



ISSN 0971-9776

Info

ENGINEERING EXPORT BULLETIN

WEEKLY NEWSLETTER VOL. 10 ISSUE NO. 7 FEBRUARY 18, 2008

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 **10th 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 **14th 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**.

Govt. Notices/ Circulars/ Notification

Public Notice No. 105 (RE-2007)/ 2004-2009 dated 6.2.08 – Amendments in All Industry Rate of Duty Drawback.
Circular No. 4/2008-Customs dated 12.02.08 – Valuation practice of second hand machinery to be adopted by all Custom Houses/Customs Commissionerates.



Shri Rajat Srivastava, Regional Director, EEPC, Mumbai addressing at ITM Expo 2008 at Mumbai held on 7th February, 2008.

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For information about India Engineering Center, Chicago visit : www.indiaengineeringchicago.com
For information about Engineering Export Promotion Council visit : www.eepcindia.org
For information about EEPC Exhibitions visit : www.eepcindee.com

Chairman's Pen



My dear fellow exporters,

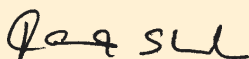
On sustained pressure from the Council and from other manufacturers organisation, the steel companies have agreed to lower the price of steel on TMT bars by Rs. 1000/- per tonne and HR Coil by Rs. 500/- per tonne in their discussions with the Hon'ble Steel Minister Shri Ram Vilas Paswan.

While this is, indeed, a good news, it is rather insufficient in the context of the fact that steel prices were hiked by an average Rs. 3,000/- per tonne on February 01, 2008 immediately after the steel prices were increased by an average of Rs. 1500/- per tonne in the month of January 2008. The Government has to realise that the engineering exports have witnessed considerable slowdown in the current fiscal and as per the latest April-December 2007 figures, exports have grown by a mere 15% in dollar terms and 2.5% in rupee terms. Further, industrial production for the month of December 2007 has grown by a mere 7.6% indicating that the present climate is not supportive either for production or exports.

The Council is now looking at the possibility of bulk purchase of engineering raw materials for its members which would done through the formation of a consortium that will engage an organisation or a consultant on commercial terms for supplying engineering raw materials to its members. Accordingly, the Council has requested for feedbacks from all its members and based on the total demand, the Council will take the next steps in this respect.

From the media reports, one notices that the Hon'ble Commerce & Industry Minister, Shri Kamal Nath has requested the 12th Finance Commission to look at how refund to exporters of State levies can be factored in and the payment thereafter released from the central grants to the States. We do hope that the Finance Commission will consider this aspect. It may be mentioned that it was the Council which had first suggested such a policy in the middle of 2007 when Rupee appreciation had begun to rear its ugly head. It is also heartening to note that other export promotion organisations like FIEO have recommended to the Government that need for an Exchange Rate Neutralization Scheme, something the Council has demanding for some time now.

Yours sincerely,



(RAKESH SHAH)



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 10th March, 2008.**

Cancellation of Participation

Request for cancellation of participation will be accepted if Council receives the same in writing on or before **14th 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 10th 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

aakazmi@eepec.gov.in

Website : 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 14th March, 2008.**

Cancellation of Participation

Request for cancellation of participation will be accepted if Council receives the same in writing on or before **21st 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.

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 **14th 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.

Signature :

Date : 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 Africa 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

Greems Dugar (3rd Floor)

149, Greems 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 : _____



Singapore

Brief Report on Construction Equipment and Machinery

Summary

This report covers the market potential in Singapore for construction equipment and machinery parts used in the construction industry. This covers all types of bulldozers, wheeled/crawler shovels/loaders, hydraulic excavators, and road rollers as well as rock drilling and earth boring machinery and pile-drivers/extractors.

The nature of the construction equipment market in Singapore is such that sub-categories within this market experience different demand and supply configurations. However, it has been established that the growth or decline in the construction equipment market is to a large extent dependent on the state of the construction industry. The market is however increasingly distorted by the use of second-hand or reconditioned machinery.

