



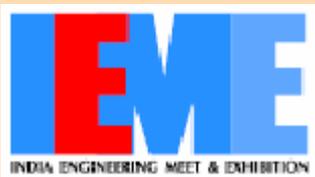
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Info

ENGINEERING EXPORT BULLETIN

WEEKLY NEWSLETTER VOL. 9 ISSUE NO. 46 NOVEMBER 12, 2007

Highlights



EEPC is organising the 2nd "India Engineering Meet & Exhibition (IEME)", to be held at HITEX Fair Ground, Hyderabad from 9th to 11th January, 2008. Members are requested to enlist their participation within **16th November, 2007**.

INDEE - St. Petersburg, 2008, Russia

EEPC is organising an Indian Engineering Exhibition (INDEE) in St. Petersburg, Russia from 11th to 14th March, 2008. Members are requested to register their participation within **15th November, 2007**.

INTERPHEX 2008 Philadelphia, USA

EEPC is organising an India Pavilion in the INTERPHEX 2008 in Philadelphia, USA from 26th to 28th March, 2008. Members are requested to enlist their participation within **30th November, 2007**.

Hannover Fair 2008 Hannover, Germany

EEPC is organising an India Pavilion in the subcontracting and energy sector of Hannover Fair 2008 in Germany from 21st to 25th April, 2008. Members are requested to register their participation within **14th December, 2007**.

Govt. Notices/ Circulars

Public Notice No. 74(RE-2007)/2004-2009 dated 24th October, 2007 – Guidelines for conversion of DTA unit into EOU/EHTP/STP/BTP Unit (Appendix 14-I-O).

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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,

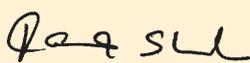
Let me, at the outset, wish you all a very Happy Deepawali and hope that the ensuing year will bring peace and prosperity to you and your family members.

This week, the Council will be making a series of representation to the Ministry of Commerce and Industry. On November 13, 2007, a meeting has been called by Shri Rajeev Kher, Joint Secretary in the Department of Commerce that would discuss various issues including effects of Rupee appreciation, issues pertaining to RTAs, Tariff and Non-Tariff Barriers, Export Performance of various Engineering Panels as well as different CVD and Anti-dumping cases faced by engineering exporters.

Subsequently, on November 14, 2007 EEPC will be joining FIEO for a meeting that has been called by Shri G. K. Pillai, Commerce Secretary which will look at the pressing problem of Rupee appreciation and what can be done to help exporters mitigate the severe adverse impact of sharp Rupee appreciation. The Council has been representing to the Government that the Rupee appreciation will directly lead to nearly 16 lakh workers being unemployed in the engineering sector, as per our survey of June 2007. The Council will further update this survey given that the Rupee has further appreciated since then. I do hope that as a consequence of these interactions with Senior Government Officials, some efforts will be made by the Government to lessen the impact of Rupee appreciation on Indian Exporters.

The Council will also be meeting with the Department of Revenue, Ministry of Finance in the month of December to highlight the pre-budget suggestions for 2008-09 and various fiscal measures that can be taken to promote engineering exports from the country. It is, indeed, critical for the Government to now wake up to the effects of Rupee appreciation, given that the Industrial Production for September 2007 has also dipped considerably while it is possible to look at these phenomena as one month happening, this is, however, not a very good sign for such a booming economy. I do hope that Government will take necessary steps to promote domestic production and export growth for strengthening the Indian economy.

Yours sincerely,



(RAKESH SHAH)



ENGINEERING EXPORT PROMOTION COUNCIL

Invites Participation in

**INDEE - St. Petersburg, 2008
(Indian Engineering Exhibition)**

March 11 - 14, 2008

**In association with
Petersburg Technical Fair**

At

**Lenexpo Fair Grounds in Gavan
St. Petersburg
Russia**

Preamble

EEPC India endeavours to foster exports of India's state-of-the-art Engineering Industry into the global market.

Accordingly, EEPC is pleased to announce one of its major events – INDEE, St. Petersburg – to be held in Russia at Lenexpo Fair Grounds in Gavan, St. Petersburg, Russia during 11-14 March, 2008. This is a major step forward to enter into the Russian market.

Council is organizing this **INDEE** in association with **Petersburg Technical Fair**, organized by M/s. RESTEC Exhibition Company, established in 1990 and is one of Russia's top five exhibition companies. RESTEC holds over 100 events including about 20 Russian collective expositions at the international exhibitions in Germany, France, UK, Italy, Finland, Sweden and other countries on the annual basis. RESTEC's exhibition activity in Russia have been awarded by Russian Federal Ministries.

Petersburg Technical Fair is international specialised exhibitions held simultaneously under one roof – Metallurgy, Casting, Tools, Metalworking technology, Compressors, Pumps, Valves and Bearings.

Over 300 companies from 16 worldwide countries participated in Petersburg Technical Fair during March 2007. More than **10,500 visitors** from **150 Russian Cities** and **12 Countries** visited this mega event.

Council has booked **2500 sq. mtrs.** of space in **Hall No. 8A** of Lenexpo Fair Grounds at St. Petersburg.

India has been declared "Partner Country" at this Exhibition.

About Russia

Russia ended 2006 with its 8th straight year of growth averaging 6.7% annually since the financial crises of 1998. Although high oil prices and a relatively cheap Rouble initially drove this growth, since 2003-04 consumer demand and, more recently, investment have played a significant role. A number of important reforms in the areas of tax, banking, labour and land codes have raised investor confidence which led to surge in FDI to 14.6 billion US\$ in 2005.

India and Russia :

Russia and India enjoy long standing historic relations. Immediately prior to the collapse of the Soviet Union, India was the largest trade partner. However, after its disintegration, total trade between India and Russia dropped drastically. Since 2001-02 there has been no growth in India's overall export to Russia. However, there has been a surge in import from Russia to India. Since 2003-04, India's trade balance with Russia is negative and on the rise.

In the engineering sector a growth is observed in export from India to Russia – 68% in 2005-06 over 2004-05. The major areas of growth are :

- Manufactures of Metals;
- Transport Equipments;
- Items of Iron and Steel.
- Machinery and Instruments;
- Machine Tools;

In view of the present economic boom in Russia, imports to Russia are increasing significantly. In order to increase India's share in Russia's global imports, it is being planned to organize an exclusive Indian Engineering Exhibition (INDEE) in St. Petersburg.

Product Sector

INDEE - St. Petersburg will be focusing mainly on the following industry sectors :

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

Date of Exhibition

Date : March 11-14, 2008

Venue of the Exhibition

Lenexpo Fair Grounds in Gavan
St. Petersburg
Russia

Display Booth

Built up booth of minimum 9 sq. mtrs. are available which includes :

1 Round Table, 3 Chairs, 1 Waste Paper Basket, 3 Spot Lights, Fascia, One 10 Amp. Electrical Socket, Carpet.

Larger booth in multiple of 3 sq. mtrs. are also available.

Participation Charge

One side open booth : Rs. 19,000/- per sq. mtr.

Two side open booth : Rs. 20,900/- per sq. mtr.

Due to limited availability of 2 side open booths, allocation will be done on first-come-first-served basis subject to receiving full payment.

Payment & Cancellation

Full payment should be made along with **Application Form**, duly filled in latest by **15th November, 2007**. The payment should be made by way of **Demand Draft** drawn in favour of "**Engineering Export Promotion Council**" payable at **New Delhi**.

Reservation requests will be considered only after receiving 100% payment. 50% cancellation charge applicable if reservation is cancelled before 15th December, 2007. Any cancellation after this date would result in 100% forfeiture. Acceptance of application and allocation of space will be at the sole discretion of the Council.

Shipment of Exhibits

In order to facilitate shipment of exhibits, Council will appoint a Shipping Agent.

Selection Criteria

Final selection of the participants will be done by a Committee based on the criteria such as Accreditation to the International Standards (like ISO, QS, etc.) foreign collaboration, annual export, and exports to Russia.

Travel and Hotel Accommodation

Council will assist participants in locating suitable air lines and hotels at St. Petersburg, Russia at negotiated rates through accredited Travel Agents. However, participants are free to stay and travel through their own agencies.

Visa

Council will issue a recommendation letter for the representatives of the company participating in INDEE for the grant of visa to visit St. Petersburg for the show. EEPC will not give any guarantee for the grant of visa to any participant, as this is the sole discretion of the Russian High Commission in India.

MDA Grant

All eligible participants will be entitled to MDA grant under Focus CIS Programme of the 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 completed 12 month membership with EEPC with regular filing of returns and fulfilling other conditions, details of which can be obtained from respective Regional Offices of EEPC.

Submission of Application

Interested firms may please send their **Application** (as per enclosed format) duly filled in and signed, along with payment latest by **15th November, 2007** to any of the following :-

R. Maitra

Executive Director
Engineering Export Promotion Council
Vandhna, 4th Floor
11, Tolstoy Marg
New Delhi – 110 001
Tel. : 91-11-23711124/25
Fax : 91-11-23310920
E-mail : eepcto@eepc.gov.in
Website : www.eepcindia.org

Bhaskar Sarkar

Addl. Executive Director & Secretary
Engineering Export Promotion Council
Vanijya Bhavan (1st Floor)
International Trade Facilitation Centre
1/1, Wood Street, Kolkata – 700 016
Tel. : 91-33-22890651/52/53
Fax : 91-33-22890654
E-mail : eepcho@eth.net
Website : www.eepcindia.org

Ms. Anima Pandey

Regional Director
Engineering Export Promotion Council
Vanijya Bhavan (2nd Floor)
International Trade Facilitation Centre
1/1, Wood Street
Kolkata – 700 016
Tel. : 91-33-22890673/74
Fax : 91-33-22890687
E-mail : eepcokol@vsnl.net

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, eepcmum@vsnl.com

S. Dole

Regional Director
Engineering Export Promotion Council
19, Kasturba Gandhi Marg
Surya Kiran (4th Floor)
New Delhi – 110 001
Tel. : 91-11-23314171/74
Fax : 91-11-23317795
E-mail : eepc@spectranet.com

M. Ganesan

Regional Director
Engineering Export Promotion Council
Greems Dugar (3rd Floor)
149, Greems Road
Chennai – 600 006
Tel. : 91-44-28295501/02
Fax : 91-44-28290495
E-mail : eepcchennai@airtelbroadband.in

**INDEE - St. Petersburg, 2008
(11 - 14 March, 2008)**

Application Form

Name of the Company	:	
Postal Address	:	
Phone (with area code)	:	
Fax (with area code)	:	
E-mail	:	
Website	:	
Name & Designation of the Chief Executive	:	
Mobile No. of the Chief Executive	:	
Name & Designation of the Participant	:	
Mobile No.	:	
Passport No. & Valid up to	:	
Status	:	<input type="checkbox"/> Manufacturer/Exporter <input type="checkbox"/> Merchant Exporter <input type="checkbox"/> Export House
Booth Requirement	:	<input type="checkbox"/> One side open <input type="checkbox"/> Two side open
Area (Minimum Booth area : 9 sq. mtrs.)	:	Area :
Total Annual Export (in Million US\$)	:	<u>2004-2005</u> <u>2005-2006</u> <u>2006-2007</u>
Total Export to Russia (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.)	:	
Nature of Display (please tick mark)	:	<u>Display of Samples</u> <input type="checkbox"/> <u>Display of Posters</u> <input type="checkbox"/>

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 : _____

EEPC Invites Participation at INTERPHEX 2008 Philadelphia, USA (26 - 28 March, 2008)

INTERPHEX is the world's most trusted source for leading-edge technology, education, and sourcing of the products and services that drive scientific innovation for Life Sciences manufacturing from drug development to market – accelerating regulated products for patient care globally.

INTERPHEX is the only Life Sciences event that represents a true cross-section of the pharmaceutical and biopharmaceutical industries. Industry-leading professionals worldwide make INTERPHEX the industry's annual focal point for driving change and efficiencies for the global pharmaceutical and biopharmaceutical market.

Engineering Export Promotion Council (EEPC) is organizing an India Pavilion in the **INTERPHEX 2008** is schedule to be held on 26 – 28 March, 2008 at Pennsylvania Convention Center - Philadelphia, PA which would provide an excellent opportunity for business relationships with customers from all over the world.

Product Categories

- Manufacturing equipment
- Automation technologies
- Services
- Laboratory equipment
- Facilities
- Packaging components and equipment
- Research equipment
- Developmental technologies and services

Venue

Pennsylvania Convention Center
Philadelphia, PA, USA

Date

26 - 28 March, 2008

Participation Charges

Rs. 1,500/- per sq. ft. for built-up booth of 100 sq. ft. for one side open stall.

Rs. 1,700/- per sq. ft. for built-up booth of 100 sq. ft. for two side open stall.

Display Booth

The built-up display booth of 100 sq. ft. will consist the following :

- Fascia
- Carpeting
- One table
- Two chairs
- One waste basket
- Lead retrieval unit powered by a single connection 500-watt electrical outlet
- Access to upgrade company's description on the INTERPHEX website
- Company's Name listing in the Official Show Directory and Buyer's Guide

Mode of Payment

Full payment is to be made along with the filled up **Application Form latest by 30 November, 2007** by Demand Draft drawn in favour of **Engineering Export Promotion Council**.

Reservation and Cancellation

- Reservation requests will be considered only after receiving payments in full.
- No refund will be made for any cancellation after 7 December, 2007.
- Acceptance of application and allocation of space will be at the sole discretion of the Council.

