:matbuat@mfa.gov.ir)  
Website : [www.mfa.gov.ir](http://www.mfa.gov.ir)

### (d) TPOs (Trade Promotion Organizations)

Dr. Ali Hoshmandi Manesh  
Vice President  
Iran Trade Promotion Organisation (TPO) (Ex-EPCI)  
Shahid Chamran Express  
Tehran Permanent Exhibition Grounds  
Seoul Street, Tehran, Iran  
Tel. : 0098-21-22664064  
Fax : 0098-21-22664044-5  
E-mail : [info@iranexporters.org](mailto:info@iranexporters.org), [info@tpo.ir](mailto:info@tpo.ir)  
[nazartalab@tpo.ir](mailto:nazartalab@tpo.ir)  
Website : [www.iranexporters.org](http://www.iranexporters.org), [www.tpo.ir](http://www.tpo.ir)





### (e) Chambers of Commerce

- (i) Dr. Shamseddin Khareqani  
Dy. President (Int'l Affairs)  
Tel. : 0098-21-88830064-5, 88830063  
Mr. Majid Kiani  
Incharge of India-Desk  
Iran Chamber of Commerce  
Industry & Mines (ICCIM)  
No. 254, Avenue Taleghani, Tehran, Iran  
Tel. : 0098-21-88830064-5  
Fax : 0098-21-88830063/88825115/88810527  
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Website : www.iccim.org
- (ii) Mr. Yahyah Ale Eshaq  
President  
Tel. : 0098-21-88701806-8  
Fax : 0098-21-88719135/88717921  
E-mail : president@tccim.com  
Tehran Chamber of Commerce  
No. 285, Ostad Mothari Avenue  
Tehran, Iran  
Tel. : 0098-21-88713572  
Fax : 0098-21-88713415-6  
E-mail : info@tccim.com  
Website : www.tccim.com
- (iii) Mr. Abolfazi Sharif  
President  
Tel. : 0711-2304418  
Shiraz Chamber of Commerce  
Zand Street, Before Khayam Avenue, Shiraz  
Tel. : 0711-2304415-8, 2306160  
Fax : 0711-2331220  
E-mail : info@sccim.com  
Website : www.sccim.ir
- (iv) Mr. Mamood Eslamian / Mr. S. R. Ranjbaran  
President  
Esfahan Chamber of Commerce,  
Industries & Mines  
Feyz Sq., Pole Khajoo  
P.O. Box 81656-336, Esfahan  
Tel. : 0311-6615097-8  
Fax : 0311-6615099  
E-mail : info@eccim.com, eccim@ameinfo.com  
Website : www.eccim.com

- (v) Mr. Jalalpour  
President  
Kerman Chamber of Commerce,  
Industries & Mines  
P.O. Box 76175-471, Kerman  
Tel. : 0098-341-2441056-9  
Fax : 0098-341-2453465  
E-mail : info@kermanccim.org  
Website : www.kermanccim.org
- (vi) Mr. Dastmalchi  
President  
Yazd Chamber of Commerce  
17th Shahrivar Blvd.  
Opp. Emamshahr, Yazd  
Tel. : 0351-7245491-2, 7243071  
Fax : 0351-7243073
- (vii) Mr. Mohammad Amin Sabaghizadeh  
President  
Bandar Abbas Chamber of Commerce,  
Industries & Mines  
Next to Dokhania Office  
After Yadbod Square  
Bandar Abbas  
Tel. : 0761-5552793  
Fax : 0761-5555017
- (viii) Mr. Eng. Gholamhossein Shaffaei  
President  
Mashad Chamber of Commerce,  
Industries & Mines (MCCIM)  
Imam Khomeini St. Opposite Central Melli Bank  
Nest to National Park (Bagh-e-Melli)  
Mashad  
Tel. : 0511-2216000, 2252091-2, 2212328  
Fax : 0511-2216040  
E-mail : mccim@mashadchamber.org  
Website : www.iccim.org  
www.mashadchamber.org
- (ix) Ahvaz Chamber of Commerce, Industries & Mines  
Ammaneyeh, Loghman  
Soghrot Square, Ahvaz  
Tel. : 0611-3332900, 3332744  
Fax : 0611-3332551



**f. Trade Associations**

Mr. Mohammad Mehdi Toofani Nejad  
President  
Syndicate of Steel Pipe and Profile Manufacturers of Iran  
Add. 3rd Floor, No. 5, 12th St. Shahid Sarafraz  
(Former Darya-e-Nour), Street  
Tehran, Iran  
Tel. : 0098-21-88746337  
Fax : 0098-21-88746338

**g. Customs Offices**

- (i) President, Islamic Republic of Iran Customs Administration (IRICA)  
6th/8th Floor, No. 314, IRCA Building No. 3  
Khiabane Shahid Beheshti  
Opp. Petrol Pump, Near Pakistan Avenue  
Tehran, Iran  
Tel. : 0098-21-88501437-8  
Fax : 0098-21-188753296  
E-mail : b.i.c.o@irica.org  
asyCUDA.s.irica@irica.org  
info@irancustoms.com  
Website : www.irica.org
- (ii) Mr. M. H. Bagh Enayat  
DG of Customs President Office  
Head of Int'l Cooperation Dept.  
Islamic Republic of Iran Customs Administration (IRICA)  
Central Head Quarter of IRI Customs Office  
No. 741, Ave. Vali Asr.  
After Vali Asr. Sq.  
Tehran, Iran  
Tel. : 0098-21-88505392/88504188  
Fax : 0098-21-88903285  
E-mail : h\_baghenayat@yahoo.com  
parahamahad@yahoo.com  
Website : www.irica.gov.ir

**h. Statistics Offices**

Statistical Centre of Iran  
Dr. Fatemi Avenue  
P.O. Box 14155-6133  
Tehran, Iran  
Tel. : 0098-21-88965061-9  
Fax : 0098-21-88965070/88963451  
E-mail : sci@sci.or.ir  
Website : www.sci.or.ir, www.sci.ir

**i. Indian Mission in Iran and Iran's Mission in India**

- (i) Embassy of India  
46, Miremad Avenue  
Tehran, Iran  
Tel. : 0098-21-88755103-6  
Fax : 0098-21-88745557/88755973  
E-mail : indemteh@dpimail.net
- (ii) Embassy of the Islamic Republic of Iran  
5, Barakhamba Road  
New Delhi - 110 001  
Tel. : 011-23329600, 23329602  
Fax : 011-23325493, 23319271  
E-mail : info@iran-embassy.org.in

*(Source : EEPC Net)*

In so far as local custom tariffs are concerned, the Iranian Ministry of Commerce publishes customs tariffs every year which are applicable to all imports.