The economic recovery in Singapore in the last few years has brought about an improvement in the performance of the construction sector. Construction's share of the national GDP has increased in 2006 in view of the stronger projected construction demands for the year. Its contribution to the national GDP is to stabilize at around 5.0 per cent. According to the Building & Construction Authority (BCA), which is a government statutory agency set up in 1984 to oversee the development of the construction industry, 2006 was another good year for the Singapore construction industry. Based on anticipated demand, the industry should see up to US\$ 8.28 billion worth of projects awarded by both the public and private sectors in 2006. Private sector demand was the main source of demand generating some US\$ 4.91 billion worth of projects. Public sector construction demand hit US\$ 3.37 billion in 2006. Based on these, the outlook for the construction industry in 2007 is certainly very encouraging. This means that there is still a tremendous scope for the supply of construction and earthmoving equipment to the local construction industry. This is particularly true since there is limited domestic production of construction equipment and local assembly which translates to a market that is dominated by imports.

Market Demand

This market assessment is based upon the private and public construction sector demand and its impact on the construction equipment market.

Prospects for Construction Demand in 2006

According to the Building & Construction Authority (BCA), 2006 was another good year for the construction industry. BCA's preliminary forecast indicates the total construction demand reached US\$ 8 billion (approx.) worth of projects awarded by the public and private sectors. Public construction demand improved slightly to between US\$ 2.88 billion and US\$ 3.37 billion, fuelled by anticipated expansions in institutional and civil engineering construction demands. The private sector was awarded between US\$ 4.48 billion and US\$ 4.91 billion worth of projects in 2006.

Public Sector Demand

The public construction demand was anticipated to stay at around US\$ 2.88 billion, the same level as 2005. The total public construction orders reached almost US\$ 3 billion.

In 2006, public residential construction demand was projected at between US\$ 675 million and US\$ 798 million. Approximately 40% of the volume was new housing development and about 50% of demand came from the Housing & Development Board's (HDB) continuous effort to upgrade old estates.



Commercial construction demand remained sluggish. The most significant project expected in 2006 was probably the People's Association's new headquarters at Kitchener Road.

Industrial construction demand was expected to moderate in view of JTC's recent announcement to exit from development of ready-built factory space. The majority of its demand was contributed by PUB's (the provider of public utilities services) various building contracts for water works.

Institutional and other public building construction demand was projected to range between US\$ 1.04 billion and US\$1.35 billion in 2006. The major project was the development of the US\$ 245 million Yishun Hospital, catering to the residents in the northern part of Singapore. School upgrading projects as well as development of new schools worth some US\$ 123 million remained the Education Ministry's focus in 2006. Apart from the continuous campus upgrading by the National University of Singapore (NUS) and Nanyang Technological University (NTU), other notable educational buildings awarded would include NUS' US\$ 92 million medical facility for academic research and the new Arts School at Selegie Road. To prepare for the higher volume of visitor arrivals as envisioned by the Singapore Tourism Board (STB), the Civil Aviation Authority of Singapore (CAAS) has plans for major upgrading at the Changi Airport Terminal 1.

Civil Engineering construction demand increased to over US\$ 1 billion in 2006. The fully underground MRT Downtown Extension spanning 3.4 km long with five stations had significant impact on the overall demand. Besides rail construction, the Land Transport Authority (LTA) was also expected to invest close to US\$ 307 million in road improvement works. Other major projects expected in 2006 were the Punggol reservoir project along Serangoon/Punggol River and its nearby infrastructure development.

Private Sector Demand

The relaxation of property rules for financing and foreign ownership unveiled by the Government in July 2005 is expected to enhance the private sector building demands. About US\$1.66 billion worth of private housing projects were slated for development in 2006. Some of the major upcoming projects included condominiums at West Coast Park, Amber Gardens and Sengkang Central, Ferraria Park condominium at Flora Drive, New Economy condominium at One North Gateway as well as various landed housing projects at Sentosa Cove.

Commercial construction demand was projected to increase significantly to the tune of US\$1.04 billion. Major projects in the pipeline included City Square Mall at Kitchener Road, the foundation works for the new Business and Financial Center (BFC), Orchard Turn mega mall, and a new hotel at One-North and the refurbishment of Crown Hotel.

As Singapore's economy moves up the technology ladder, there will be more demand for complex and high specification industrial facilities. Industrial construction orders were expected to reach approximately US\$1.6 billion in 2006. Some major projects in the pipeline included Hin Leong Trading's Universal Oil Storage Terminal at Jurong Island, Shell Eastern Petroleum's new cracker plant at Jurong Island, Island Power's new power station, Keppel Sehers Engineering's refuse incineration plant at Tuas, Lonza's biologic manufacturing plant and Lucite International's new technology plant at Jurong Island.