Preference would be given to those individuals having valid USA visa. If USA visa has been refused in the recent past, participation will not be accepted.

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.

Submission of Application

Interested firms may send their **Application Form** duly filled in as per the enclosed format, along with the requisite **payment**, by **30 November, 2007** to :

Bhaskar Sarkar

Addl. Executive Director & Secretary

Engineering Export Promotion Council

Vanijya Bhavan, 1st Floor

International Trade Facilitation Centre

1/1, Wood Street

Kolkata - 700 016

Tel. : 033-22890651/52/53

Fax : 033-22890654

E-mail : eepcho@eth.net

**INTERPHEX 2008, Philadelphia, USA
(March 26 - 28, 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	:	
Mobile No.	:	
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 USA and Canada 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.

Signature :

Date :

Office Seal :

India Pavilion at Hannover Fair (21st - 25th April, 2008)

Hannover Fair is the world's leading technology event. It is the leading showplace for all sectors of industry – in particular mechanical and plant engineering, automotive sectors, electrical engineering and electronics. It is the conglomeration of eleven high profile trade shows under one roof. It offers a unique opportunity to establish contacts with many business leaders and unlock new sources of business potential.

Engineering Export Promotion Council (EEPC) is organising an **India Pavilion** in the **Subcontracting** and **Energy** sector of **Hannover Fair 2008**. **Subcontracting** sector covers materials components and system for mechanical engineering, the automotive industry and plant industry. **Energy** sector is the leading trade fair for conventional power generation, transmission and distribution.

Focus Products

Subcontracting Sector

- Castings
- Solid forming
- Non-cut metal parts
- Machine-cut parts
- Automotive components
- Sub-assemblies and metal structures
- Tool and mould making
- Fastenings, locks and fittings
- Plastic parts and rubber processing
- Production and assembly services
- Contract work
- Engineering services

Energy Sector

- Cabling
- Transformers
- Switchgear
- Power supplies
- Instrumentation
- Network management
- Systems engineering
- Components

Venue

Hall Nos. 3 & 4 of Subcontracting Sector

Hall Nos. 12 of Energy Sector

Hannover, Germany

Date

Monday, 21st - Friday, 25th April, 2008.

Participation Charges

For SMEs

Rs. 15,000/- per sq. mtr. for one side open 9 sq. mtrs. built up booth

Rs. 16,500/- per sq. mtr. for two side open 9 sq. mtrs. built up booth

For Non-SMEs

Rs. 18,000/- per sq. mtr. for 9 sq. mtrs. built up booth

Additional space to be booked in multiples of 9 sq. mtrs.

Participation charge includes following services :

- Display Booth with standard furniture
- Catalogue/EBI listing
(in alphabetical section - name/address. And in product section - three product entries)
- Publication of Brochure on Indian participation
- Common Interpreter services
- Fax connection (call charges extra)
- On site assistance in various business related matters
- Electricity charges
- Stand cleaning services

Mode of Payment

Full payment is to be made along with the **Application Form latest by 14th December, 2007**. Payment may be made by Demand Draft drawn in favour of "**Engineering Export Promotion Council**".

Cancellation of Participation

Request for cancellation of participation will be accepted if Council receives the same in writing on or before **28th December, 2007**. 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.

Display Booth

There will be in-built display booths of 9 sq. mtrs. (3m x 3m) each. Council will provide the following :

- Carpeted floor
- One table
- Two podiums
- Three chairs
- Three spot lights
- One plug socket
- One waste basket
- One ashtray
- Fascia

Selection Criteria

Selection of participants 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.

Submission of Application

Interested firms may please send in the **Application Form**, duly filled in and signed, along with full Payment **latest by 14th December, 2007** to any of the following :

R. Maitra

Executive Director
Engineering Export Promotion Council
Vandhna, 4th Floor
11, Tolstoy Marg
New Delhi – 110 001
Tel. : 91-11-23711124/25
Fax : 91-11-23310920
E-mail : eepcto@eepc.gov.in
Website : www.eepcindia.org

Bhaskar Sarkar

Addl. Executive Director & Secretary
Engineering Export Promotion Council
Vanijya Bhavan (1st Floor)
International Trade Facilitation Centre
1/1, Wood Street, Kolkata – 700 016
Tel. : 91-33-22890651/52/53
Fax : 91-33-22890654
E-mail : eepcho@eth.net
Website : www.eepcindia.org

Ms. Anima Pandey

Regional Director
Engineering Export Promotion Council
Vanijya Bhavan (2nd Floor)
International Trade Facilitation Centre
1/1, Wood Street
Kolkata – 700 016
Tel. : 91-33-22890673/74
Fax : 91-33-22890687
E-mail : eepcokol@vsnl.net

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, eepcmum@vsnl.com

S. Dole

Regional Director
Engineering Export Promotion Council
19, Kasturba Gandhi Marg
Surya Kiran (4th Floor)
New Delhi – 110 001
Tel. : 91-11-23314171/74
Fax : 91-11-23317795
E-mail : eepc@spectranet.com

M. Ganesan

Regional Director
Engineering Export Promotion Council
Greems Dugar (3rd Floor)
149, Greems Road
Chennai – 600 006
Tel. : 91-44-28295501/02
Fax : 91-44-28290495
E-mail : eepcchennai@airtelbroadband.in

**HANNOVER FAIR
(21st - 25th April, 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	:	
Mobile No.	:	
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 EU 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.)	:	
Nature of Display (please tick mark)	:	<u>Display of Samples</u> <input type="checkbox"/> <u>Display of Posters</u> <input type="checkbox"/>

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 filled and signed along with full payment by Demand Draft and 2 (two) copies of passport size colour photographs of the Participant.

Date : _____ Signature : _____
Office Seal : _____

Overseas Market Information



Market Study on Engineering Process Outsourcing

(Part - II)

Major regions supplying engineering processes

The supply side of the engineering process market is seen to have certain common characteristics. Countries that have an engineering talent pool available to perform EPO services and carry the benefits of wage arbitrage and available capacities have formed the supplier base for Engineering Process (EP) requirements. The major countries outsourcing engineering processes are :

- Asia (India, China, Thailand, Taiwan, Philippines)
- Eastern Europe (Romania, Russia)
- North America (Mexico, Canada)

The emerging economies from where EPO services are being outsourced :

- Vietnam and Brazil

Export of engineering export to

- USA
- Canada
- Mexico
- Germany
- Italy
- UK

The details of Indian export of EPO to the above countries are obtained from UN Comtrade and furnished in *Annexure IV*.

Annexure IV

Indian Export of EPO to North America and European Union (Germany, Italy, UK)

Indian Export of EPO to USA

Period	Trade Flow	Reporter	Partner	Commodity	Trade Value
2002	Import	USA	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 33,078
2003	Import	USA	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 43,000
2004	Import	USA	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 4,007
2005	Import	USA	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 28,684
2006	Import	USA	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 181,166
2002	Import	USA	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr... [HS2002 Code 490600]	\$ 33,078
2003	Import	USA	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr... [HS2002 Code 490600]	\$ 43,000



<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2004	Import	USA	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr... [HS2002 Code 490600]	\$ 4,007
2005	Import	USA	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr... [HS2002 Code 490600]	\$ 28,684
2006	Import	USA	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr... [HS2002 Code 490600]	\$ 181,166
2005	Import	USA	India	Prefabricated structural components for building/civil engineering, of ceme... [HS2002 Code 681091]	\$ 2,156
2002	Import	USA	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 8,686,220
2003	Import	USA	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 8,523,665
2004	Import	USA	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 11,961,555
2005	Import	USA	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 14,218,264
2006	Import	USA	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 20,136,933
2004	Import	USA	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 467,437
2005	Import	USA	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 31,986
2006	Import	USA	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 516,451
2002	Import	USA	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 33,615
2003	Import	USA	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 1,674,952
2004	Import	USA	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 62,927
2005	Import	USA	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 99,744
2006	Import	USA	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 21,531
2002	Import	USA	India	Automatic data processing machines comprising in the same housing at least... [HS2002 Code 847141]	\$ 817,888
2003	Import	USA	India	Automatic data processing machines comprising in the same housing at least... [HS2002 Code 847141]	\$ 42,255
2004	Import	USA	India	Automatic data processing machines comprising in the same housing at least... [HS2002 Code 847141]	\$ 321,017

<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2005	Import	USA	India	Automatic data processing machines comprising in the same housing at least... [HS2002 Code 847141]	\$ 54,494
2006	Import	USA	India	Automatic data processing machines comprising in the same housing at least... [HS2002 Code 847141]	\$ 17,605
2002	Import	USA	India	Automatic data processing machines, presented in the form of systems (excl... [HS2002 Code 847149]	\$ 1,305,540
2003	Import	USA	India	Automatic data processing machines, presented in the form of systems (excl.... [HS2002 Code 847149]	\$ 1,286,162
2004	Import	USA	India	Automatic data processing machines, presented in the form of systems (excl.... [HS2002 Code 847149]	\$ 4,114,227
2005	Import	USA	India	Automatic data processing machines, presented in the form of systems (excl.... [HS2002 Code 847149]	\$ 759,059
2006	Import	USA	India	Automatic data processing machines, presented in the form of systems (excl.... [HS2002 Code 847149]	\$ 919,512
2002	Import	USA	India	Digital processing units other than of 8471.41/8471.49, whether or not cont... [HS2002 Code 847150]	\$ 367,490
2003	Import	USA	India	Digital processing units other than of 8471.41/8471.49, whether or not cont... [HS2002 Code 847150]	\$ 912,899
2004	Import	USA	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 537,563
2005	Import	USA	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 441,896
2006	Import	USA	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 859,582
2002	Import	USA	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 827,540
2003	Import	USA	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 573,533
2004	Import	USA	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 462,750
2005	Import	USA	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 843,800
2006	Import	USA	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 552,792
2002	Import	USA	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 1,486,584
2003	Import	USA	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 1,073,900
2004	Import	USA	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 1,201,176
2005	Import	USA	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 1,756,455
2006	Import	USA	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 3,448,226

Indian Export of EPO to Canada

<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2002	Import	Canada	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 12,439
2004	Import	Canada	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 1,418
2005	Import	Canada	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 1,270
2006	Import	Canada	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 25,321
2002	Import	Canada	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr... [HS2002 Code 490600]	\$ 12,439
2004	Import	Canada	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr ... [HS2002 Code 490600]	\$ 1,418
2005	Import	Canada	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr ... [HS2002 Code 490600]	\$ 1,270
2006	Import	Canada	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr ... [HS2002 Code 490600]	\$ 25,321
2002	Import	Canada	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 727,211
2003	Import	Canada	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 584,662
2004	Import	Canada	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 825,185
2005	Import	Canada	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 856,983
2006	Import	Canada	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 1,247,086
2004	Import	Canada	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 18,970
2002	Import	Canada	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 26,826
2003	Import	Canada	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 23,430
2004	Import	Canada	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 5,246
2005	Import	Canada	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 10,927
2003	Import	Canada	India	Automatic data processing machines comprising in the same housing at least... [HS2002 Code 847141]	\$ 4,203
2005	Import	Canada	India	Automatic data processing machines comprising in the same housing at least... [HS2002 Code 847141]	\$ 1,991



<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2006	Import	Canada	India	Automatic data processing machines comprising in the same housing at least... [HS2002 Code 847141]	\$ 56,569
2002	Import	Canada	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 217,002
2003	Import	Canada	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 195,973
2004	Import	Canada	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 118,699
2005	Import	Canada	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 123,586
2006	Import	Canada	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 201,582
2002	Import	Canada	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 8,709
2003	Import	Canada	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 16,122
2004	Import	Canada	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 26,108
2005	Import	Canada	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 2,699
2006	Import	Canada	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 15,635
2002	Import	Canada	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 81,858
2003	Import	Canada	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 10,180
2004	Import	Canada	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 44,402
2005	Import	Canada	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 71,967
2006	Import	Canada	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 146,689
2002	Import	Canada	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 43,393
2003	Import	Canada	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 137,304
2004	Import	Canada	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 223,504
2005	Import	Canada	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 143,639
2006	Import	Canada	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 257,716

Indian Export of EPO to Mexico

<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2005	Import	Mexico	India	Prefabricated structural components for building/civil engineering, of ceme ... [HS2002 Code 681091]	\$ 32
2006	Import	Mexico	India	Prefabricated structural components for building/civil engineering, of ceme ... [HS2002 Code 681091]	\$ 280
2002	Import	Mexico	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 1,579,929
2003	Import	Mexico	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 628,593
2004	Import	Mexico	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 2,708,931
2005	Import	Mexico	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 6,183,311
2006	Import	Mexico	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 1,989,571
2004	Import	Mexico	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 32,215
2005	Import	Mexico	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 1,500
2003	Import	Mexico	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 1,663
2004	Import	Mexico	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 1,500
2005	Import	Mexico	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 15,855
2006	Import	Mexico	India	Portable digital auto. data processing machines, weighing not >10kg, consis... [HS2002 Code 847130]	\$ 2,669
2002	Import	Mexico	India	Automatic data processing machines comprising in the same housing at least... [HS2002 Code 847141]	\$ 3,426
2003	Import	Mexico	India	Automatic data processing machines comprising in the same housing at least... [HS2002 Code 847141]	\$ 17,333
2004	Import	Mexico	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 14,967
2005	Import	Mexico	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 9,551
2006	Import	Mexico	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 24,496
2002	Import	Mexico	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 8,250



