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# Indo

ENGINEERING EXPORT BULLETIN

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## Highlights

### India Pavilion at Project Rebuild Iraq 2008, Amman, Jordan

EEPC is organising an India Pavilion in Project Rebuild Iraq 2008 (The 5th International Rebuild Iraq Exhibition), Amman, Jordan to be held on May 05 - 08, 2008. Members are requested to enlist their participation within **20th March, 2008**.

### India Pavilion at INTERMACH 2008, Bangkok, Thailand

EEPC is organising an India Pavilion in INTERMACH 2008, Bangkok, Thailand to be held on May 14 - 18, 2008. Members are requested to enlist their participation within **28th March, 2008**.

### India Pavilion at Pumps & Systems Asia 2008, Singapore

EEPC is organising an India Pavilion in Pumps & Systems Asia 2008, Singapore to be held on July 02 - 04, 2008. Members are requested to enlist their participation within **2nd April, 2008**.

### India Pavilion at ITMA ASIA + CITME 2008, Shanghai, China

EEPC is organising an India Pavilion in ITMA ASIA + CITME 2008, Shanghai, China to be held on July 27 - 31, 2008. Members are requested to enlist their participation within **31st March, 2008**.

### India Pavilion at Automechanika 2008, Frankfurt, Germany

EEPC is organising an India Pavilion in Automechanika 2008, Frankfurt, Germany to be held on September 16 - 21, 2008. Members are requested to enlist their participation within **31st March, 2008**.



Indo-CIS Reverse Buyer Seller Meet 2008 held on 3rd March, 2008 at Jalandhar.

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For information about India Engineering Center, Chicago  
visit : [www.indiaengineeringchicago.com](http://www.indiaengineeringchicago.com)  
For information about Engineering Export Promotion Council  
visit : [www.eepcindia.org](http://www.eepcindia.org)  
For information about EEPC Exhibitions  
visit : [www.eepcindee.com](http://www.eepcindee.com)

## Chairman's Pen



*My dear fellow exporters,*

*A close reading of the Union Budget Proposals indicates that there are a couple of amendments proposed in the Budget that would have serious consequence for the exporters.*

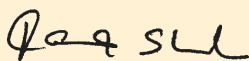
*Clause 85 of the Finance Bill 2008-09 seeks to amend the definition of banking and financial services for the purpose of service tax. Section 65(12) is proposed to be amended so as to levy service tax on purchase or sale of foreign currency, including money changing, provided by an authorized dealer in foreign currency or an authorized money changer, in addition to a foreign exchange broker. Thus, exporters may have to pay service tax calculated at the rate of 0.25% of the gross amount of currency exchanged. This proposal contains ominous possibility of affecting the conversion of export proceeds into Indian Rupees.*

*Further, Clause 64 of the Finance Bill proposes to amend Section 108 of the Customs Act, 1962 empowering any gazetted officer of the Customs to summon any person whose attendance he considers necessary to either give evidence or to produce a document or any other thing in any inquiry which such officer is making under this Act.*

*Also, Clause 65 of the Finance Bill amends Section 117 of the Customs Act, 1962 affecting an increase in penalty from Rs. 10,000 to Rs. One Lakh for contravention of any provisions of the Customs Act, for which no specific penalty is provided. Clearly, these amendments are likely to add to the woes of the exporters given the fact that such powers are likely to be misused. The Council has received innumerable verbal complaints against the Customs personnel that smack of harassment and there is, therefore, no grounds for further arming the Customs authorities with provisions that are one sided and liable to be misused.*

*The Council has taken up these issues with the Hon'ble Finance Minister in its Post-Budget Memorandum as well as with the Hon'ble Commerce Minister seeking his intervention so that the necessary modifications can be made to the above amendments to ensure that the problems being faced by the exporters are not aggravated further on account of these proposals.*

*Yours sincerely,*



(RAKESH SHAH)

Council's Activities



**India Pavilion at Project Rebuild Iraq 2008, Amman, Jordan**  
**(May 05 - 08, 2008)**

**Project Rebuild Iraq 2008** (The 5th International Rebuild Iraq Exhibition) is being billed as “Your Gateway to a Reconstruction market worth more than US\$ 100 Billion.” It will be a high-profile event showcasing one of the most ambitious and investment-opportunity-laden reconstruction events. It is going to be the biggest and most comprehensive Iraq reconstruction events ever held.

Rebuild Iraq 2007 attracted more than 750 exhibitors from more than 40 countries and out of total visitors more than 25% were from Iraq.