Private institutional and other building construction demand was expected to stabilize at 2005 level. Several recreational facilities expected to be awarded in 2006 are NTUC's food and entertainment mall with a 20 meters Ferris wheel at Pasir Ris, NTUC's beach club at Palawan Beach on Sentosa, Singapore Island Country Club's new recreational clubhouse and Tanglin Club's refurbishment project. The construction of the Ren Ci Hospital was also scheduled to proceed in 2006.

Civil Engineering projects were expected to reach about US\$ 307 million in 2006. Various utilities projects by PowerGas and PowerGrid as well as berth facilities to be built by PSA Corporation would continue to dominate in this category.



Prospects for Construction Demand in Medium Term

With sustained economic growth, construction demands were expected to continue over the next two years. According to the BCA's forecast, the total construction demand in 2007 will continue to improve in view of the likely awards of large projects such as the main contracts for the Business Financial Center, the Integrated Resorts, ITE's second regional campus, University of New South Wales campus, three gardens along Marina Bay, and the conversion of the old Supreme Court into an art museum.

Given the optimistic projection for the growth of the construction industry and the future development by the public and private sectors, there is no doubt that demand for construction and earthmoving equipment will grow in tandem. The importance of Singapore as a regional center also is a major factor, with many Singapore-based contractors covering one or more other markets in this fast developing region. Building projects in the Asian region are estimated to be worth some US\$ 1.2 to US\$ 1.5 trillion for the next decade.

However, the increasing use of second-hand machinery has somewhat curtailed imports. The use of second-hand/used machinery or reconditioned equipment is due to the following reasons :

- (a) equipment is as much as 30-50% less expensive;
- (b) the uncertainty of the next construction project for the contractor, and the type of contract work, together with the competitive pricing of projects, have led the contractor to choose the most economical means of carrying out his/her contract work.
- (c) equipment is easily available from equipment leasing and rental companies. The advantages of equipment rental are further explained at the "Prospective Buyers profile" below.

Market Data

The following data reflect the market size. There is limited local manufacturing of construction and earthmoving equipment in Singapore. However, Singapore companies assemble and, to a smaller extent, fabricate metal components for integration as a complete system.

<i>Value in US\$ million Rock Drilling or Earth Boring Machinery and Pile-Drivers/Extractors</i>	<i>2003</i>	<i>2004</i>	<i>2005</i>	<i>Est. Annual Growth Rate 2006/2008</i>
Total Imports	76.1	90.4	87.9	5.0%
Local Production	20.5	21.4	30.6	1.0%
Total Exports	75.8	74.5	83.3	5.0%
Total Markets	20.8	37.3	35.3	5.0%
Imports from US	34.8	41.6	42.5	5.0%

<i>Value in US\$ million Mechanical Shovels, Excavators & Shovel Loaders</i>	<i>2003</i>	<i>2004</i>	<i>2005</i>	<i>Est. Annual Growth Rate 2006/2008</i>
Total Imports	422.4	676.8	860.1	10.0%
Local Production	88.8	90.1	136.2	2.0%
Total Exports	526.5	714.8	1049.4	10.0%
Total Markets	-15.3	52.1	-53.1	5.0%
Imports from U.S.	76.0	129.1	211.3	10.0%



<i>Value in US\$ million Tractors & Concrete or Motor Mixers</i>	<i>2003</i>	<i>2004</i>	<i>2005</i>	<i>Est. Annual Growth Rate 2006/2008</i>
Total Imports	31.1	42.3	61.3	10.0%
Local Production	1.3	0.9	1.1	1.0%
Total Exports	31.5	36.7	47.2	10.0%
Total Markets	0.9	6.5	15.2	10.0%
Imports from U.S.	5.6	11.9	27.9	5.0%

	<i>2003</i>	<i>2004</i>	<i>2005</i>
Exchange Rate Used US\$ = S\$	1.63	1.63	1.63

Future Inflation Rate Assumed : 2.4%

2005 Import Market Share (% for USA and major competitors) :

Rock Drilling or Earth Boring Machinery and Pile-Drivers/Extractors

- Interchangeable Rock Drilling or Earth Boring Tools of Cermets USA (46%); Italy (18%); U.K. (10%); Germany (8%); Australia (3%)
- Interchangeable Rock Drilling or Earth Boring Tools Incl. Parts of Other Material USA (56%); Italy (12%); Netherlands (7%); U.K. (4%); Malaysia (4%)
- Pile-Drivers & Pile Extractors Netherlands (34%); Japan (30%); Australia (8%); Indonesia (6%); Finland (4%); USA (3%)