<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2003	Import	Mexico	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 1,700
2004	Import	Mexico	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 5,949
2005	Import	Mexico	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 248
2006	Import	Mexico	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 6,516
2002	Import	Mexico	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 562
2003	Import	Mexico	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 6,499
2004	Import	Mexico	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 14,440
2005	Import	Mexico	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 19,386
2006	Import	Mexico	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 108,076
2002	Import	Mexico	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 127,983
2003	Import	Mexico	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 29,986
2004	Import	Mexico	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 364,963
2005	Import	Mexico	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 83,328
2006	Import	Mexico	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 441,048
2002	Import	Mexico	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 1,152,729
2003	Import	Mexico	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 93,694
2004	Import	Mexico	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 838,024
2005	Import	Mexico	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 284,244
2006	Import	Mexico	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 636,458

Indian Export of EPO to Germany

<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2002	Import	Germany	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 119,000
2003	Import	Germany	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 112,000
2004	Import	Germany	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 255,000
2005	Import	Germany	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 2,000
2006	Import	Germany	India	Plans and drawings for architectural, engineering, industrial, commercial [HS2002 Code 4906]	\$ 76,000
2002	Import	Germany	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr ... [HS2002 Code 490600]	\$ 119,000
2003	Import	Germany	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr ... [HS2002 Code 490600]	\$ 112,000
2004	Import	Germany	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr ... [HS2002 Code 490600]	\$ 255,000
2005	Import	Germany	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr ... [HS2002 Code 490600]	\$ 2,000
2006	Import	Germany	India	Plans & drawings for architectural/engineering/industrial/commercial/topogr ... [HS2002 Code 490600]	\$ 76,000
2002	Import	Germany	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 3,734,000
2003	Import	Germany	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 9,732,000
2004	Import	Germany	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 21,733,000
2005	Import	Germany	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 36,255,000
2006	Import	Germany	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 15,786,000
2003	Import	Germany	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 1,000
2004	Import	Germany	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 11,000
2006	Import	Germany	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 9,000
2002	Import	Germany	India	Portable digital auto. data processing machines, weighing not >10kg, consis ... [HS2002 Code 847130]	\$ 17,000
2003	Import	Germany	India	Portable digital auto. data processing machines, weighing not >10kg, consis ... [HS2002 Code 847130]	\$ 27,000



<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2004	Import	Germany	India	Portable digital auto. data processing machines, weighing not >10kg, consis ... [HS2002 Code 847130]	\$ 1,000
2005	Import	Germany	India	Portable digital auto. data processing machines, weighing not >10kg, consis ... [HS2002 Code 847130]	\$ 44,000
2006	Import	Germany	India	Portable digital auto. data processing machines, weighing not >10kg, consis ... [HS2002 Code 847130]	\$ 21,000
2002	Import	Germany	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 20,000
2003	Import	Germany	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 57,000
2004	Import	Germany	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 71,000
2005	Import	Germany	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 68,000
2006	Import	Germany	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 130,000
2002	Import	Germany	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 251,000
2003	Import	Germany	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 143,000
2004	Import	Germany	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 104,000
2005	Import	Germany	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 500,000
2006	Import	Germany	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 249,000
2002	Import	Germany	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 272,000
2003	Import	Germany	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 274,000
2004	Import	Germany	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 468,000
2005	Import	Germany	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 240,000
2006	Import	Germany	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 228,000
2002	Import	Germany	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 198,000
2003	Import	Germany	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 4,845,000



<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2004	Import	Germany	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 1,437,000
2005	Import	Germany	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 1,271,000
2006	Import	Germany	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 90,000
2002	Import	Germany	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 465,000
2003	Import	Germany	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 74,000
2004	Import	Germany	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 135,000
2005	Import	Germany	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 353,000
2006	Import	Germany	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 1,133,000

Indian Export of EPO to Italy

<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2006	Import	Italy	India	Prefabricated structural components for building/civil engineering, of ceme ... [HS2002 Code 681091]	\$ 1,101
2002	Import	Italy	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 65,154
2003	Import	Italy	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 76,879
2004	Import	Italy	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 74,178
2005	Import	Italy	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 136,282
2006	Import	Italy	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 1,340,893
2002	Import	Italy	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 1,645
2004	Import	Italy	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 5,300
2006	Import	Italy	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 5,179
2003	Import	Italy	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 2,273
2005	Import	Italy	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 1,268



<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2006	Import	Italy	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 16,342
2003	Import	Italy	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 7,958
2004	Import	Italy	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 9,159
2005	Import	Italy	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 18,787
2006	Import	Italy	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 1,670
2002	Import	Italy	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 24,426
2003	Import	Italy	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 22,952
2006	Import	Italy	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 11,885

Indian Export of EPO to UK

<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2005	Import	UK	India	Prefabricated structural components for building/civil engineering, of ceme ... [HS2002 Code 681091]	\$ 1,473
2002	Import	UK	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 3,237,777
2003	Import	UK	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 1,359,025
2004	Import	UK	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 2,004,293
2005	Import	UK	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 7,047,457
2006	Import	UK	India	Automatic data processing machines and units thereof [HS2002 Code 8471]	\$ 5,677,706
2002	Import	UK	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 475,941
2003	Import	UK	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 12,530
2004	Import	UK	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 21,583
2005	Import	UK	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 10,714
2006	Import	UK	India	Analogue/hybrid auto. data processing machines [HS2002 Code 847110]	\$ 21,553



<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2002	Import	UK	India	Portable digital auto. data processing machines, weighing not >10kg, consis ... [HS2002 Code 847130]	\$ 82,371
2003	Import	UK	India	Portable digital auto. data processing machines, weighing not >10kg, consis ... [HS2002 Code 847130]	\$ 81,760
2004	Import	UK	India	Portable digital auto. data processing machines, weighing not >10kg, consis ... [HS2002 Code 847130]	\$ 22,748
2005	Import	UK	India	Portable digital auto. data processing machines, weighing not >10kg, consis ... [HS2002 Code 847130]	\$ 67,995
2006	Import	UK	India	Portable digital auto. data processing machines, weighing not >10kg, consis ... [HS2002 Code 847130]	\$ 45,496
2002	Import	UK	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 891,004
2003	Import	UK	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 80,418
2004	Import	UK	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 5,546
2005	Import	UK	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 4,593,797
2006	Import	UK	India	Automatic data processing machines comprising in the same housing at least ... [HS2002 Code 847141]	\$ 318,772
2002	Import	UK	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 143,306
2003	Import	UK	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 82,431
2004	Import	UK	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 66,139
2005	Import	UK	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 2,485
2006	Import	UK	India	Automatic data processing machines, presented in the form of systems (excl. ... [HS2002 Code 847149]	\$ 133,555
2002	Import	UK	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 13,920
2004	Import	UK	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 144,313
2005	Import	UK	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 23,279
2006	Import	UK	India	Digital processing units other than of 8471.41/8471.49, whether or not cont ... [HS2002 Code 847150]	\$ 36,055
2002	Import	UK	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 348,927



<i>Period</i>	<i>Trade Flow</i>	<i>Reporter</i>	<i>Partner</i>	<i>Commodity</i>	<i>Trade Value</i>
2003	Import	UK	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 176,661
2004	Import	UK	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 259,182
2005	Import	UK	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 106,696
2006	Import	UK	India	Storage units (of auto. data processing machines) [HS2002 Code 847170]	\$ 73,357
2002	Import	UK	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 1,040,600
2003	Import	UK	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 466,347
2004	Import	UK	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 328,847
2005	Import	UK	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 235,887
2006	Import	UK	India	Automatic data processing machine units (excl. of 8471.50-5471.70) [HS2002 Code 847180]	\$ 1,348,416

The Goods and Services included under EPO

- Plans and drawings for architectural, engineering, industrial, commercial (HS2002 - 4906)
- Plans & drawings for architectural/engineering/industrial/commercial (HS2002 - 490600)
- Automatic data processing machines and units thereof (HS2002 - 8471)
- Analogue/hybrid auto. data processing machines (HS2002 - 847110)
- Portable digital auto. data processing machines, weighing not >10kg, (HS2002 - 847130)
- Automatic data processing machines comprising in the same housing at least ... (HS2002 - 847141)
- Automatic data processing machines, presented in the form of systems (HS2002 - 847149)
- Digital processing units other than of 8471.41/8471.49, (HS2002 - 847150)
- Storage units (of auto. data processing machines) (HS2002 - 847170)
- Automatic data processing machine units (excl. of 8471.50-5471.70) (HS2002 - 847180)

The tabulated data related to Export of EPO shows immense opportunity of export of EPO in the said region.

Key Drivers for Outsourcing Engineering Process

Labour cost arbitrage : labour cost arbitrage along with available capacities to perform engineering work is driving corporations in developed countries to outsource EPO services to low-cost locations.

Reduced product life cycle time : shrinking product life cycles have pressured organizations to produce newer products but with shorter periods to market them. This meant outsourcing more and more EPO services.

Utilization of internal resources on core functions : organizations would like to focus their time and skilled manpower resources on developing its core technology, core engineering design, etc. This meant that low/medium end engineering processes could be outsourced.

Outsourcing non-available technology : organizations outsource EPO services that cannot be done in-house because of lack of technology.



Outsourcing for strategic reasons : fast-emerging economies like India and China form a strategically important destination for organizations to outsource engineering processes to gain better market access and develop better products for local markets.

Scalability : organizations outsource engineering processes because they do not have the requisite capacity to carry out a certain volume of work in the given period of time. It is better to outsource a low-value, high-volume work to be performed in a short span of time.

Global EPO Outsourcing Cost

The cost of outsourcing EPO services from various countries is a function of

- Salaries of engineers
- Cost of running an establishment
- Incentives/benefits received from the Government to run the business

In the absence of data on the cost of running an establishment and Government incentives in various countries, the cost differential is indicated by the differential salaries commanded by engineering graduates in various countries. There is a significant gap between the salaries of engineers of developed countries like the US and developing countries like China and India. However it must be noted that with rising salaries in countries like India (coupled with the rising value chain level of EPO services), the wage cost arbitrage is gradually diminishing.

Estimation of Indian Engineering Process Outsourcing

The various parameters that were taken into consideration to estimate the global EPO market demand and India’s market potential for EPO are : the global R&D expenditure which is fairly representative of global engineering expenditure by organizations; the extent of engineering processes outsourced; and India’s market share in the global EPO market (projected). Of the total global expenditure on R&D, engineering process outsourcing will continue to grow in the future. The current global EPO market is at 2 per cent-3 per cent of the total global R&D expenditure. This will continue to rise and is expected to reach to 4 per cent-5 per cent by 2010 and about 7 per cent-9 per cent by 2015. This means that the global EPO market is poised to grow to \$ 33 bn-\$ 40 bn by 2008, \$ 50 bn-\$ 70 bn by the year 2010 and \$ 110 bn-\$ 140 bn by 2015. The estimated demand for engineering process outsourcing (EPO) to India has grown at 30 per cent-35 per cent from 2004-06. This demand is expected to grow at the same rate for the next 3 years until 2010. Therefore the current market size of \$ 3.2 bn-\$ 3.4 bn for EPO services from India is expected to grow to \$ 5 bn-\$ 6.5 bn by 2008 and reach a level of about \$ 12 bn by 2010. The Indian market share for EPO will continue to rise from the 12 per cent market share in the year 2004 to reach about 15 per cent-18 per cent by 2010. The Indian market share of the total global EPO industry can potentially command 18 per cent-22 per cent by 2015. The Indian EPO market has the potential to assume a size of \$ 25 bn-\$ 30 bn annually in the long term by the year 2015.

Estimated projection of demand for global and Indian EPO market

Based on an analysis of the study’s findings, the estimated market demand for EPO

Exhibit 11 : EPO market demand assessment (\$ bn)

<i>Year</i>	<i>Global EPO Market</i>	<i>Indian EPO Market</i>
2004	13 - 15	1.5 - 1.8
2005	17 - 20	2.3 - 2.5
2006	21 - 25	3.2 - 3.4
2008	33 - 40	5 - 6.5
2010	50 - 70	10 - 12
2015	110 - 140	25 - 30



Overview of India's EPO Industry

Types of EPO services suppliers

India's EPO suppliers can be classified into four kinds :

- **IT organizations** : a number of Indian IT services organizations in India like TCS, Wipro, Infosys, Satyam, Patni, and HCL provide a host of engineering services besides their core IT services business.
- **Core engineering organizations** : companies like Plexion, Geometric, InfoTech, Nielsoft, Quest and Quantech provide engineering services as their core business. Core engineering organizations can also be sub-classified into Indian engineering organizations and engineering services organizations from abroad with a delivery centre in India.
- **Captive centre** : these are R&D centre built by outsourcing organizations to meet the global engineering services requirements from offshore locations. Engineering and R&D centre of GM, Ford, Motorola and Texas Instruments are a few examples of numerous such engineering centres in India.
- **Original equipment manufacturers** : OEMs like Mahindra and Mahindra, Tata Motors, Hindustan Motors (HM) and Eicher have built engineering capabilities over the years and have expanded their engineering services to cater to outside needs

Size of Indian EPO Services Providers

For an assessment of the market size, Indian EPO organizations can be classified into large, medium and small-sized depending upon the revenue generated by them. These three categories do not include captive centre, which can vary in size.