Engineering Export Promotion Council (EEPC) is organizing an India Pavilion in Project Rebuild Iraq 2008 which would provide an excellent opportunity for establishing business relationships with customers from all over the world.

**Focus Products**

- Construction Technology & Building Materials
- Electricity, Power Generation & Distribution
- Air-Conditioning, Heating & Ventilation
- Lightings and Fittings
- Oil & Gas - Production & Processing Technology, Drilling Equipment, etc.
- Hospital Equipment, Emergency Equipment, Rehabilitation Equipment, Surgical Equipment, Laboratory Equipment
- Cables
- Security & Police Equipment - Intruder Control & Burglar Alarms, Fire Monitoring & Alarms, Fire Fighting Equipment & Vehicles, Motorcycles
- Environmental Technology
- Auto Repair Equipment, Tools, Parts and Accessories
- Packaging Machinery
- Pre-Press & Printing Technology

**Venue**

Amman Exhibitions Park, Amman, Jordan

**Date**

May 05 - 08, 2008 (4 days)

**Participation Charges**

Built-up booths minimum 9 sq. mtrs. : Rs. 11,000/- per sq. mtr. (row stand, one side open).  
20% extra for corner stall (subject to availability).

## Display Booth

Participation charge includes following services :

- Fascia
- Carpeting
- One table
- Two chairs
- Two wall shelves
- One spotlight

## Mode of Payment

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

## Date of Payment

Full payment is to be made along with the **Application Form latest by 20th March, 2008.**

## Cancellation of Participation

Request for cancellation of participation will be accepted if Council receives the same in writing on or before **24th March, 2008**. Council shall not entertain any cancellation afterwards. Any cancellation after the due date shall result in forfeiture of the amount already paid on this account.

## Selection Criteria

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

## Benefit of the member-exporters

EEPC is organizing this event under the MAI Scheme of Ministry of Commerce, Government of India. Therefore, no MDA grant would be available. The rates mentioned above are highly subsidized as per MAI Scheme of Government of India.

Interested firms may please send the Application Form, duly filled in and signed, along with full payment **latest by 20th March, 2008** to the respective Regional Offices or to :

### A. A. Kazmi

*Deputy Director*

Engineering Export Promotion Council

Vandhna (4th Floor)

11 Tolstoy Marg

New Delhi - 110 001

Tel. : 91-11-23711124/23711125

Mob. : 09971632020

Fax : 91-11-23310920

E-mail : [eepecto@eepec.gov.in](mailto:eepecto@eepec.gov.in)

[aakazmi@eepec.gov.in](mailto:aakazmi@eepec.gov.in)

Website : [www.eepecindia.org](http://www.eepecindia.org)

India Pavilion at Project Rebuild Iraq 2008, Amman, Jordan  
(May 05 - 08, 2008)

Application Form

Name of the Company	:	
Postal Address	:	
Phone (with area code)	:	
Fax (with area code)	:	
E-mail	:	
Website	:	
Total Space required	:	
Amount with DD/Cheque No. & date	:	
Name & Designation of the Chief Executive	:	
Mobile No. 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	:	<input type="checkbox"/> Manufacturer/Exporter <input type="checkbox"/> Merchant Exporter <input type="checkbox"/> Export House
Total Annual Export (in Million US\$)	:	<u>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Total Export to Middle East countries (in Million US\$)	:	<u>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Foreign Collaboration, if any	:	
Products Manufactured/Exported	:	
Countries of Export	:	
Accreditation to International Standards (like ISO, QS, etc.)	:	

1. Please use separate sheet to furnish details of your company (**within 80 words**) for the Exhibitors' Profile.
2. Please send us this Form duly completed and signed along with your participation fees by Demand Draft and 2 (two) copies of passport size colour photographs of the Participant.

Date : \_\_\_\_\_ Signature : \_\_\_\_\_  
Office Seal : \_\_\_\_\_

## India Pavilion at INTERMACH 2008, Bangkok, Thailand (14 - 18 May, 2008)

**INTERMACH** is the Asia's No. 1 High-Tech Machinery Exhibition. INTERMACH 2008 will provide exhibitors with the finest range of facilities and amenities to display and demonstrate their product range of the latest, innovative manufacturing technology, plus a whole spectrum of relevant information, offering maximum exposure before the largest gathering of interested visitors in the whole ASEAN Region. INTERMACH 2007 attracted a total of 32,559 visitors including 2,852 overseas visitors.