Mechanical Shovels, Excavators & Shovel Loaders

- Self-Propelled Bulldozers Graders Levelers Scrapers Mechanical Shovels Excavators Shovel Loaders, etc. Japan (59%); Germany (11%); USA (11%); U.K. (3%); Indonesia (2%)
- Buckets Shovels Grabs & Grips For Bulldozers Graders USA (61%); Australia (7%); Malaysia (5%); Japan (4%); China (4%)
- Bulldozer & Angledozer Blades USA (38%); Japan (13%); China (12%); Korea (7%); Italy (5%)
- Parts For Pile-Extractors Drivers Tampers Compactors Scrapers Graders Bulldozers Snowplough, etc. USA (33%); Japan (31%); Malaysia (5%); Australia (4%); France (3%)

Tractors & Concrete or Mortar Mixers

- Concrete Or Mortar Mixers Italy (33%); Venezuela (20%); U.K. (11%); China (11%); France (5%); USA (3%)
- Tractors Pedestrian Controlled China (82%); Korea (18%); USA (0%)
- Road Tractors For Semi-Trailers Japan (43%); U.K. (15%); Germany (12%); Brazil (11%); USA (7%)
- Track-Laying Tractors USA (88%); Brazil (7%); Japan (2%); Belgium (1%); Poland (0.8%)
- Other Tractors Germany (26%); Japan (26%); USA (15%); France (8%); Brazil (6%)



Best Sales Prospects

According to trade sources, there are good sales opportunities for the following construction and earthmoving equipment :

- | | |
|--------------------------|--|
| (1) Bulldozers | (4) Shovel loaders |
| (2) Mechanical shovels | (5) Tunneling equipment |
| (3) Hydraulic excavators | (6) Rock drilling and earth boring machinery |

Key Suppliers

With limited indigenous manufacture of construction and earthmoving equipment (though there are a few domestic earthmoving equipment assembly operations) and no duties on these imports, the Singapore market is very open. As such, many foreign companies' products are already well established here, and pricing is very competitive. Japanese products are highly regarded in almost all categories of the construction and earthmoving equipment. They are particularly strong in the hydraulic excavators with brand names like Kobelco, Nikko, Mitsubishi, and Hitachi dominating the Singapore market. In the bulldozer category, the US is strongly represented by Caterpillar and, to a smaller extent, by International Harvester, John Deere, and J.I. Case. The main Japanese competitor in the bulldozer category is Komatsu.

The market for excavators and tractors in Singapore is characterized by a large number of manufacturers competing in a small market. It is believed that the market has reached its saturation point both in terms of suppliers and end-users. There are two major suppliers in the market, namely Bomag (Germany) and Sakai (Japan). These two suppliers hold similar shares (around 26% each) of the market. Other popular brands are Ingersoll-Rand (USA) and Vibromax (Germany) as well as Volvo CE (Sweden), Hyundai (Korea), and Doosan Daewoo (Korea).

Third Country Suppliers : The major third country supplier of earthmoving equipment to Singapore is Japan. The Japanese suppliers dominate about 59% of the hydraulic excavator and bulldozer market in Singapore and they are slowly gaining prominence in the road roller segment.

Japan is the second leading supplier of construction and earthmoving equipment to Singapore (after the US), supplying slightly more than 20% of the total imports. In view of their competitiveness, the Japanese market share will likely increase in Singapore.

The Japanese suppliers penetrated the Singapore market by competitively pricing their products and adopting aggressive marketing policies. For example, they provided interest-free credit terms of 3-6 months to the buyers to promote purchases of their products. The present market practice among competitors is to offer a competitive price and favorable financing terms. The Japanese suppliers have already adopted these two factors effectively in the market.

Japan's major product lines are "mechanical shovels and excavators", which constituted about 59% of Singapore's imports of such equipment in 2005. In relation to the other foreign suppliers, Japan has substantially increased its market position in all the equipment sub-categories, except for earth boring machinery and pile-drivers/extractors.

On the other hand, there were no significant changes over the past couple of years in the import market position of Italy, China, Germany and the United Kingdom. However, like most other countries, Germany and the United Kingdom experienced a fall in their aggregate import values.

Prospective Buyers

The principal users of construction and earthmoving equipment can be classified into two groups :

(A) Construction companies and civil engineering contractors :

There are approximately 200 such contractors operating in Singapore. Most major contractors are also members of the Singapore Contractors Association (<http://www.scal.com.sg>), and can be presumed to represent the principal contractors in the industry.