- **Large-sized organizations** : the top five IT organizations account for about a third of EPO revenue for India. These are HCL Technologies, Tata Consultancy Services, Infosys, Satyam Computers and Wipro. The FY'05 revenue from engineering services of these five put together is estimated at about \$ 1 bn.
- **Medium-sized organizations** : In the medium-sized category lie most of the reputed and growing EPO organizations that have annual revenues in the range of \$ 10 m-\$ 75 m. Reputed medium-sized organizations would be about 50-75 in number and account for about 33 per cent of the total revenue that comes from Indian EPO services.
- **Small-sized organizations** : These organizations employ between 5 to 50 engineers of varying skills. Such organizations in the country are estimated to be more than 1,000 in number and their contribution to the national EPO revenues would be in single digit percentage.
- **Captive Centre** : These centres are an important component of the EPO market from India as they account for about 30 per cent of the engineering work being outsourced from India. While the total number of R&D centre in the country is estimated to be more than 150 (including engineering services, pharmaceuticals, biotech, etc.) around 70-80 of these captive centres work in various domains of engineering.

Features of the Indian EPO Market

The large EPO organizations number about five (the top five IT organizations). Medium-sized organizations number about 50-75; captive centre (involved in engineering work) number about 70-80; and small organizations number over 1,000. About a third of India's EPO revenues come from the medium-sized organizations, which are about 4 per cent-5 per cent of the total number of EPO organizations in the country. About 30 per cent of the revenue comes from captive centre which are about 6 per cent-7 per cent of the total number of EPO organizations. The large-sized organizations contribute about 30 per cent of the revenue and are only about half a percent in number. The largest number comprises the small organizations at about 88 per cent-90 per cent. They contribute 6 per cent-7 percent of the EPO revenue.

This implies that more than 95 per cent of India's EPO revenue comes from about 10 per cent-12 per cent of the total number of engineering service providers in the country.



Of the total EPO market in India, 32 per cent comes from the electronics and telecom sector, 23 per cent from aerospace, 11 per cent from the automotive sector, and 8 per cent from industrial construction and utilities. The rest of the market comes from various other industry sectors like shipbuilding engineering, civil construction, heavy engineering, mining, metallurgy, consumer durables, agriculture and textiles, etc. The revenue generated per hour in the EPO industry is a function of the level of skilled manpower deployed and the complex nature of the job. The revenue per hour could, therefore, range from as low as \$ 5 - \$ 10 an hour for less complex work like 3D drafting to \$ 70 - \$ 100 for complex functions like high end testing and analysis or core product design.

The average revenue generated by EPO in India (according to our primary survey) is estimated at \$ 18 - \$ 20 per hour. But times are changing fast as more and more complex engineering work contracts are going to Indian EPO service providers.

Role and Challenges for Small Organizations

The number of small organizations in the EPO industry has grown significantly. These organizations play an important role : they expand the base for engineering capabilities and also serve as a breeding ground for development of engineering expertise in the country.

Challenges for Small Organizations

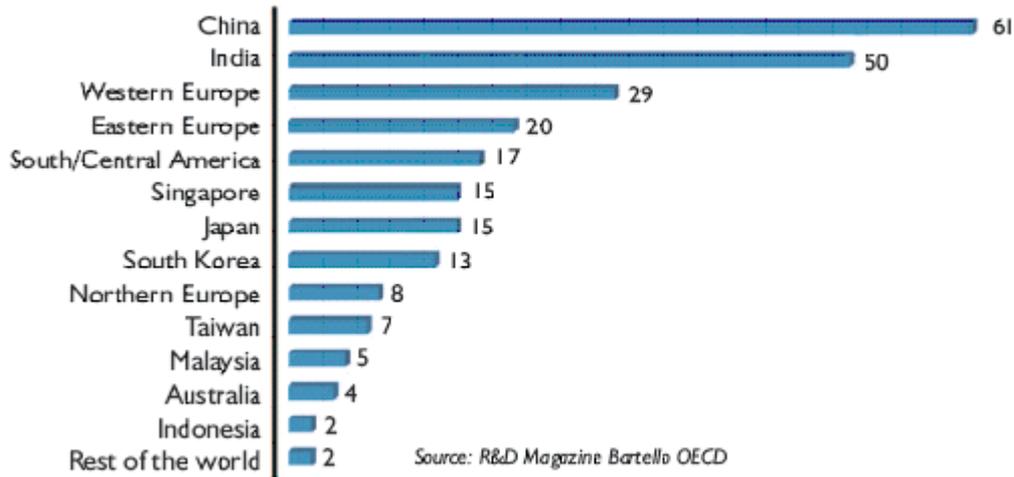
- Being smaller in size and lesser known such organizations find it difficult to attract new business.
- Given the high investment needed per seat, the financial constraints of these smaller players restrict them from expanding capacity specifically when volume of business is not consistent.
- Use of unlicensed software by some players makes it difficult for the other small players to be competitive in the market.
- In the absence of adequate marketing the smaller players are not able to generate big business from international markets.
- Absence of adequate venture capital discourages fresh start-ups.

India's Competitive Analysis

Strengths	Weaknesses
<ul style="list-style-type: none"> • Large pool of excellent engineers • Well-developed legal and political system • India's reputation in the ITO/BPO sectors • English-speaking manpower • India's capability to deliver high-end engineering solutions • India's emerging economy makes it strategically important • Labour cost arbitrage 	<ul style="list-style-type: none"> • Weak infrastructure • Weak marketing efforts • Poor focus on developing the right talent
Opportunities	Threats
<ul style="list-style-type: none"> • Significant market potential exists for India 	<ul style="list-style-type: none"> • Competition from other countries • India's diminishing wage cost arbitrage advantage • Diversion of limited Human Resources to other industry sectors • Keep the country competitive in an important business area



China - the most preferred destination for investment in R&D (respondents in %)



Recommendations

The recommendations on the thrust industry sectors and the thrust regions/markets have taken into consideration the potential of the market, analysis of competitors, and existing/potential capability of India.

Thrust Industry Sectors and Thrust Regions

With the global demand for EPO services growing rapidly, India must focus on all the major industry sectors that are involved in EPO services. They are :

- Electronics and Telecommunications
- Automotive
- Aerospace and Defense
- Utilities and Industrial Construction

EPO opportunities in each of these sectors are big. Global outsourcing of engineering processes is increasing in all these sectors. So, for India to attain the projected target of \$ 25 bn by 2015, an efficient plan of action must be set into motion in all of them. Among these sectors, aerospace and automotive have the potential to become the thrust sectors in our endeavour to carve out a greater share of the global EPO pie.

(Source : EEPC)

(To be continued at next issue)

Tender Information



Bangladesh

(EEPC Ref. No. DB-1729)

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

Notice No. : **WB5261-715/07**

Issued by : Central Medical Stores Depot
Tejgaon, Dhaka-1208, Bangladesh
Attn. : Brigadier General Bazle Quader
Director, Stores & Supplies
Tel. : (880-2) 811-5479
Fax : (880-2) 912-6547
E-mail : cmsd@dekko.net.bd

For : Supply of Surgical Instrument (Various items)

Tender cost : Non-refundable fee of BDT 1,000 or US\$ 20

Bid security : BDT 150,000 or US\$ 2,200 or equivalent amount in a freely convertible currency.

Bid deadline : **18.12.2007**

Gambia

(EEPC Ref. No. DB-1724)

Project : Community Driven Development Project
Grant No. H2520; Project ID No. P082969
Grant from IDA

Notice No. : **WB5186-714/07**

Issued by : Dept. of State for Local Government and Lands
Women's Bureau, 14/15 Marina Parade
Banjul, The Gambia
Attn. : Mr. Lamin Jarjusey
Project Coordinator
Tel. : (220) 422-9981, 985-3231, 990-5845
E-mail : kombo2002@yahoo.com

For : Procurement of Motorcycles.

Tender cost : Non-refundable fee of GMD 2,500 or in US\$ 100

Bid security : GMD 500,000 or it is equivalent in any freely convertible currency.

Bid deadline : **03.01.2008**

Ghana

(EEPC Ref. No. DB-1726)

Project : West Africa Power Pool Program (330 kV WAPP Coastal Transmission Backbone Project) - Phase 2
Credit No. 4213-GH, Project ID No. P094917
Credit from IDA

Notice No. : **WB5132-714/07**

Issued by : Project Manager
Engineering Services Department Offices, Akuse
Volta River Authority
PO Box MB 77
Accra, Ghana
Tel. : (233-21) 668-910, (233-25) 120-620
Fax : (233-21) 660-040
E-mail : fkyere@akuse.vra.com

For : Upgrade of Kpong Generating Station Switchgear; Supply and Installation of Electromechanical Equipment :

- Decommissioning and dismantling existing SF6 circuit breakers, disconnects, surge arresters, capacitor voltage transformer (CVT) and potential transformers.
- Installation of 1 No. 161/11.5 kV 5 MVA power transformer and provision of 1 No. 11.5/0.415 kV 750 kVA packaged station service transformer.
- Supply, installation and commissioning of facilities to upgrade the switchyard including but not limited to the following :
 - 9 Sets 161 kV SF6 live tank independent pole operation circuit breakers.
 - 16 Sets 161 kV motorized semi-pantograph disconnects switches.
 - 2 Sets 161 kV motorized, vertical break disconnect with earthing switch.
 - 2 Sets 161 kV bus bar grounding switch.
 - 42 Nos. 161 kV instrument transformers and 6 Nos. 161 kV surge arrestors.
 - 3 Sets 11.5 kV SF6 dead tank circuit breakers.
 - 3 Sets 11.5 kV ganged vertical break disconnects and 6 sets 11.5 kV vertical break disconnect switches.
 - 3 Nos. 11.5 kV potential transformers and 6 Nos. 11.5 kV surge arrestors.
 - Monitoring, relaying and metering systems at the switchyard.
 - AC/DC systems for the switchyard.
 - All relevant busbars, clamps, connectors and grounding accessories required to complete the works.
 - Multi-function (event/disturbance/data) recorders.
- Associated civil works including modification or repair of any defective foundation and concrete structures and the construction of a relay room for the protection panels and the AC/DC auxiliary power system at the switchyard as well as extension of the drawing archive building.

Tender cost : Non-refundable fee of US\$ 200 + US\$ 100 (courier charge).

Bid security : US\$ 140,000 or an equivalent amount in a freely convertible currency.

Bid deadline : **18.01.2008**

Ghana

(EEPC Ref. No. DB-1727)

Project : West Africa Power Pool Program (330 kV WAPP Coastal Transmission Backbone Project) - Phase 2
Credit No. 4213-GH, Project ID No. P094917
Credit from IDA

Notice No. : **WB5138-714/07**

Issued by : Engineering Services Department Offices
Volta River Authority, Akuse
PO Box MB 77
Accra, Ghana
Tel. : (233-21) 668-910, (233-25) 120-620
Fax : (233-21) 660-040
E-mail : fkyere@akuse.vra.com

For : Third Bulk Supply Point for Accra/Tema - Supply of Transformers :
- 50/66 MVA 161/34.5 kV power transformers (2)
- 250 kVA 34.5/0.433 kV grounding/auxiliary transformers (2)
- Transformer oil purification plant (1)

Tender cost : Non-refundable fee of US\$ 150 or US\$ 200 including courier charges

Bid security : US\$ 100,000 or its equivalent in a freely convertible currency.