India's trade with the ASEAN Region dates back to time immemorial. The Region is one of India's major trading partners. India's exports to ASEAN Region have grown from US\$ 4.62 billion in 2002-03 to US\$ 12.61 billion in 2006-07. In the engineering sector India's exports have grown from US\$ 297.65 million in 2002-03 to US\$ 2853.69 million in 2006-07 showing a growth of 858.74% in a span of five years, though India's share in total extra-block imports of the Region is still miniscule. This shows that still much potential exists there. It will therefore, be a right time for Indian engineering industry to showcase their capabilities in order to get a substantial share of the ASEAN market.

Engineering Export Promotion Council (EEPC) is organizing an India Pavilion INTERMACH 2008 which would provide an excellent opportunity for business relationships with customers from all over the world.

### Focus Products

- Sheet Metal Fabrication Machinery & Accessories
- Machine Tools & Accessories
- Molds & Dies Production Machinery & Accessories
- Metal Working Machines & Accessories
- Welding Equipment & Accessories
- Industrial Automation & Robotics
- Logistics & Transport Equipment & Systems
- Material Handling Equipment & Storage Systems
- Hydraulic/Pneumatic Equipment
- Hand Tools, Power Tools & Accessories
- Supporting and Auxiliary Equipment & Systems
- Plastics & Rubber Processing Machines & Accessories
- Packaging Equipment Machinery & Systems
- Fasteners & Accessories
- Pumps, Valves, Fittings & General Hardware
- Cleaning Equipment & Accessories

### Venue

Bangkok International Trade & Exhibition Centre, Bangkok, Thailand

### Date

May 14 - 18, 2008 (5 days)

### Participation Charges

Built-up booths minimum 9 sq. mtrs. : Rs. 20,000/- per sq. mtr. (row stand, one side open).  
20% extra for corner stall (subject to availability).

### Display Booth

Participation charge includes following services :

- Fascia
- Carpeting
- One reception table
- One round discussion table
- Four folding chairs
- One 220 V5A AC power outlet
- Two 40W Fluorescent lights
- One waste basket

### Mode of Payment

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

### Date of Payment

Full payment is to be made along with the **Application Form latest by 28th March, 2008.**

### Cancellation of Participation

Request for cancellation of participation will be accepted if Council receives the same in writing on or before **4th April, 2008.** Council shall not entertain any cancellation afterwards. Any cancellation after the due date shall result in forfeiture of the amount already paid on this account.

### Selection Criteria

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

### MDA Entitlements

All eligible participants will be entitled to MDA grant under Focus ASEAN 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. 1,50,000/- (Rupees One Lakh Fifty Thousand only).

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

Interested firms may please send the Application Form, duly filled in and signed, along with full Payment latest by **28th March, 2008** to the respective Regional Offices or to :

#### **B. Sarkar**

*Addl. Executive Director & Secretary*  
Engineering Export Promotion Council  
Vanijya Bhavan (1st Floor), ITFC  
1/1 Wood Street, Kolkata - 700 016  
Tel. : 91-33-22890651/52  
Fax : 91-33-22890654  
E-mail : eepcho@eth.net  
Website : www.eepcindia.org

**India Pavilion at INTERMACH 2008, Bangkok, Thailand  
(14 - 18 May, 2008)**

**Application Form**

Name of the Company	:	
Postal Address	:	
Phone (with area code)	:	
Fax (with area code)	:	
E-mail	:	
Website	:	
Total Space required	:	
Amount with DD/Cheque No. & date	:	
Name & Designation of the Chief Executive	:	
Mobile No. 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	:	<input type="checkbox"/> Manufacturer/Exporter <input type="checkbox"/> Merchant Exporter <input type="checkbox"/> Export House
Total Annual Export (in Million US\$)	:	<u>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Total Export to ASEAN countries (in Million US\$)	:	<u>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Foreign Collaboration, if any	:	
Products Manufactured/Exported	:	
Countries of Export	:	
Accreditation to International Standards (like ISO, QS, etc.)	:	

1. Please use separate sheet to furnish details of your company (**within 80 words**) for the Exhibitors' Profile.
2. Please send us this Form duly completed and signed along with your participation fees by Demand Draft and 2 (two) copies of passport size colour photographs of the Participant.

Date : \_\_\_\_\_ Signature : \_\_\_\_\_  
Office Seal : \_\_\_\_\_



## India Pavilion at Pumps & Systems Asia 2008, Singapore (July 02 - 04, 2008)

**Pumps & Systems Asia 2008** (The 9th international exhibition on pumps and related systems in Asia) is the leading Industrial Show for Pumps, Valves, Compressors and Systems in South East Asia. It is a holistic platform for the engineering industry co-locating manufacturers of pumps, valves, fittings, piping systems and compressors. It will provide exhibitors with the finest range of facilities and amenities to display and demonstrate their product range of the latest, innovative manufacturing technology, plus a whole spectrum of relevant information, offering maximum exposure before the largest gathering of interested visitors in the whole ASEAN Region.