(B) Construction equipment rental companies :

Because of the capital-intensive nature of the construction industry, most operators tend to rent rather than purchase equipment. This had especially been the case during a widespread slump in the industry in the mid-80s where renting rather than purchasing equipment became advantageous. The practice of renting equipment has continued up to the present day, and the reasons are the following: First, the operator can forego the huge initial cost of buying the equipment. Second, rather than having a number of general-purpose construction equipment, the operator can employ the machine most suited to a specific job. Third, renting puts the larger, expensive construction equipment within the reach of the small operator. Fourth, there are no maintenance and storage problems to the operators. There are about 50 equipment rental companies in Singapore, of which about a dozen are more active than the others.

Market Entry

Many exporters use agents or distributors to serve the Singapore market and other markets in South East Asia. Finding prospective partners presents no problem. Singapore firms are aggressive when it comes to representing new products and usually respond enthusiastically to new opportunities. In addition, most Singaporean companies are open to joint venture proposals, and many are interested in manufacturing under license.

Price, quality and service are the main selling factors in Singapore. Prospective exporters to Singapore should be aware that competition is strong and that buyers expect good after-sales service. Selling techniques vary according to industry or the product involved but they are comparable to the techniques used in any other sophisticated market.

Appointment of Distributor/Agents : There is no special legislation in Singapore covering agency agreements. In the absence of this, the Singapore's Common Law of Practice is deemed to apply.

Methods of Operation for American Companies : The principal methods of operations for American companies in the Singapore market are through :

- A branch of the American firm or an associated company incorporated as a full subsidiary based in Singapore.
- A representative sent out from the United States and stationed permanently in the area. He/She may not be directly responsible for obtaining orders and making sales, but supervises local distributors and/or agents.
- An agent appointed in Singapore. Local firms which act as agents range from small construction equipment companies, working on a small project basis to large system equipment installers representing a number of manufacturers in several categories of construction equipment. Such organizations handle a large share of the construction business and generally have branches throughout the area.
- Direct sales on an open market basis. This method is only successful with a limited range of construction equipment firms with well-established connections.

In view of the competitive nature of the local business environment, it is recommended that any new-to-market a company appoints a local representative. Once business has matured, the establishment of a representative office might be desirable to serve as a launching pad into the region.

Trade promotion and advertising: there are many specialized trade magazines in Singapore and many trade fairs (<http://www.sgmeetings.com>) that can be used as venues to promote construction and earthmoving equipment. The major English language daily newspapers are the Straits Times and the Business Times. They are available at <http://www.asiaone.com>. The business magazine that has the relevant features on construction machinery is "Southeast Asia Construction" published by Trade Link Media Pte Ltd (<http://www.tradelinkmedia.com.sg>). The major Chinese daily is Lianhe Zaobao (<http://www.zaobao.com>). E-Commerce web sites can be found at <http://www.ida.gov.sg> and at <http://www.sg>. Leads for local advertising and promotional service agencies can be found at <http://www.yellowpages.com.sg>.



Financial : shipments to Singapore are generally made under letters of credit and sight drafts, depending on the exporter's preference and the extent of past dealing with the purchaser. Standard credit terms are generally 30 to 90 days. The foreign departments of most major banks are well equipped to give service and advice on matters of foreign trading and credit.

Quotations should be on a C&F basis whenever possible. The prices given may be either in Singapore or US dollars. Exporters making quotations in Singapore dollars should consult their banks for the prevailing exchange rate. Singapore uses the metric system, so it is often beneficial for price/quantity quotations to be prepared accordingly.

Market Issues & Obstacles

There are excellent opportunities to sell construction and earthmoving equipment into the Singapore market as the country is virtually a free port. There are no duties, taxes or tariffs on imports to Singapore of all types of construction and earthmoving equipment. The challenge is in competing with all the other suppliers from the world since it is such an open economy.

All imported goods meant for local consumption are taxable under the Goods and Services Tax (GST), which is levied at seven percent as of July 1, 2007. Goods kept in a Free Trade Zone are only subject to GST if they are later released for local consumption.

Technical Requirements and Standards : The electrical power supply specifications in Singapore are 230 volts, 50 cycles, single phase and 415 volts, 50 cycles, 3 phase.