Bid deadline : **18.01.2008**

Ghana

(EEPC Ref. No. DB-1730)

Project : Energy Development and Access Project
Credit No. 4356-GH, Project ID No. P074191
Credit from IDA

Notice No. : **WB5248-715/07**

Issued by : Central Tender Committee
Electricity Company of Ghana Ltd.
Head Office (Electro-Volta House)
5th Floor, Room 501
PO Box 521
Accra, Ghana
Attn. : The Chairman
Tel. : (233-21) 243-343
Fax : (233-21) 234-041
E-mail : gedap@ecggh.com

For : Supply of 33 kV and 11 kV Overhead Line Equipment & Accessories
- *Item 1* : Crossarms
- *Item 2* : Earthing Equipment
- *Item 3* : Insulators

- *Item 4* : Binding Equipment Accessories
- *Item 5* : Stay Equipment
- *Item 6* : Bolts & Nuts
- *Item 7* : Overhead Line Tap-Off Connectors
- *Item 8* : Fuses and Fuse Gears

Tender cost : Non-refundable fee of US\$ 100 + US\$ 90 (courier charge)

Bid security : US\$ 40,000

Bid deadline : **04.02.2008**

Ghana

(EEPC Ref. No. DB-1731)

Project : Energy Development and Access Project
Credit No. 4356-GH, Project ID No. P074191
Credit from IDA

Notice No. : **WB5247-715/07**

Issued by : Central Tender Committee
Electricity Company of Ghana Ltd.
Head Office (Electro-Volta House)
5th Floor, Room 501
PO Box 521
Accra, Ghana
Attn. : The Chairman
Tel. : (233-21) 243-343
Fax : (233-21) 234-041
E-mail : gedap@ecggh.com

For : Supply of Pole Mounted Distribution Transformers

- *Item 1* : 33/0.4 kV 50 kVA Pole Mounted Transformers; quantity : 150
- *Item 2* : 33/0.4 kV 100 kVA Pole Mounted Transformers; quantity : 200
- *Item 3* : 33/0.4 kV 200 kVA Pole Mounted Transformers; quantity : 25
- *Item 4* : 11/0.4 kV 50 kVA Pole Mounted Transformers; quantity : 300
- *Item 5* : 11/0.4 kV 100 kVA Pole Mounted Transformers; quantity : 150
- *Item 6* : 11/0.4 kV 200 kVA Pole Mounted Transformers; quantity : 50

Tender cost : Non-refundable fee of US\$ 100 + US\$ 90 (courier charge)

Bid security : US\$ 80,000

Bid deadline : **21.01.2008**

Ghana

(EEPC Ref. No. DB-1732)

Project : Energy Development and Access Project
Credit No. 4356-GH, Project ID No. P074191
Credit from IDA

Notice No. : **WB5246-715/07**

Issued by : Central Tender Committee
Electricity Company of Ghana Ltd.
Head Office (Electro-Volta House)
5th Floor, Room 501
PO Box 521
Accra, Ghana
Attn. : The Chairman
Tel. : (233-21) 243-343
Fax : (233-21) 234-041
E-mail : gedap@ecggh.com

For : Supply of Conductors, Cables and Accessories
- Lot 1 : Various sizes of bare Aluminium and Copper Conductors
- Lot 2 : 33 kV, 11 kV and Low Voltage (0.6/1 kV) Cables and Cable Accessories including Joints and Terminations

Tender cost : Non-refundable fee of US\$ 100 + US\$ 90 (courier charge)

Bid security : - Lot 1 : US\$ 15,000
- Lot 2 : US\$ 50,000

Bid deadline : **07.01.2008**

Ghana

(EEPC Ref. No. DB-1733)

Project : Energy Development and Access Project
Credit No. 4356-GH, Project ID No. P074191
Credit from IDA

Notice No. : **WB5256-715/07**

Issued by : Central Tender Committee
Electricity Company of Ghana Ltd.
Head Office (Electro-Volta House)
5th Floor, Room 501
PO Box 521
Accra, Ghana
Attn. : The Chairman
Tel. : (233-21) 243-343
Fax : (233-21) 234-041
E-mail : gedap@ecggh.com

For : Supply of Project Vehicles

- Lot 1 : 4 x 4 Double Cabin Pick Ups; quantity : 27
- Lot 2 : Single Cabin Light Truck (3 ton); quantity : 4
- Lot 3 : - 4 x 4 Station Wagon - Short Wheel Base; quantity : 3
- 4 x 4 Station Wagon - Long Wheel Base No. 2

Tender cost : Non-refundable fee of US\$ 100 + US\$ 90 (courier charge)

Bid security : - Lot 1 : US\$ 15,000
- Lot 2 : US\$ 4,000
- Lot 3 : US\$ 5,000

Bid deadline : **14.12.2007**

Tanzania

(EEPC Ref. No. DB-1734)

Project : Private Sector Competitiveness Project (Business Environment Strengthening for Tanzania Programme)
Credit No. 4136-TA; Project ID No. P085009

Notice No. : **WB5250-715/07**

Issued by : Secretary, High Court of Tanzania
Commercial Division Tender Board
Kivukoni Front, Commercial Court Building
Ground Floor, Procurement Office
Dar es Salaam, Tanzania
Tel. : (255-75) 483-1717
E-mail : info@comcourt.go.tz

For : Supply of 3 vehicles for Commercial Court. The requirement is as follows :
No. 1 : 4-WD Standard Station Wagon 7-Seater Motor Vehicles; quantity : 3 Units

Tender cost : Non-refundable fee of (Tanzanian Shillings) TZS 50,000 or the equivalent in any freely convertible currency.

Bid security : TZS 5,000,000 (five million Tanzanian shillings) or an equivalent amount in a freely convertible currency.

Bid deadline : **19.12.2007**

Tanzania

(EEPC Ref. No. DB-1735)

Project : Marine and Coastal Environment Management Project
Credit No. 4106-TA; Project ID No. P082492
Credit from IDA

Notice No. : **WB5286-715/07**

Issued by : MACEMP Project
Ministry of Agriculture, Livestock and Environment
Maruhubi Area, PO Box 774
Zanzibar, Tanzania
Attn. : Manager
Tel. : (255-24) 223-1051
Fax : (255-24) 223-1043
E-mail : shehahamdan64@yahoo.co.uk

For : Supply of vehicles for MACEMP Project - Zanzibar
- Lot 1 : 1 Four wheel drive double cabin (1)
- Lot 2 : Four wheel drive station wagon

Tender cost : Non-refundable fee of TShs 100,000 or US\$ 90

Bid security : TShs 3,800,000 in local currency or an equivalent amount in a freely convertible currency.

Bid deadline : **18.12.2007**

Zambia

(EEPC Ref. No. DB-1736)

Project : Water Sector Performance Improvement Project
Project ID No. P071259, Credit No. 4233-ZA
Credit from IDA

Notice No. : **WB5271-715/07**

Issued by : Lusaka Water and Sewerage Company Limited
Board Room, Head Office
Plot 871/2 Katemo Road
Rhodespark
PO Box 50198
Lusaka, Zambia
E-mail : mchinula@lwsc.com.zm

For : Supply and delivery of Motor Vehicles as shown in the table below :
- Lot 1 : Supply and delivery 4 x 2 single cab Pickups - Diesel Engine - quantity 14
- Lot 2 : Supply and delivery 4 x 2 single cab Pickups - Petrol Engine - quantity 13
- Lot 3 : Supply and delivery 4 x 4 double cab Pickups - quantity 4
- Lot 4 : Supply and delivery Panel Van - quantity 3
- Lot 5 : Supply and delivery 125cc off road Motor Bike - quantity 2
- Lot 6 : Supply and delivery light Truck - quantity 2

Tender cost : Non-refundable fee of K 500,000 or equivalent in any freely convertible currency at the prevailing exchange rate.

Bid security : -Zambian Kwacha 20 million or equivalent in freely convertible foreign currency equivalent such as US\$ if the bid is for Lot 1
-Zambian Kwacha 20 million or equivalent in freely convertible foreign currency equivalent such as US\$ if the bid is for Lot 2
-Zambian Kwacha 8 million or equivalent in freely convertible foreign currency equivalent such as US\$ if the bid is for Lot 3
-Zambian Kwacha 24 million or equivalent in freely convertible foreign currency equivalent such as US\$ if the bid is for Lot 4
-Zambian Kwacha 4 million or equivalent in freely convertible foreign currency equivalent such as US\$ if the bid is for Lot 5
-Zambian Kwacha 6 million or equivalent in freely convertible foreign currency equivalent such as US\$ if the bid is for Lot 6

Bid deadline : **21.12.2007**

(Source : UN Development Business Website)

Saudi Arabia

Water Transmission System

Issued by : Saline Water Conversion Corporation
Purchasing Department, Makkah Road
PO Box 85369
Riyadh 11432
Saudi Arabia
Tel. : (9661) 4630503/4630501/4643235
E-mail : info@swcc.gov.sa
Website : www.swcc.gov.sa

For : Execution of the Ras al-Zour-Riyadh Water Transmission System.
Details available on payment of SR 100,000

Closing date: **01.04.2008**

Water Transmission System Steel Pipes

Bid bond : SR 100,000

For : Manufacturing and supply of steel pipes for the Ras al-Zour-Riyadh Water Transmission System.
Details available on payment of SR 100,000

Closing date: **01.03.2008**

(Source : MEED, Vol. 51, No. 38 dated 21-27 September, 2007)

Saudi Arabia

Port Pipeline Corridor Expansion

Issued by : Royal Commission for Jubail & Yanbu
Directorate-General for Royal Commission of Yanbu
Purchasing & Contracting Department
PO Box 10001
Madinat al-Yanbu al-Sinaiyah-31961
Saudi Arabia
Tel. : (9663) 3414127/63
Fax : (9663) 3412201

Tender No. : 204-C46

For : Expansion of the King Fahd Industrial Port (KFIP) pipeline corridor. The scope of works comprises the construction of new pipe sleepers and second level tracks, expanding existing sleepers, expansion works to existing structural steel vertical loop cross accesses, construction of new loop structures, cross access structures, and laterals to industry structures in various locations within the ROW# of existing pipeline corridors of the Jubail 1 industrial park and KFIP port areas. A pre-bid meeting will take place on 26 November.

Closing date: **07.01.2008**

(Source : MEED, Vol. 51, No. 39 dated 28 September - 4 October, 2007)

Mauritius

Issued by : The Registry (Ground Floor)
Head Office
Central Electricity Board (CEB)
Curepipe
Mauritius

Tender No. : TD 2769

For : Supply and delivery of 1,000 units of Galvanised Earth Plate 900 x 900 x 45 mm to CEB's Main Store, Roche Bois.

Closing date: **12.12.2007** up to 13.30 Hrs. (local time)

Tender No. : TD 2764

For : Supply and delivery of 32-core Optical Fibre Ground Wire (OPGW) and underground Armoured Optical Fibre Cable.

Closing date: **12.12.2007** up to 13.30 Hrs. (local time)

For further details of above Mauritian tenders, please contact :

Mr. Kartik Pande
Second Secretary (Political & Economic)
High Commission of India
Port Louis
Mauritius
Tel. : 230 2083775/76
Fax : 230 2086859
E-mail : hicombc@intnet.mu

(Source : High Commission of India, Port Louis)

Trade Enquiries

China

(Source : Direct from the party)

Name of the Company	Addresses	Contact Person/Tel./Fax/E-mail	Items interested
Xi'an Xin Yu Kan Lai Import and Export Co. Ltd.	12 Floor, Jingxi Building Xincheng Area Xiyi Road Xi'an China	Attn. : Mr. Hou Wen Tel. : 0086-29-83169565 Fax : 0086-29-83169565 E-mail : xinyukanlai2@126.com Website : www.xaxykl.cn	Kitchen articles and tableware, metal, Quantity : 50000 flatware – stainless steel.

South Africa

(Source : Direct from the party)

M/s. New Beginning Business Development, 89, Swallow Street, P.O. Box 54372, Ninapark 0156, Pretoria, South Africa, Fax : +27 086 689 5754, Cell : +27 76 1122 095, Attn. : Mr. John Irwin are interested to import Castor Oil Refining Equipment (600 kg per hour capacity) and Test Equipment to test castor oil as per specifications given below :

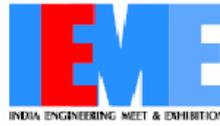
Product	: Castor Oil USP	Fatty Acid Composition (%)	
CAS	: 8001-79-4	Ricinoleic Acid	: 84 - 92
Synonym	: Ricinus Communis Oil	Linoleic Acid (C18:2)	: 2.5 - 7.0
Class	: Oils : Vegetable - Essential – Marine	Oleic Acid (C18:1)	: 2.5 - 6.0
INCI Name	: Ricinus Communis (Castor) Seed Oil	Palmitic Acid (C16)	: 2.0 max
Hazard	: 0 Non-Regulated Material	Stearic Acid (C18)	: 1.0 max
		Gadoleic (C20:1)	: 1.0 max
		Free Fatty Acids	: 1.0 max

Specifications

Color Lovibond 5 ¹ / ₄	: 18 Max (Y + 5R)
Specific Gravity	: 0.957-0.961
Heavy Metals	: 0.001% Max
Moisture Impurities & Volatiles	: 0.25% Max
Iodine Value, cg Iodine/gram	: 83 – 88
Saponification Value mg KOH/gram	: 176 - 182
Hydroxyl Value mg KOH/gram	: 160 - 168

Notes

Uses : Plasticizer in lacquers, nitrocellulose, inks; PU coatings; drying oil; hydraulic fluids; in manufacturing of Turkey red oil, soaps; leather treatment; surfactants; lubricant (metal drawing, machine lubrication, engine fuels); emollient in cosmetics; rubber preservative; food additive (emulsifier, stabilizer, foamer, antisticking agent, release agent, drying oil, flavouring); component of protective coatings; pharmaceutical vehicle, plasticizer, solvent, cosolvent; embalming fluids; laxative; drying oil in food-contact coatings; plasticizer in food-contact rubber articles for repeated use; in food-contact textiles; in lubricants for incidental food-contact use; in surf. lubricants for manufacturing of food-contact metallic articles. Also available : Industrial Grade, Commercial Grade, Pale Pressed, Refined Grade (First Special Grade).



INDIA ENGINEERING MEET & EXHIBITION

(9th to 11th January, 2008)

**3 Days Action Packed B2B interactions of
Buyer Seller Meets • Exhibition • Seminars**

A PLATFORM FOR BUILDING BUSINESS CONTACTS WITH APPROX. 150 LEADING BUSINESSMEN VIZ. IMPORTERS, BUYERS, DEALERS, DISTRIBUTORS AND WHOLESALERS OF ENGINEERING PRODUCTS FROM AMERICA, EUROPE, AFRICA, LATIN AMERICA, ASEAN, AUSTRALIA & NEW ZEALAND AND CIS COUNTRIES.

Venue

HITEX Fair Ground
Izzat Nagar, Hyderabad

This is an unique opportunity to showcase India's Engineering Capabilities
Members are cordially invited to enlist their participation for the mega event
"India Engineering Meet & Exhibition"

Participation Fee

For Stall Charges :

- One side open booth : Rs. 45,000/- per built up booth of 9 sq. mtrs. plus applicable Service Tax
- Two side open booth : Rs. 5,000/- extra plus applicable Service Tax
- Additional space : Space to be booked in multiples of 3 sq. mtrs. @ Rs. 5,000/- per sq. mtr. plus applicable Service Tax.