India's trade with the ASEAN Region dates back to time immemorial. The Region is one of India's major trading partners. India's exports to ASEAN Region have grown from US\$ 4.62 billion in 2002-03 to US\$ 12.61 billion in 2006-07. In the engineering sector India's exports have grown from US\$ 297.65 million in 2002-03 to US\$ 2853.69 million in 2006-07 showing a growth of 858.74% in a span of five years, though India's share in total extra-block imports of the Region is still miniscule. This shows that still much potential exists there. It will therefore, be a right time for Indian engineering industry to showcase their capabilities in order to get a substantial share of the ASEAN market.

Engineering Export Promotion Council (EEPC) is organizing an India Pavilion at Pumps & Systems Asia 2008 which would provide an excellent opportunity for business relationships with customers from all over the world.

### Focus Products

- Air compressors
- Chemical processing equipment
- Control systems
- Environmental management equipment
- Gas compressors
- Hydraulic & pneumatic equipment
- Instrumentation
- Motion control
- Pipes & tubes/pipelines
- Pumps & systems
- Valves & piping
- Waste water treatment systems
- Water treatment systems

### Venue

Singapore Expo, Singapore City, Singapore

### Date

July 02 - 04, 2008 (3 days)

### Participation Charges

Built-up booths minimum 9 sq. mtr. : Rs. 20,000/- per sq. mtr. (row stand, one side open).  
20% extra for corner stall (subject to availability).

## Display Booth

Participation charge includes following services :

- Fascia
- Carpeting & electricity supply
- One Power point
- Two Fluorescent lights
- One Information desk
- Two folding chairs
- One waste basket and standard stand cleaning

## Mode of Payment

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

## Date of Payment

Full payment is to be made along with the **Application Form latest by 2nd April, 2008.**

## Cancellation of Participation

Request for cancellation of participation will be accepted if Council receives the same in writing on or before **9th April, 2008.** Council shall not entertain any cancellation afterwards. Any cancellation after the due date shall result in forfeiture of the amount already paid on this account.

## Selection Criteria

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

## MDA Entitlements

All eligible participants will be entitled to MDA grant under Focus ASEAN 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. 1,50,000/- (Rupees One Lakh Fifty Thousand only).

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

Interested firms may please send the **Application Form**, duly filled in and signed, along with full Payment **latest by 2nd April, 2008** to the respective Regional Offices or to :

### M. Ganesan

*Regional Director*

Engineering Export Promotion Council

Greens Dugar (3rd Floor)

149, Greens Road

Chennai – 600 006

Tel. : 91-44-28295501/28295502

Fax : 91-44-28290495

E-mail : eepcchennai@airtelmail.in

**India Pavilion at Pumps & Systems Asia 2008  
(02 - 04 July, 2008)**

**Application Form**

Name of the Company	:	
Postal Address	:	
Phone (with area code)	:	
Fax (with area code)	:	
E-mail	:	
Website	:	
Total Space required	:	
Amount with DD/Cheque No. & date	:	
Name & Designation of the Chief Executive	:	
Mobile No. 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	:	<input type="checkbox"/> Manufacturer/Exporter <input type="checkbox"/> Merchant Exporter <input type="checkbox"/> Export House
Total Annual Export (in Million US\$)	:	<u>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Total Export to ASEAN countries (in Million US\$)	:	<u>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Foreign Collaboration, if any	:	
Products Manufactured/Exported	:	
Countries of Export	:	
Accreditation to International Standards (like ISO, QS, etc.)	:	

1. Please use separate sheet to furnish details of your company (**within 80 words**) for the Exhibitors' Profile.
2. Please send us this Form duly completed and signed along with your participation fees by Demand Draft and 2 (two) copies of passport size colour photographs of the Participant.

Date : \_\_\_\_\_ Signature : \_\_\_\_\_  
Office Seal : \_\_\_\_\_

## India Pavilion at ITMA ASIA + CITME 2008, Shanghai, China (27 - 31 July, 2008)

### About the Event : ITMA ASIA + CITME

ITMA is the world's largest international textile machinery exhibition, an event which is owned by CEMATEX. ITMA is recognised as the 'Olympics' of the textile machinery industry and the event has taken place every 4 years since its launch in 1951. In 1999, CEMATEX made the decision to introduce an event which catered to the growing needs of Asian textile manufacturers which represent a significant percentage of its association members' buyers. In 2001, ITMA ASIA made its debut in Singapore.