There are no Singaporean standards on construction and earthmoving equipment and none are likely to be introduced in the foreseeable future. Internationally recognized standards, such as the American National Standards Institute, are fully acceptable. SPRING Singapore (the Standards, Productivity & Innovation Board) is the government organization that oversees the formulation of industrial standards for almost every sector of industry. Any queries relating to industrial standards should be directed to SPRING Singapore at 2 Bukit Merah Central, Singapore 159835; Tel. : (65) 6279-1847, Fax : (65) 6272-1937, Contact : Ms. Susan Chong, Director, Standardization Division, *E-mail : suchong@spring.gov.sg*.

The Occupational Safety Department (OSD) of the Ministry of Manpower enforces the Factories Act (Chapter 104). Under the Act, all construction and earthmoving equipment used in construction sites shall be of "good construction, sound material, adequate strength and substance, and free from patent defect". The OSD would consider an earthmoving equipment as having complied with the aforesaid requirements if it is designed and constructed in accordance to an acceptable national code, such as those of the American National Standards Institute.

The importation of earthmoving equipment is not subject to any technical requirements by the Land Transport Authority (LTA). However, as a rule, heavy construction equipment is generally not certified by the LTA for movement on Singapore roads. This equipment is allowed only for use in places such as the construction site. The LTA will conduct checks on the earthmoving equipment, upon importation into Singapore, to verify the identity of the machine by authenticating the engine and chassis numbers. The supplier will, therefore, be required to produce documentary proof of the origin of the machine to facilitate the checking process.

Resources & Key Contacts

(A) Government and Statutory Agencies :

A. Building & Construction Authority
5 Maxwell Road #16-00
Tower Block, MND Complex
Singapore 069112
Tel. : (65) 6325-7720
Fax : (65) 6325-4800
E-mail : bca_enquiry@bca.gov.sg
Website : <http://www.bca.gov.sg>

B. Spring Singapore

2 Bukit Merah Central
Singapore 159835
Attn. : Ms. Susan CHONG
Director (Standardization Division)
Tel. : (65) 6279-1830
Fax : (65) 6278-6990
E-mail : suchong@spring.gov.sg
Website : <http://www.spring.gov.sg>



C. Ministry of Manpower

Occupational Safety Department
18 Havelock Road
Singapore 059764
Attn. : Mr. TAN Pui Guan
Director
Tel. : (65) 6317-1233
Fax : (65) 6317-1261
E-mail : tan_pui_guan@mom.gov.sg
Website : <http://www.mom.gov.sg>

D. Land Transport Authority

Vehicle & Transit Licensing Division
10 Sin Ming Drive, VTL Building
Singapore 575701
Attn. : Ms. Maria CHOY
Tel. : (65) 6553-5300
Fax : (65) 6553-5329
E-mail : maria_choy@lta.gov.sg
Website : <http://www.lta.gov.sg>

(B) Trade Associations :

Real Estate Developers' Association of Singapore
(REDAS)
190 Clemenceau Avenue
#07-01 Singapore Shopping Center
Singapore 239924
Attn. : Mr. Hock Jin Chia
Executive Director
Tel. : (65) 6336-6655
Fax : (65) 6337-2217
E-mail : hockjin@redas.com
Website : www.redas.com

Singapore Contractors Association, The
1 Bukit Merah Lane 2
Construction House
Singapore 159760
Attn. : Mr. Simon Lee
Executive Director
Tel. : (65) 6278-9577
Fax : (65) 6273-3977
Website : www.scal.com.sg

(Source : EEPC Singapore Office)

Tender Information



Bulgaria

(EEPC Ref. No. DB-1818)

Project : Second Trade and Transport Facilitation Project
Loan No. 4854-BG; Project ID No. P094018
Loan from IBRD

Notice No. : **WB776-721/08**

Issued by : Mrs. Nediaalka Cholakova
TTFSE II Project Manager
4, Slavianska St.
1040 Sofia, Bulgaria
Tel/Fax : (359-2) 9859-2702
E-mail : N.Cholakova@minfin.bg

For : Supply and installation of the following goods :

Lot 1

- Specialized motor vehicle (10)
- Single-phase power generator (10)

Lot 2

- Minivan (4)
- Passenger motor vehicle (20)

Tender cost : Non-refundable fee of Euro 240 or its Bulgarian Lev equivalent, inclusive of VAT.