(Due to limited availability of 2 side open booths, allocation will be done on first-come-first-served basis subject to receiving full payment.)

For Buyer Seller Meets (BSMs) :

@ Rs. 10,000/- per BSM plus applicable Service Tax

An additional amount of Rs. 5,000/- per person will be charged for additional participant from the same firm.

A participating company can nominate only one delegate per BSM. Since two BSMs will be organized simultaneously and if a company is participating in more than one BSM, it is suggested that they may nominate one more delegate by paying additional Rs. 5,000/- specifically for BSMs only.

Note : Council reserves the right to accept or reject participation of any Indian company

INDIA ENGINEERING MEET & EXHIBITION (IEME)

(9th to 11th January, 2008)

Engineering Export Promotion Council is pleased to announce the 2nd "INDIA ENGINEERING MEET & EXHIBITION (IEME)", to be held at HITEX Fair Ground, Izzat Nagar, Hyderabad from 9th to 11th January, 2008. IEME provides the member-exporters with a golden opportunity to interact with about 150 buyers from across the globe.

Why IEME ?

The member-exporters get the following benefits from IEME :

- IEME would be a melting pot of the latest in international business, with about 150 buyers present from all over the world.
- It is a cost-effective way of showcasing products before the world. It is like attending an international exhibition, sitting in India.
- It provides an opportunity of one-to-one interaction with the foreign buyers over a period of three days.
- Launch new products/generate new business
- Raise Industry awareness of your company
- Communicate with current clients
- Identify new agents and distributors
- Attract media attention
- Demonstrate technological developments

IEME 2007 : The Experience

The first-ever IEME was organized in the India Expo Centre, Greater Noida in January 2007. The experience of the first IEME was extremely encouraging. This was the first time that the Council organized a Buyer Seller Meet with an Exhibition which offered the overseas delegates a first hand view of the Indian exhibits on display. The Buyer Seller Meets were attended by 248 overseas buyers from Africa, Latin America, ASEAN + 2, CIS, America and European region. 179 Indian companies participated in the BSM and displayed their products in the Exhibition. US\$ 13 million worth of orders were booked by the participants and US\$ 46 million worth of enquiries were generated. The foreign buyers established 819 new contacts with their Indian counterparts and revived 68 old contacts for closer business interaction.

The 2nd IEME 2008

The Council has booked 3,500 sq. mtrs. space for organizing the Exhibition in Hall No. 3 of HITEX Fair Ground, Hyderabad. The participation will be limited to 100 Indian companies only. The exhibition will be primarily focused on serious Business Visitors – Chief Executive Officers/Business Heads, Sourcing/Vendor Development Executives, Technical Experts & Consultants, Officials from Public Sector Undertakings, Government Officials, Diplomats from Embassies etc.

Global Conference of the EPO Industry

A Global EPO Conference will take place during IEME on 10th January, 2008.

Thrust Products

- Machine tools, including metal forming and metal cutting machine tools
- Machinery and mechanical appliances
- Electrical equipment of all kinds

- Textile machinery, automatic power looms, cotton weaving machines, knitting machines
- Electrical lighting equipment and accessories
- Instruments – All types including medical and surgical instruments
- Pumps
- Steel pipes, tubes and fittings
- Automobile components, spare parts and accessories
- Industrial machinery
- Castings and forgings, fasteners
- Hand tools of all types
- Transport equipment
- Pharmaceutical machinery/Food processing machinery
- Construction tools and technology
- Bicycle and bicycle parts
- Diesel engine and spare parts
- Engineering Process Outsourcing (EPO) in the sector of Electronics and Telecommunication, Automotive, Aerospace and Defence, Utilities and Industrial Construction/Heavy Engineering, Shipbuilding/Marine Engineering, Architectural Services, Materials/Mining and Industrial Conglomerates.

Fact Sheet

Exhibition Venue

HITEX Fair Ground
Izzat Nagar, Hyderabad 500 032, India
Tel. : +91-40-23112121/22/23
Fax : +91-40-23112124
Website : www.hitex.co.in

Dates & Duration

9th to 11th January, 2008 (Wednesday to Friday – 3 days)

9:30 A.M. to 5:00 P.M.

Buyer Seller Meets

The details of the Buyer Seller Meets (BSM) are given below :

S. No.	Buyer Seller Meet	Dates
1.	Afro-India	9th January, 2008
2.	Indo-ASEAN+2	9th January, 2008
3.	Euro-India, Indo- USA & Canada	10th January, 2008
4.	Indo-CIS	11th January, 2008
5.	Indo-LAC	11th January, 2008

Participation Charge

For Stall Charges :

- One side open booth : Rs. 45,000/- per booth of 9 sq. mtrs. plus applicable Service Tax
- Two side open booth : Rs. 5,000/- extra plus applicable Service Tax
- Additional space : Space to be booked in multiples of 3 sq. mtrs. @ Rs. 5,000/- per sq. mtr. plus applicable Service Tax.

(Due to limited availability of 2 side open booths, allocation will be done on first-come-first-served basis subject to receiving full payment.)

For Buyer Seller Meets (BSMs) :

@ Rs. 10,000/- per BSM plus applicable Service Tax

An additional amount of Rs. 5,000/- per person will be charged for additional participant from the same firm.

The built-up booth of 9 sq. mtrs. in size (3m x 3m) will include carpeted floor, one-plug socket, three spotlights, two chairs, one table, one waste paper basket, one catalogue display stand and fascia. In the event of additional space requirement, minimum space in the multiple of 3 sq. mtrs. may be booked. Any additional furniture/accessories required will be charged extra.

Payment

Full payment should be made along with **Application Form**, duly filled in latest by **16th November, 2007**. The payment should be made by way of **Demand Draft** drawn in favour of “**Engineering Export Promotion Council**”.

Reservation requests will be considered only on receipt of full payment.

Cancellation

Any request for cancellation received on or after **23rd November, 2007** shall result in forfeiture of the amount paid on this account.

Selection Criteria for Indian Participating Company

Final selection of the participants will be done by a Committee based on the criteria such as Accreditation to International Standards (like ISO, QS, etc.), foreign collaboration, and annual export.

Selection Criteria for Overseas Buyers

In order to ensure that buyers of repute and interest are invited to attend the proposed BSM, the Council has devised a questionnaire, which will be circulated through Council's Overseas Offices, Indian Missions, Associations and Chambers of Commerce to the prospective buyers. On receipt of the filled-in questionnaire, the Council would finally select the buyers keeping in view the interest of member-exporters so that one to one meetings may result into some concrete business at the end of the meet.

Publicity

Council undertake wide publicity campaign for this event through various media in India and abroad through its overseas offices.

Submission of Application

Interested firms may please send their **Application** (as per enclosed format) duly filled in and signed, along with payment latest by **16th November, 2007** to any of the following :-

R. Maitra

Executive Director
Engineering Export Promotion Council
Vandhna, 4th Floor
11, Tolstoy Marg
New Delhi – 110 001
Tel. : 91-11-23711124/25
Fax : 91-11-23310920
E-mail : eepcto@eepc.gov.in
Website : www.eepcindia.org

Ms. Anima Pandey

Regional Director
Engineering Export Promotion Council
Vanijya Bhavan (2nd Floor)
International Trade Facilitation Centre
1/1, Wood Street
Kolkata – 700 016
Tel. : 91-33-22890673/74
Fax : 91-33-22890687
E-mail : eepcrokol@vsnl.net

S. Dole

Regional Director
Engineering Export Promotion Council
19, Kasturba Gandhi Marg
Surya Kiran (4th Floor)
New Delhi – 110 001
Tel. : 91-11-23314171/74
Fax : 91-11-23317795
E-mail : eepc@spectranet.com

Bhaskar Sarkar

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

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, eepcmum@vsnl.com

M. Ganesan

Regional Director
Engineering Export Promotion Council
Greems Dugar (3rd Floor)
149, Greems Road
Chennai – 600 006
Tel. : 91-44-28295501/02
Fax : 91-44-28290495
E-mail : eepcchennai@airtelbroadband.in

**COUNCIL RESERVES THE RIGHT TO ACCEPT OR REJECT PARTICIPATION
OF ANY INDIAN COMPANY.**

INDIA ENGINEERING MEET AND EXHIBITION (IEME)
(9th to 11th January, 2008)

Application Form

Name of the Company (In Block Letters)			
Address (In Block Letters)			
	City		Pin Code
Phone (with STD Code)		Fax No.	
E-mail		Website	
Name(s) of the Executive(s) with Designation(s) attending the India Engineering Meet	1.		3.
	2.		4.
Items Manufactured/Exported (HS Codes if possible)			
Industrial Application			
Foreign Collaborations if any, please specify			
Annual Turnover in US\$		Annual Export in US\$	
Countries of Export			
International Accreditations (ISO, QS, etc.)			
Nature of Business (Please tick mark)	Manufacturer		
	<input type="checkbox"/> SSI	<input type="checkbox"/> Non-SSI	<input type="checkbox"/> Merchant <input type="checkbox"/> Export House
Area (Minimum Booth Area : 9 sq. mtrs.)	Area : <input type="checkbox"/> One side open <input type="checkbox"/> Two side open		
Area of specific interest for this BSM/Meet	Please tick mark preferred BSM <input type="checkbox"/> Afro-India <input type="checkbox"/> Indo-ASEAN <input type="checkbox"/> Indo-CIS <input type="checkbox"/> Indo-LAC <input type="checkbox"/> Indo-Europe <input type="checkbox"/> Indo- USA and Canada		

Signature with Office Seal

N.B. : Following should be sent with this Form :

- Two passport size colour photographs of each participant with their names at the back of the photographs.
- Demand Draft for requisite participation amount in favour of **Engineering Export Promotion Council**.



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

Public Notice No. 74 (RE-2007)/2004-2009

Dated 24th October, 2007

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

“(1) Guidelines for conversion of DTA unit into EOU/EHTP/STP/BTP unit (Appendix 14-I-O) is annexed as *Annexure A* to this Public Notice :

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

(File No. 01/92/180/232/AM07/PC II)

Annexure A

Appendix 14 I-O

Guidelines for Conversion of Domestic Tariff Area (DTA) Unit into Export Oriented Unit (EOU)/Electronic Hardware Technology Park (EHTP)/Software Technology Park (STP)/Bio-Technology Park (BTP) Unit

Note : Please see paragraph 6.37.1 of the Handbook of Procedures

DTA units intending to get converted into EOU/EHTP/STP/BTP unit will follow the procedure as below for such conversion :-

- (1) Apply to concerned Development Commissioner (DC) in a manner as applicable to new units.
- (2) After getting approval of the project and obtaining Letter of Permission (LOP) from DC, execute Legal Undertaking (LUT) in prescribed format with DC.
- (3) Thereafter, apply for private bonded licence to concerned Customs/Central Excise authority with execution of B-17 Bond.

Where Advance Authorisation is Pending Redemption

(3.1) If the unit is having outstanding export commitment under advance authorization scheme, following procedure before execution of Bond with customs and Central Excise Authority need to be adopted :

- (i) Approach concerned Customs & Central Excise Authority and obtain certificate showing physical verification of unutilized material held in stock against all advance authorizations (not yet redeemed) and such raw material as intended to be carried forward to EOU;
- (ii) Approach Regional Authority along with a copy of the following documents :
 - (a) LOP/LUT executed with DC,

- (b) Certificate of stock verification obtained from Customs/Central Excise
- (c) LUT with RA as annexed.
- (d) Details of imports/exports against all advance authorizations and utilized/ balance materials as per prescribed consumption register

The firm must submit original authorizations and connected documents of exports to concerned R.A.

- (iii) RA, will calculate unfulfilled export obligation, as per prevailing norms. In case norms are not fixed, R.A. will take up with Norms Committee for its fixation. Such export performance would only be taken into account, as within valid export obligation period of Advance Authorization ;
- (iv) R.A. will thereafter communicate "No objection" to DC and Central Excise Authority with endorsement to applicant unit.
- (v) The unit will approach the Customs/Central Excise Authority for execution of B-17 bond ;
- (vi) Raw material obtained under Advance Authorization, which is having valid export obligation period can only be carried over;

Where export obligation period has expired, only course available is payment of duties, interest and penalty as applicable, proportionate to unfulfilled export obligation ;

- (vii) RA would accordingly process case for discharge of obligation and redemption of bond LUT executed against all the advance authorizations issued already.

EPCG Authorization :

- (4) In case there is an outstanding export commitment under EPCG Scheme, it will be added to future export obligation by adding value of capital goods to the imported capital goods value of the EOU and all previous obligations under EPCG would cease to exist on such inclusion.

Annexure

Form of Legal Undertaking for Conversion of DTA Unit into EOU

M/s. _____ were granted Advance/EPCG Authorization Nos. _____ dated _____ for manufacture and export of _____ subject, inter-alia, to condition that they would achieve required export obligation as per provisions of Duty exemption/EPCG Scheme.

The unit filed a Bond with Bank Guarantee/legal undertaking with President of India through Commissioner of Customs _____ for achieving the above mentioned commitments.