CITME was launched in 1988. It has grown to be the most established as well as the largest international textile machinery exhibition in China. It has become the first ever international textile machinery exhibition in China endorsed by UFI (the Global Association of the Exhibition Industry) in 2002.

Starting from 2008, a combined show known as "ITMA ASIA + CITME 2008" will be held in China, scheduled to take place every two years. Taking off in Shanghai, the milestone event features the unique strengths of the ITMA brand and China's most important textile event. ITMA ASIA and CITME are two of the most influential trade shows for the industry. The integration of these two well-established exhibitions into one mega show aims at offering their exhibitors and customers a high quality cost effective exhibition.

### Opportunities in the Textile Machinery Market in China

A major manufacturing centre for textile products, China has become the world's most dynamic market. This has generated enormous demand for high-tech textile machinery. In recent years, China's textile industry has enjoyed rapid growth. Currently, it has one third of the global textile production capacity. With the dismantling of quota restrictions on textile and clothing exports at the end of 2004, and the rapid development of technology, the textile industry has witnessed massive changes. The need for Asian textile makers to modernise their operations in order to compete globally has spawned huge investment in quality machinery. As a result, leading textile machinery manufacturers will benefit from these buoyant market opportunities.

### India's Exports of Textile Machinery to China

In the last five years, India's exports of textile machineries to China have increased by leaps and bounds, by about 114% annually. However, India's share in China's global imports of about USD 4 billion remains miniscule, only about 0.13% in 2006. India exported USD 6 million worth of textile machineries and parts to China.

### Features of ITMA ASIA + CITME 2008

- An industrial event that enjoys the strong support of trade associations and their members from Europe, China and Japan
- Some 100,000 trade visitors from all sectors of the textile industry
- Targeting over 100,000 sqm exhibition space and over 1,000 exhibitors
- Exhibition space structured by product category in line with the ITMA and ITMA ASIA Index of Products tradition

### Venue

ITMA ASIA + CITME 2008  
Shanghai New International Expo Centre  
Shanghai, People's Republic of China

### Date

Sunday, 27 July to Thursday, 31 July 2008 (inclusive)

### Opening Hours of the Exhibition

- to exhibitors : from 0800 hours to 1900 hours
- to visitors : from 0900 hours to 1800 hours

### Product Categories

Only newly manufactured products will be admitted. Second hand products are not admitted. The exhibiting, promotion, directly or indirectly, of second hand machinery/accessories/parts/products is strictly prohibited.

### Categories

- Chapter 1 Machinery for Spinning Preparation, Man-made Fibre Production, Spinning, Auxiliary Machinery and Accessories
- Chapter 2 Machinery for Winding, Texturing, Twisting, Auxiliary Machinery and Accessories
- Chapter 3 Machinery for Web Formation, Bonding and Finishing of Nonwovens and Felting, Auxiliary Machinery and Accessories
- Chapter 4 Weaving Preparatory Machinery, Weaving, Turfing Machinery, Auxiliary Machinery and Accessories
- Chapter 5 Knitting and Hosiery Machinery, Auxiliary Machinery and Accessories
- Chapter 6 Braiding and Embroidery Machinery, Accessories
- Chapter 7 Washing, Bleaching, Dyeing, Printing, Drying, Finishing, Cutting, Rolling and Folding Machinery, Auxiliary Machinery and Accessories
- Chapter 8 Machinery and Accessories for the Making-up Industry
- Chapter 9 Laboratory Testing and Measuring Equipment, Accessories
- Chapter 10 Transport, Handling, Storing and Packing Equipment, Accessories
- Chapter 11 Equipment for Recycling, Waste Reduction and Pollution Prevention Accessories
- Chapter 12 Software for Design, Data Monitoring, Processing and Integrated Production
- Chapter 13 Associated Equipment and Products for the Textile and Making-up Industry
- Chapter 14 Services for the Textile and Making-up Industry

### Participation Charges

- Built-up booths : Rs. 11,500/- per sq. mtr. (row stand, one side open).  
20% extra for corner stall (subject to availability).
- A minimum of 12 sq. mtr. is to be booked
  - Additional space is to be booked in multiples of 3 sq. mtr.

The 12 sq. mtr. booth would include the following :

- Fascia with company name
- 1 Aluminum information counter
- 4 Folding chair
- 1 Wastepaper basket
- 1 Outlet
- 3 Spot light
- 1 Aluminum lockable counter
- 1 Round table
- 1 Lockable counter

### Mode of Payment

Full payment is to be made by Demand Draft/at par Cheque favouring "Engineering Export Promotion Council" along with the filled-up **Application Form latest by 31st March, 2008**.