Bid security : - Lot 1 : Euro 4,000 or its equivalent
- Lot 2 : Euro 7,000 or its equivalent

Bid deadline : **26.03.2008**

Sierra Leone

(EEPC Ref. No. DB-1819)

Project : Reproductive and Child Health Project
TF057719, Project ID No. P103712
Grant from IDA

Notice No. : **WB809-722/08**

Issued by : Ministry of Health and Sanitation
Mid Wing, 4th Floor, Youyi Building
Freetown, Sierra Leone
Attn. : Henry Kuyembeh
Procurement Manager
Tel. : (232-76) 601-493
Fax : (232-22) 235-063
E-mail : henkuyembeh@yahoo.com

- For : Supply of Motorcycles and Bicycles
- Lot No. 1 : Motorcycles, 95 cc (minimum) 129
 - Lot No. 2 : Motorcycles, 120 cc (minimum) 201
 - Lot No. 3 : Gents Bicycles 335
 - Lot No. 4 : Ladies Bicycles 80

Tender cost : Non-refundable fee of US\$ 100 or Le 300,000 + US\$ 100 (courier charge)

Bid deadline : **02.04.2008**

Uzbekistan

(EEPC Ref. No. DB-1820)

- Project : Bukhara and Samarkand Water Supply Project
- Loan No. 4655-UZ; Credit No. 3620-UZ; Project ID No. P049621
- Loan from IBRD

Notice No. : **WB801-721/08**

- Issued by : Project Coordination Unit Office
- Room 201, 2nd Floor
- 1, Niyozbek yuli
- Tashkent 700035
- Uzbekistan
- Tel. : (998-71) 235-4497
- Fax : (998-71) 235-8290
- E-mail : waterproject@unitech.uz

- For : Construction works of water main and water pipe network laying in Bukhara City on the following lots :
- Lot 1 : Reconstruction of water mainline from Shakhrud WTP through Gazlinskoe highway to the existing water main line located apposite to Karvan Bazar (D700) - 4.8 km.
 - Lot 2 : Reconstruction of water main line from crossing of Zarafshan main line and M.Karimov Street through the Zarafshan main line to Mirdustim street, from Mirdustim street up to Novmetan canal, along Novmetan canal to Namozgoh street, along Namozgoh street in both sides up to crossing of Piridastgir and M.Ikbol trees (D700) - 7.8 km.

Tender cost : Non-refundable fee of Uzbek Soums 250,000 or US\$ 200

- Bid security : - Lot No. 1 : Uzbek soums 110,000,000 or US\$ 87,500 or its equivalent in a hard currency, for each lot
- Lot No. 2 : Uzbek soums 185,000,000 or US\$ 145,000 or its equivalent in a hard currency, for each lot

Bid deadline : **26.03.2008**

(Source : UN Development Business Website)

Tanzania

Dar Es Salaam Water Supply and Sanitation Project (DWSSP)

Issued by : Dar es Salaam Water Supply and Sewerage Authority
Dunga/Malanga Street, Mwananyamala
(Opposite Mwananyamala Hospital)
P.O. Box 1573
Dar Es Salaam, Tanzania
Attn. : The Chief Executive Officer
Tel. : 255-22-2760006
Fax : 255-22-2762480
E-mail : dawasadg@raha.com

Tender No. : AE/003/2007-8/W/06

For : Supply and installation of bulk meters and fittings, the set-up of a telemetric data transfer system and the establishment of discrete District Metering Areas (DMA).

Tender cost : TSH 100,000 (Tanzanian Shillings One Hundred Thousand) non-refundable

Bid security : TSH 60,000,000 (Sixty million shillings)

Closing date: **02.04.2008** [on or before 10.00 hours (local time)]

Tender No. : AE/003/2007-8/W/07

For : Supply and installation of new pipelines with following nominal diameters :

- ND 90 mm (96 km)
- ND 110 mm (28 km)
- ND 160 mm (16 km), and
- ND 200 mm (500 m)

Supply and installation of gate valves (461 No.) of different sizes

Supply and installation of fire-hydrants (108 No.)

Supply and installation of wash-out chambers (42 Nos.)

Construction of water kiosks (13 No.)

Construction of public stand posts (2 No.)

Complementary works and training

Tender cost : TSH 100,000 (Tanzanian Shillings One Hundred Thousand) non-refundable

Bid security : TSH 80,000,000 (Eighty million shillings)

Closing date: **01.04.2008** [on or before 10.00 hours (local time)]

Tender No. : AE/003/2007-8/W/08

For : Supply and installation of new pipelines with following nominal diameters :

- ND 90 mm (63 km)
- ND 110 mm (26 km)
- ND 160 mm (11 km), and
- ND 200 mm (4 km)

Replacement of existing pipelines (= rehabilitation) with following nominal diameters :

ND 90 mm (470 m)

ND 110 mm (10 km)

ND 160 mm (4 km)

ND 200 mm (160 m), and

ND 800 mm (1 km)

Supply and installation of valves (354 No.) of different sizes

Supply and installation of fire-hydrants (121 No.)