As against above commitments, the unit's actual performance has been as under : -

Year	Import		Export
	CG	RM	

The unit applied for conversion from Duty Exemption/EPCG scheme to EOU Scheme which was approved vide letter No. _____ dated _____ subject inter-alia to the condition that penalty imposed by appropriate Authority under the F.T.(D&R) Act, 1992 for non fulfilment of the conditions of approvals would be paid.

In view of the approval for conversion from DTA to EOU Scheme, I/We _____ hereby undertake as under :

- (i) That I/We _____ shall continue to be under obligation to fulfill the conditions of above authorization even after getting converted into EOU.

- (ii) That I/We _____ shall pay whatever penalties are imposed by the Development Commissioner under FT(DR) Act for non-fulfilment of the terms and conditions of Authorization
- (iii) That I/We _____ shall adhere to the mode of payment of penalties, if any, and time frame in which penalties are required to be paid to the Director General of Foreign Trade without any demur or protest.

Full and expanded description
of The unit with full address.

In witness whereof the unit hereto has duly executed this agreement on _____ this _____ day of _____ 200_____ signed, sealed and delivered by the unit in the presence of :

- 1. Name : _____
Address : _____
- 2. Name : _____
Address : _____

(To be authenticated/affirmed by 1st class Magistrate/Notary Public)
Accepted by me on behalf of the President of India.

Dy./Jt.DGFT”

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

Public Notice No. 76 (RE-2007)/2004-2009

Dated 26th October, 2007

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

1. After amendment, Paragraph 2.32.2 shall be read as under :-

“2.32.2 Import of following types of metallic waste and scrap will be free subject to conditions detailed below :

<i>Sl. No.</i>	<i>Exim Code</i>	<i>Item description</i>
1.	720410 00	Waste and scrap of cast iron
2.	72042190	Other
3.	72042920	Of High speed steel
4.	72042990	Other
5.	72043000	Waste and scrap of tinned iron or steel
6.	72044100	Turnings, shavings, chips, milling waste, saw dust, fillings, trimmings and stampings, whether or not in bundles
7.	72044900	Other
8.	72045000	Remelting scrap ingots
9.	74040010	Copper scrap
10.	74040022	Brass scrap
11.	75030010	Nickel scrap
12.	76020010	Aluminum scrap
13.	79020010	Zinc scrap
14.	80020010	Tin scrap
15.	81042010	Magnesium scrap

Shredded Form : Import of metallic waste and scrap listed above in shredded form shall be permitted through all ports of India. Import from Hodaideh, Yemen and Bandar Abbas, Iran will be in shredded form only.

Unshredded, compressed and loose Form : Import of metallic waste, scrap listed above in unshredded compressed and loose form shall be subject to following conditions :-

a. Importer shall furnish the following documents to the customs at the time of clearance of goods.

(i) Pre-shipment inspection certificate as per the format in *Annexure I to Appendix 5* from any of the Inspection & Certification agencies given in Appendix-5 to the effect that :

(i) The consignment does not contain any type of arms, ammunition, mines, shells, cartridges, radio active contaminated or any other explosive material in any form either used or otherwise.

(ii) The imported item (s) is actually a metallic waste/scrap/seconds/defective as per the internationally accepted parameters for such a classification.

(II) Copy of the contract between the importer and the exporter stipulating that the consignment does not contain any type of arms, ammunition, mines, shells, cartridges, radio active contaminated, or any other explosive material in any form either used or otherwise.

b. Import of scrap would take place only through following designated ports and no exceptions would be allowed even in case of EOUs, SEZs : -

1. Chennai, 2. Cochin, 3. Ennore, 4. JNPT, 5. Kandla, 6. Mormugao, 7. Mumbai, 8. New Mangalore, 9. Paradip, 10. Tuticorin, 11. Vishakhapatnam, 12. ICD Loni, Ghaziabad, 13. Pipava, 14. Mundra, 15. Kolkata, 16. ICD Ludhiana, 17. ICD Dadri (Greater Noida), 18. ICD Nagpur, 19. ICD Jodhpur, 20. ICD Jaipur, 21. ICD Udaipur, 22. CFS Mulund, 23. ICD Kanpur, 24. ICD Ahmedabad, 25. ICD Pitampur and 26. ICD Malanpur.”

2. Paragraph 2.32.2A shall be inserted at the appropriate place in the Hand Book of Procedures Vol. I :

“2.32.2.A : In case any agency wishes to be enlisted under Appendix 5, they may furnish an application to the office of Director General of Foreign Trade with the following documents :-

- (a) A brief on the activities of the agency, its history, membership, organizational structure, manpower, etc.
- (b) Infrastructural setup, logistics, testing labs etc. for carrying out the inspection of metallic scrap.
- (c) List of companies/agencies for which testing has been carried out”.

Sd/-

(R. S. GUJRAL)

Director General of Foreign Trade

(F. No. 01/89/180/Misc.65/AM05/PC-IAPt)

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

Public Notice No. 78 (RE-2007)/2004-2009

Dated 30th October, 2007

The Directorate General of Foreign Trade, Ministry of Commerce and Industry, Department of Commerce, Government of India, New Delhi vide its Public Notice No. 78 (RE-2007)/2004-2009 dated 30th October, 2007 has made certain amendments in the book titled "Schedule of DEPB Rates". The amendments made with reference to engineering products are reproduced below :

In exercise of powers conferred under Paragraph 2.4 of the Foreign Trade Policy, 2004-2009 and Paragraph 1.1 of the Handbook of Procedures (Vol. I), the Director General of Foreign Trade hereby makes the following additions in the Schedule of DEPB Rates (as amended from time to time) with immediate effect :

Product Group : Engineering Products

Product Code : 61

<i>DEPB Sl. No.</i>	<i>Description</i>	<i>DEPB Rate</i>	<i>Value Cap</i>
605	Brass Cages for Ball and Roller Bearings	4	
606	Pressed Ball Bearing Cages	2	
607	Pressed Taper Roller Bearing cages	5	

(F. No. 01/94/180/759/PN/AM08/PC-I)

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

Public Notice No. 79 (RE-2007)/2004-2009

Dated 5th November, 2007

In exercise of powers conferred under Paragraph 2.4 of the Foreign Trade Policy 2004-2009, the Director General of Foreign Trade hereby makes the following amendment in Handbook of Procedures (v1) :

1. A new paragraph 4.30A related to "consideration of cases against lost EP copy of the Shipping Bills and/or Bank Realisation Certificate" shall be added after the paragraph 4.30 as follows :

4.30A. In case where Original EP copy of Shipping Bill/original BRC has been lost, request for EODC, No BG/LUT condition under Advance Authorisation/DFIA scheme or endorsement of transferability under DFIA scheme can be considered subject to submission of following documents in lieu of those original documents : -

- (a) A duplicate/certified copy of concerned document issued by Customs Authority/Bank in lieu of original;
- (b) An application fee equivalent to 1% of duty saved amount. However, no fee shall be charged when such document is lost by Government agencies and a documentary proof to this effect is submitted;
- (c) An affidavit by exporter about loss of document and an undertaking to surrender it immediately to concerned RA, if found subsequently;
- (d) An indemnity bond by exporter to the effect that he would indemnify Government for financial loss, if any, on account of duty free import entitlement availed/allowed against lost Shipping Bills/BRC. Customs Authority, before allowing redemption of BG/LUT or clearance after endorsement of No BG/LUT condition or endorsement of transferability, shall ensure that no double benefit against such shipping bill has been availed.

However, in case of submission of reconstructed copy of shipping bill in lieu of original shipping bill, conditions at (b), (c) and (d) above shall not be applicable.

2. The word MODVAT appearing at Sl. No. 1(v) in PN No. 79 dated 2.1.06 shall be amended to read as MODVAT/CENVAT.
3. A new paragraph 5.18.7 shall be added after paragraph 5.18.6 to read as follows :

5.18.7 – The aforesaid provisions for Clubbing of EPCG Authorisations shall be applicable for authorisations issued on or after 1-4-2007. However, EPCG authorisations issued prior to 1-4-2007, shall be governed by provisions contained in Chapter 5 of HBP v1 (RE - 2006).

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

(F. No. 01/94/180/PN/HBP/AM08/PC I)

**F. No. 305/96/2004-FTT (Pt-I)
Government of India
Ministry of Finance
Department of Revenue
Central Board of Excise & Customs
New Delhi**

Circular No. 41/2007-Customs

Dated 29th October, 2007

**Intellectual Property Rights (Imported Goods) Enforcement Rules, 2007 – instructions
for implementation – reg.**

Section 11 of the Customs Act, 1962 provides that the Central Government may, by issuance of Notification in the official Gazette, prohibit either absolutely or subject to such conditions as may be specified, import or export of goods for the purposes specified in Sub-Section (2) of Section 11 of the Customs Act, 1962. The Central Government may restrict or prohibit import and export of goods infringing trademarks, patents and copyrights under clause (n) of Sub-Section (2) of Section 11 of the Customs Act, 1962. Similarly, the Central Government may restrict import and export of goods for the purpose of prevention of the contravention of any law for the time being in force, under clause (u) of Sub-Section (2) of Section 11 of the Customs Act, 1962.

2. Prior to 8-5-2007, Notification No. 1/64-Cus dated 18-1-64 prohibited import of goods infringing trademarks and designs under the Trade and Merchandise Marks Act 1958 and Indian Patents and Designs Act, 1911 respectively.

3. Representations were received from the trade for issuance of a Notification to prohibit import of goods infringing other IPR laws as well. Further, considering our obligation to implement border measures as envisaged in Articles 51 to 60 of the WTO Treaty on Trade Related Aspects of Intellectual Property Rights (TRIPS), a need was felt to define the role of Customs precisely in combating IPR infringements at the borders. Accordingly, Notification No. 49/2007-Customs dated 8-5-2007 has been issued, which prohibits import of goods infringing intellectual property rights of the right holders under The Copyright Act, 1957, the Trade Marks Act, 1999, the Patents Act, 1970, the Designs Act, 2000 and the Geographical Indications of Goods (Registration and Protection) Act, 1999. Besides, the procedure for registration of a notice with the Customs by right holders and the conditions for such registration, etc. have been laid down in the Intellectual Property Rights (Imported Goods) Enforcement Rules, 2007 notified under Notification No. 47/2007-Customs (NT) dated the 8th May, 2007 (hereinafter referred to as the said Rules). The said Rules lay down a detailed procedure to be followed by the right holders or their authorized representatives as also by the Customs for seeking suspension of release of suspect imported goods.

4. It is pertinent to mention that while the mandatory obligations under Articles 51 to 60 of the TRIPS dealing with border measures are restricted to Copyright and Trade Marks infringement only, the said Rules deal with Patents, Designs and Geographical Indications violations as well, in conformity with the practice prevailing in some other countries, notably EU countries. While it is not difficult for Customs officers to determine Copyright and Trade Marks infringements at the border based on available data/inputs, it may not be so in the case of the other three violations, unless the offences have already been established by a judicial pronouncement in India and the Customs is called upon or required to merely implement such order. In other words, extreme caution needs to be exercised at the time of determination of infringement of these three intellectual property rights.

The said Rules, inter alia, provide for

- (i) the filing of a notice by the right holder;
- (ii) registration of said notice by the Customs;
- (iii) a time limit for right holders to join proceedings;
- (iv) a single point for registration of the notice filed by the right holder;

- (v) adequate protection to the rightful importer;
- (vi) adequate protection to the Customs for bonafide act;
- (vii) suo-moto action by the Customs in specified circumstances;
- (viii) disposal of the confiscated goods.
- (ix) no action against goods of non commercial nature contained in personal baggage or sent in small consignments intended for personal use of the importer.

5. The right holders would be required to give a notice for registration in the manner detailed in para 10 of this circular, to any one of the Commissioners of Customs at the ports where counterfeit goods are likely to be imported infringing the IPR in respect of any trademark, copyright, patent, design or geographical indication. The grant of registration by Customs is subject to the execution of a bond, along with surety and security by the right holder or his authorized representative in terms of Rule 5(a), undertaking to protect the importer, consignee, the owner of the goods and the competent authorities against all liabilities and to bear the costs towards destruction, demurrage and detention charges incurred till the time of destruction or the disposal of the infringing goods. The registration is also subject to execution of an indemnity bond by the right holder in terms of Rule 5(b), indemnifying the Customs authorities against all liabilities and expenses on account of suspension of the release of allegedly infringing goods.

6. At the time of registration but prior to importation, it may be difficult to fix the bond amount corresponding to the value of suspected infringing goods not yet imported. Further, this would lock in right holders' money in the form of security. Therefore, it has been decided that, the right holders may furnish a General Bond without security to the Commissioner of Customs in the format as prescribed at Annexure-A to this circular prior to the grant of registration, undertaking to execute the Bonds with the jurisdictional Commissioner of Customs at the port of interdiction as per the format specified under Annexure-B and Annexure-C within three days from the date of interdiction of any allegedly infringing imported consignment. Prior to grant of registration, the right holder shall also be required to furnish an indemnity bond under Rule 5(b) in the format as specified at Annexure-C to this circular, in addition to the General bond. Thus, the registration would be subject to execution of the General Bond as specified at Annexure-A and indemnity bond as specified at Annexure-C. The specimens for consignment-specific Bond to be executed in terms of Rule 5(a) and the indemnity bond to be executed in terms of Rule 5(b) are enclosed for guidance at Annexure-B and Annexure-C respectively. Necessary amendments may be made to suit the requirements, on case to case basis.