### Cancellation of Participation

Requests for cancellation of participation will be accepted if Council receives the same in writing on or before **7th April, 2008**. Any request for cancellation after the said date shall result in forfeiture of the amount already paid on this account.

### Selection Criteria

In view of limitations of space availability, selection of participation will be done strictly on *first-come-first served basis*.

### Benefit of the member-exporters

EEPC is proposing to organize this event under the MAI Scheme of Ministry of Commerce, Government of India, and, as such, no MDA grant would be available. The rates mentioned above are, however, subsidized as per the provisions of the MAI Scheme.

Interested firms may please send the **Application Form**, duly filled in and signed, along with full Payment **latest by 31st March, 2008** to the respective Regional Offices or to :

**Gurvinder Singh**

*Deputy Director*

**Engineering Export Promotion Council**

Vandhna, 4th Floor

11, Tolstoy Marg

New Delhi – 110 001

Tel. : 91-11-23711124/23711125

Fax : 91-11-23310920

E-mail : eepcto@eepc.gov.in

**India Pavilion at ITMA ASIA + CITME 2008, Shanghai, China  
(27 - 31 July, 2008)**

**Application Form**

Name of the Company	:	
Postal Address	:	
Phone (with area code)	:	
Fax (with area code)	:	
E-mail	:	
Website	:	
Total Space required	:	
Amount with DD/Cheque No. & date	:	
Name & Designation of the Chief Executive	:	
Mobile No. 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>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Total Export to Asian countries (in Million US\$)	:	<u>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Foreign Collaboration, if any	:	
Products Manufactured/Exported	:	
Countries of Export	:	
Accreditation to International Standards (like ISO, QS, etc.)	:	

1. Please use separate sheet to furnish details of your company (**within 80 words**) for the Exhibitors' Profile.
2. 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.

Date : \_\_\_\_\_ Signature : \_\_\_\_\_  
Office Seal : \_\_\_\_\_

## India Pavilion at Automechanika 2008, Frankfurt, Germany (September 16 - 21, 2008)

**Automechanika** is the International Leading Trade Fair for the Automotive Industry. This fair is the international meeting point for the automobile industry, automotive parts, components and systems, electronics, supply and maintenance equipment. This is the show where the global automotive industry seeks information about the latest technology and concepts for success in the competitive environment of the future. Automechanika's international significance - all in almost 80% of exhibitors and 40% of visitors originate from other countries - provides interesting opportunities for the global industry. Nowadays, Automechanika is increasingly becoming a platform for original equipment fitters in the automobile industry, distinguished by innovations and new functions, systems and new technologies.

Engineering Export Promotion Council (EEPC) is organizing an India Pavilion at Automechanika 2008, Frankfurt which would provide an excellent opportunity for establishing business relationships with customers from all over the world.

### Focus Products

- **Parts & Systems**

Vehicle parts and components of the drive, chassis, body, electrics and electronics groups Systems and modules of the interior, exterior, drive, drive dynamics and electronic control groups

- **Accessories & Tuning**

Vehicle accessories, special equipment, tuning, performance systems, design refinement

- **Repair & Maintenance**

Equipment for vehicle service and repair, bodywork repair and painting, workshop equipment, dealership equipment, waste disposal and recycling

- **Service Station & Car Wash**

Service station equipment, car care and car wash

### Venue

Exhibition Centre Frankfurt, Frankfurt, Germany

### Date

September 16-21, 2008 (6 days)

### Participation Charges

#### For Exhibition

Rs. 1,68,000/- for Fully Built-up Booth of 10.5 sq. meters.

Rs. 1,40,000/- for Fully Built-up Booth of 8.75 sq. meters.

#### For Catalogue Show

Display your company catalogue through EEPC Information Booth. Charges are given below :

Rs. 10,000/- (Maximum 25 copies, not exceeding 5 kgs.)

### Mode of Payment

Full payment is to be made by Demand Draft/at par Cheque favouring "Engineering Export Promotion Council" along with the filled-up **Application Form**.



### Date of Payment

Full payment is to be made along with the **Application Form latest by 31st March, 2008.**

### Cancellation of Participation

Request for cancellation of participation will be accepted if Council receives the same in writing on or before **7th April, 2008.** Council shall not entertain any cancellation afterwards. Any cancellation after the due date shall result in forfeiture of the amount already paid on this account.

### Selection Criteria

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

### Benefit of the member-exporters

EEPC is proposing to organize this event under the MAI Scheme of Ministry of Commerce, Government of India, and, as such, no MDA grant would be available. The rates mentioned above are, however, subsidized as per the provisions of the MAI Scheme.