Replacement of valves (17 No.) of different sizes;

Supply and installation of wash-out chambers (40 No.)

Construction of water kiosks (57 No.)

Construction of public stand posts (57 No.), and

Complementary works and training

Tender cost : TSH 100,000 (Tanzanian Shillings One Hundred Thousand) non-refundable

Bid security : TSH 100,000,000 (One hundred million shillings)

Closing date: **01.04.2008** [on or before 10.00 hours (local time)]

For further details, please contact :

Mr. Bileshi Ally Madenge
Marketing Assistant
Commercial Section
High Commission of India
Dar es Salaam
Tanzania

(Source : High Commission of India, Dar es Salaam)

Trade Enquiries



Trade enquiry received from Indian Mission Overseas

Iran

(Source : Embassy of India, Tehran)

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Full – Time Co., Ltd.	Unit 652, 6th Floor Aluminium Building Jomhuri Avenue P.O. Box 13145/493 Tehran, Iran	Attn. : Mr. Mahmoud Haghighat-Khou Managing Director Tel. : +98 (21) 6670 73 80 6674 39 10 Fax : +98 (21) 6670 59 26 E-mail : fulltimeco@parsonline.net	Agro machinery, tomato slicing and powdering machine.

Hong Kong

(Source : Consulate General of India, Hong Kong)

Bissell Homecare, Inc.	Suite 2016, Landmark North 39 Lung Sum Avenue Sheung Shui, NT Hong Kong	Attn. : Mr. Cissy Cheung Tel. : 852-2709-7813/7828 Fax : 852-2956-2088 E-mail : cissy.cheung@bissell.com Website : www.bissell.com	Vacuum-cleaner and other floor- care products.
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Exhibitions and Trade Fairs



Saudi Arabia

**Catalogue Show of Indian products in Buildex 2008,
Saudi Arabia by Indian Embassy free of cost**

Embassy of India, Riyadh in association with Dhahran International Exhibition Company, Saudi Arabia plans to organise Catalogue Show of Indian products in Buildex 2008, Saudi Arabia on March 2-6, 2008 to showcase the catalogues/brochures of Indian companies from sectors related to construction, construction equipments, planning & architecture, sanitary and other such items.

Buildex 2008 will offer access to Saudi Arabia's exciting, fast paced and rapidly expanding construction market. The rapid growth in the Kingdom of Saudi Arabia has seen an outstanding boom in the building and construction industries. The Kingdom has embarked on an ambitious infrastructure development programme with investments for the next 25 years estimated to be more than US\$ 84 billion. These investments will open tremendous business opportunities to companies in the building, construction and related fields.

Member-exporters interested to participate are requested to send at least 200 Catalogues for the proposed Catalogue Show latest by February 27, 2008 to :

Mr. Rajeev Shahare
Minister/Deputy Chief of Mission
Embassy of India
B-1, Diplomatic Quarter
Post Box No. 94387
Riyadh 11693
Saudi Arabia
Tel. : 4884032/4884144
Fax : 4807764/4884750
E-mail : com@indianembassy.org.sa

(Source : Embassy of India, Riyadh)



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

Public Notice No. 105 (RE-2007)/2004-2009

Dated 6th February, 2008

In exercise of powers conferred under Paragraph 2.4 of the Foreign Trade Policy 2004-2009, Director General of Foreign Trade hereby makes the following amendments in Handbook of Procedures, Vol. 1 :

Para 8.3.3 shall be substituted as follows :

“8.3.3: Where All Industry Rate of Drawback is not available or same is less than 4/5th of duties actually paid on materials or components used in production or manufacture of the said goods, an application in ANF 8 along with prescribed documents may be made to RA or DC, for fixation of brand rate. Recipient may claim benefits on production of a suitable disclaimer from supplier along with a self declaration in *Appendix 22 C* of HBP Vol. I regarding non-availment of CENVAT credit in addition to prescribed documents”.

Sd/-

(R. S. GUJRAL)

Director General of Foreign Trade

(F. No. 01/92/180/006/AM.07/PC-VI)