Interested firms may please send the **Application Form**, duly filled in and signed, along with full Payment **latest by 31st March, 2008** to the respective Regional Offices or to :

#### **Rajat Srivastava**

*Regional Director*

#### **Engineering Export Promotion Council**

Centre 1, 12th Floor

World Trade Centre, Cuffe Parade

Mumbai – 400 005

Tel. : 91-22-22186655/56/60

Fax : 91-22-22180119

E-mail : [eepcmum@mtnl.net.in](mailto:eepcmum@mtnl.net.in)

[eepcmum@vsnl.com](mailto:eepcmum@vsnl.com)

**India Pavilion at Automechanika 2008, Frankfurt, Germany  
(September 16 - 21, 2008)**

**Application Form**

Name of the Company	:	
Postal Address	:	
Phone (with area code)	:	
Fax (with area code)	:	
E-mail	:	
Website	:	
Total Space required	:	
Amount with DD/Cheque No. & date	:	
Name & Designation of the Chief Executive	:	
Mobile No. 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>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Total Export to European countries (in Million US\$)	:	<u>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Foreign Collaboration, if any	:	
Products Manufactured/Exported	:	
Countries of Export	:	
Accreditation to International Standards (like ISO, QS, etc.)	:	

1. Please use separate sheet to furnish details of your company (**within 80 words**) for the Exhibitors' Profile.
2. 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.

Date : \_\_\_\_\_ Signature : \_\_\_\_\_  
Office Seal : \_\_\_\_\_



## Saudi Arabia

### Market Survey Report on Electric Motors and Generators, High Efficiency Motors & Generators

#### Introduction

This market report deals in the General market conditions as existing in Saudi Arabia at present with the past and future trends and it hoped that it will give the Indian Electric Motors and Generator firms, who are desirous of exporting their products to this highly competitive market. The climate of both the countries have been extremely favorable and tremendous both to the present day Indian capabilities and export efforts.

The trade relations between India and the Kingdom of Saudi Arabia (KSA) go back to several centuries. Both countries have always been each other's main trading partners. India is 4th largest trading partner of the Kingdom of Saudi Arabia. The value of the two-way trade between the two countries in 2004-2005 has exceeded US\$ 8.76 billion. This included import of crude oil worth US\$ 6.13 billion. Saudi Arabia is the 15th largest market in the world for Indian exports and is destination of more than 1.76% of India's global exports. On the other hand, Saudi Arabia is the source of 5.5% of India's global imports. For Saudi Arabia, India is the 4th largest market for its exports, accounting for 5.95% of its global exports. In terms of imports by Saudi Arabia, India ranks 9th and is source of around 2.96 % of Saudi Arabia's total imports.

- Trade figures for the last six years are as follows :

#### Indo-Saudi Trade (million US\$)

<i>Year (April-March)</i>	<i>* Imports from Saudi Arabia</i>	<i>Exports to Saudi Arabia</i>	<i>Total trade</i>	<i>Indian export increase over previous year (%)</i>
2001-2002	463.99	826.43	1290.42	0.42
2002-2003	504.72	940.74	1445.47	13.83
2003-2004	737.77	1,123.31	1861.08	19.41
2004-2005	1301.15	1412.06	2713.21	25.71
2005-2006	1632.34	1809.77	3442.11	28.17
<b>2006-2007</b>	<b>13,363.40</b>	<b>2,582.83</b>	<b>15,946.23</b>	<b>42.72</b>

\*Note : Imports figures for 2000-2001 and later do not include import of Petroleum Products.

(Source : Department of Commerce, Ministry of Commerce & Industry, Government of India)

#### Saudi Arabia – At a Glance

The location of Saudi Arabia is Middle East, bordering the Persian Gulf and the Red Sea of Yemen and border countries Iraq, Jordan, Kuwait, Oman, Qatar, UAE is having area 2.25 million sq. kms and coastline of 2,640 kms. The climate is harsh, dry desert with great extremes of temperature.

The total estimated population in 2003 of Saudi Arabia was 24.06 million having a growth rate 2.9% annually.

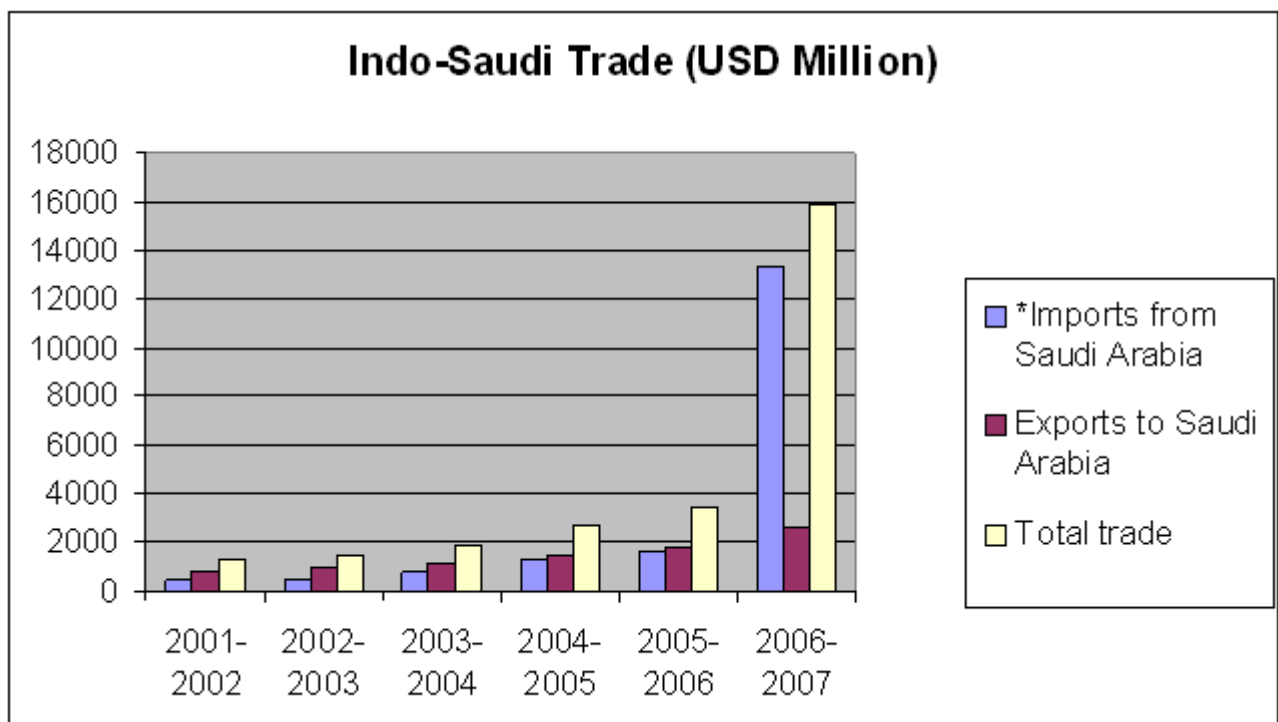
Riyadh is the capital of Saudi Arabia Kingdom. Saudi Arabia has a Natural Resources such as petroleum, natural gas, iron ore, gold, copper etc.



## Economy

- The Saudi economy rests primarily on oil revenues. Its crude oil reserves, amounting to 259.40 billion barrels, are estimated to be 25% of the world's known reserves. Its natural gas reserves at 200 trillion cubic feet are 4% of world reserves. The average daily output of oil during the year 2002 was around 7.09 mbd. The petroleum sector accounts for 78% of total revenues, 37.5% of the Gross Domestic Product and 88% of export earnings. About 41% of the GDP is generated by the private sector. The Kingdom, under its "Saudization policy", has undertaken to reduce its dependence on foreign labour in key sectors by progressively replacing expatriate workers (around 3.6 million) by Saudis.

During the last few years, the Kingdom has been introducing changes in its trade, investment and taxation regulations to make itself an attractive investment destination as also to pave the way for its accession to the WTO. The Saudi Arabian General Investment Authority (SAGIA), set up in May 2001 provides "fast-track" approvals for investment in different sectors, including setting up of 100% foreign owned entities.



- Major items exported by India are primary & semi-finished iron and steel, machinery and instruments, basmati/non-basmati rice, tea, manmade yarn, fabrics, made ups, cotton yarn, , chemicals, plastic & linoleum products.
- Major items imported by India apart from crude oil and petroleum products are organic chemicals, inorganic chemicals, artificial resin, plastic materials, sulphur, iron pyrites, pulp & waste paper, mineral ores & metal scrap, coal, coke & briquettes, iron & steel and non-ferrous metals.
- Saudi Arabia is the largest supplier of crude oil to India. Both public and private sector companies buy around 23 Million Metric Tones of crude oil per annum from Saudi Aramco, which is about 26% of India's annual crude oil imports.
- The bilateral economic and commercial relations between India and Saudi Arabia have grown substantially in the non-oil sector and both countries view each other as important economic partners in respect of investments, joint ventures, projects on technology transfer and joint venture projects in third countries.















