7. The surety and security shall be on consignment basis and shall be furnished along with the bond (Annexure B) consequent upon interdiction of the consignment allegedly infringing rights of the right holder. Keeping in view the value of the goods and other incidental expenses, it has been decided that the bond amount shall be equal to 110% of the value of goods. However, the amount of security to be furnished along with the bond shall be 25% of the bond value. The right holder may furnish security in the form of bank guarantee or fixed deposit. However, if the right holder fails to execute the consignment specific bond and to furnish security within three days from the date of interdiction of the goods, the same must be released forthwith.

8. In case it is found at any stage that the right holder furnished wrong or false information, the registration accorded under Rule 4 of the said Rules may be cancelled forthwith.

9. If, after the registration is granted, the right holder wants any modification on account of any amendment in registration granted to them by the respective registry of the departments enforcing the parent IPR law or on account of any other reason, the right holder shall be required to seek fresh registration in place of the old registration and shall be required to undergo all the processes of registration again, like making fresh application, payment of fees, execution of bond etc.

10. The said Rules provide that notice would be given by the right holders in the format prescribed in the Annexure to the Rules. However, as a trade facilitation measure enabling right holders to file the notice electronically, a user friendly web-enabled application form is being devised. The right holders would be required to log into <http://www.icegate.gov.in>. Thereafter, they can choose the Custom House where they wish to record their notice, from among the ports of importation of the suspected infringing goods. Option has been provided to separately register different IPR's viz., Copyrights, Trade Marks, Patents, Designs and Geographical Indications. As regards payment of registration fees, option has been given to the applicants either to use on-line credit card mode of payment or the conventional mode of Demand Drafts, drawn in favour of

Commissioner of Customs of the Custom House where they wish to get their notice registered. For every separate right, the right holder shall be required to submit a separate notice (application). After completing the formalities on-line, the application can be "submitted" on the website. A Unique Temporary Registration Number (UTRN) will be generated by the System. The System would also prompt the applicant to take a print-out of the application. This printed application form, along with the Demand Draft and physical copies of Bond and indemnity Bond (as prescribed under Rule 5 of the said Rules) and as detailed above, would be required to be submitted to the Commissioner of Customs along with samples, models or photographs.

11. After the receipt of the application, the Commissioner of Customs shall verify the veracity of declarations made therein. If required, cross-verification of particulars furnished may be carried out with the concerned authorities with whom the rights are registered in accordance with the parent enactments. The Commissioner may call for any additional information from the applicant(s). After verification of the application, the Bond (general) and the indemnity bond as required under the said Rules, the particulars would be required to be entered in the CBEC web-site duly furnishing the details. The System would then automatically generate a Unique Permanent Registration Number (UPRN), which will be communicated to the applicant for all future correspondence. Simultaneously, a formal communication to this effect shall be sent, within 24 hours, to the Risk Management Division (RMD), Mumbai and all other Custom Houses, who can access the details through the user names and pass-words given to them. On the contrary, if the Commissioner or his authorized officer of Customs has to reject the application leading to denial of protection, principles of natural justice may be followed. It may be noted that the temporary registration number granted by the System does not accord any protection to the right holders. The temporary registration is only an acknowledgment of the application filed by the right holders and cannot be taken as actionable. The registration will be granted only after the Commissioner of Customs has completed verification of the documents and facts and after the right holder has furnished the General Bond and Indemnity Bond. The protection of rights will be accorded only on grant of a permanent registration number to the right holders.

12. To begin with, while the web-enabled electronic registration system is being put in place, the field Commissioners are advised to accept the applications in the format as prescribed in the Annexure to the said Rules. However, in order to have a centralized registration, it will be mandatory for all applicants to file applications on-line, once the system is geared up for accepting electronic on-line registration. The trade will be intimated the date of coming into force of the electronic regime.

13. It may be noted that though the notice/application for registration may be submitted to the Commissioner of Customs at any of the ports where counterfeit goods are likely to be imported infringing the IPR in respect of any trademark, copyright, patent, design or geographical indication and all formalities associated with the registration are undertaken by that Commissioner, protection will be accorded at all the ports as specified in the notice. Therefore, there is no apparent need for the right holders to make several notices/applications with all the Commissioners of Customs covered under the notice. It may be emphasized that for protection of separate rights under any IPR law, the right holder would be required to apply for separate registration for each such right.

14. In case of suspension of clearance of goods by Customs on its own initiative, the right holder is required to give notice as laid down under rule 3 of the said Rules and to execute the Bonds as specified in rule 5 of the said Rules within five days from the date of suspension of clearance. The procedure of registration would be as stated in the foregoing paragraphs. However, the right holder would be required to execute a Bond in the format as specified in Annexure-B along with security and the indemnity Bond in the format as specified in Annexure-C, prior to grant of registration.

15. Rule 4(2) provides that registration may be granted for a minimum period of one year unless the right holder wants the same for a lesser period. It has been decided that the period of validity of the registration under the said Rules would be 5 years. The Commissioners, therefore, may keep a watch on the expiry of this period. Once the period of validity of registration has lapsed, the right holder would be required to furnish fresh notice, pay the fees as applicable, execute general Bond etc as done at the time of initial registration.

16. It may be appreciated that systematic enforcement of IPRs is new to Customs. Further, the nature of implementation of IPR regime is different in EDI and non-EDI locations. Besides, RMS has not been implemented in all EDI locations. It may be noted that while national-level targeting of consignments can be handled by RMD, Mumbai on the basis of the information

furnished by the applicants, and, under normal circumstances, consignments suspended by the national targets will be sent with appropriate instructions to the officers to handle the suspect consignments, any intelligence driven interdictions on the own initiative of officers cannot be discouraged. However, such ex-officio intervention by officers needs to be regulated and exercised with utmost caution, given the fact that the liability for wrong detention in an ex-officio case would rest entirely with the department. In EDI locations where RMS is not implemented, all the consignments are necessarily assessed before clearance. Therefore, officers in Groups and Sheds at such locations may be sensitized about the IPR registration database so that they can keep a watch on suspect imports. Apropos, the non-EDI locations, where officers do not have access to the “icegate”, copies of the applications along with the accompanying documents shall be sent without delay by the Commissioners who are handling the registration of Rights to such locations by e-mail or by speed post.

17. It may be noted that the terms and the phrases used in the Notification and the Rules made in terms of Section 11, have the meanings, with all grammatical variations and cognate expressions, assigned to them in the respective parent enactments like The Copyright Act, 1957, The Trade Marks Act, 1999, The Patents Act, 1970, The Designs Act, 2000 and The Geographical Indications Act, 1999. Thus, it may be emphasized that determination of the fact whether a particular consignment infringes the rights of the right holder would be done taking into account the provisions of the parent acts.

18. It is important to adhere to the time lines prescribed in Rule 7. The Customs and the right owners/holders seeking protection are under obligation to follow the time lines indicated in various sub-rules that cover practical situations that may arise in the field. Since every suspension of clearance has its concomitant legal implications, the trade as well as field officers dealing with the infringing goods, may be adequately sensitized about the importance of timely action.

19. Sub-rule (9) of Rule 7 of the said Rules, provides for seizure of infringing goods, if there are reasons to believe that the goods are liable to confiscation in terms of Section 111 of the Customs Act, 1962. In this context, it may please be borne in mind that Customs is enforcing laws in personam while protecting intellectual property rights. Thus it is important to make sure that the right holder participates in the Customs proceedings. In case the right holder abstains, the Customs have no obligation to continue with the detention and the goods shall be released forthwith, if otherwise in order.

20. Rule 8 enables examination of goods and drawal of samples on the request of right holders or importers. The regular procedure for sampling may be followed. Representative samples must be kept in the safe custody of Customs till the proceedings are concluded. The expenses involved in sampling, testing of samples etc have to borne by the right holders.

21. For smooth implementation of the IPR regime, it is desirable that an IPR Cell may be constituted in each Custom House. The IPR Cell may be vested with the responsibility of verifying the applications, completing web-enabled registration formalities and making correspondence with the Risk Management Division and other Customs formations. Further, any import involving suspected infringement of IPRs may have to be invariably handled by the IPR Cell. Any instance of suo-moto interdiction of the import consignments by the Customs, involving possible infringements, should also be referred to such IPR Cell. The job is time – bound and sensitive and hence it is advised that officers of proven calibre may only be posted in the IPR Cells.

22. Wide publicity to this Circular may be given by way of issuance of public notice and standing order.

23. Difficulties , if any, faced in the implementation of this circular, may be immediately brought to the notice of the Board.

Sd/-
(P. S. PRUTHI)
Commissioner (Customs &EP)

Member-exporters can avail the Annexure - A, Annexure - B and Annexure - C from the following link :

<http://www.cbec.gov.in/customs/cs-circulars/cs-circulars07/ipr-circ-annx-a.pdf>

<http://www.cbec.gov.in/customs/cs-circulars/cs-circulars07/ipr-circ-annx-b.pdf>

<http://www.cbec.gov.in/customs/cs-circulars/cs-circulars07/ipr-circ-annx-c.pdf>



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

RBI/2007-08/176

A. P. (DIR Series) Circular No. 15

Dated 29th October, 2007

Booking of Forward Contracts - Liberalisation

Attention of Authorised Dealer Category - I (AD Category - I) banks is invited to *A. P. (DIR Series) Circular No. 19 dated January 24, 2002, A. P. (DIR Series) Circular No. 63 dated December 21, 2002, A. P. (DIR Series) Circular No. 26 dated November 1, 2004, A. P. (DIR Series) Circular No. 22 dated December 13, 2006 and A. P. (DIR Series) Circular No. 52 dated May 8, 2007*, in terms of which persons resident in India have been allowed to enter into forward contracts on the basis of underlying exposures. Further, exporters and importers have also been allowed to book forward contracts on the basis of declaration of exposures and based on past performances, subject to specified conditions.

2. As announced in the Annual Policy Statement for the Year 2007-08 (paras 142 and 143), with a view to provide greater flexibility to the Small and Medium Enterprises (SME) sector and resident individuals, it has been decided to further liberalise the scope and range of forward contracts to facilitate such entities to hedge their foreign currency exposures on a dynamic basis. Accordingly, a draft circular was placed on the website on June 1, 2007 for users' views/comments. Subsequently, discussions were also held with FEDAI and banks. On the basis of feedback received, the draft circular was modified and the revised draft was placed on the website on October 10, 2007 for users' views/comments. In the light of feedback now received from banks, FEDAI, user group, etc. the guidelines have been suitably modified.

Small and Medium Enterprises (SMEs) (para 142)

3. In order to enable Small and Medium Enterprises (SMEs), having direct and/or indirect exposures to foreign exchange risk to manage their exposures effectively, it has been decided to allow AD Category – I banks to permit such entities to book/cancel/rebook/roll over forward contracts without production of underlying documents, subject to the following conditions :

- (i) Such contracts may be allowed to be booked after ensuring that the entity qualifies as SME as defined by the Rural Planning and Credit Department, Reserve Bank of India vide circular *RPCD. PLNS. BC. No. 63/06.02.31/2006-07* dated April 4, 2007.
- (ii) Such contracts may be booked through AD Category – I banks with whom the SMEs have credit facilities and the total forward contracts booked should be in alignment with the credit facilities availed by them for their foreign exchange requirements or their working capital requirements or capital expenditure.
- (iii) AD Category – I bank should carry out due diligence regarding “*user appropriateness*” and “*suitability*” of the forward contracts to the SME customers as per Para 8.3 of 'Comprehensive Guidelines on Derivatives' issued vide DBOD. No. BP.BC. 86/21.04.157/2006-07 dated April 20, 2007.
- (iv) The SMEs availing this facility should furnish a declaration to the AD Category – I bank regarding the amounts of forward contracts already booked, if any, with other AD Category – I banks under this facility.

4. SMEs are also permitted to use foreign currency rupee options for hedging their exposures after production of underlying documents or under past performance route.

Resident Individuals (para 143)

5. In order to enable resident individuals to manage/hedge their foreign exchange exposures arising out of actual or anticipated remittances, both inward and outward, it has been decided to permit them to book forward contracts, without production of underlying documents, up to a limit of USD 100,000, based on self declaration. The contracts booked under this facility would normally be on a deliverable basis. However, in case of mismatches in cash flows or other exigencies, the contracts booked under this facility may be allowed to be cancelled and re-booked. The notional value of the outstanding contracts should not exceed USD 100,000 at any time. Further, the contracts may be permitted to be booked up to tenors of one year only.

6. Such contracts may be booked through AD Category I banks with whom the resident individual has banking relationship, on the basis of an application-cum-declaration in the format given in Annex I. The AD Category – I banks should satisfy themselves that the resident individuals understand the nature of risk inherent in booking of forward contracts and should carry out due diligence regarding “*user appropriateness*” and “*suitability*” of the forward contracts to such customer.

7. AD Category – I banks are required to submit a quarterly report to the Chief General Manager, Reserve Bank of India, Foreign Exchange Department, Central Office, Forex Markets Division, Central Office Building, Mumbai - 400 001 within the first week of the following month, as per format given in Annex II. The first quarterly report should be submitted for the quarter ended December 2007 so as to reach Reserve Bank within the first week of January 2008.

8. Necessary amendments to *Notification No. 25/2000-RB dated 3rd May, 2000* [Foreign Exchange Management (Foreign Exchange Derivative Contracts) Regulations, 2000] are being issued separately.

9. AD Category – I banks may bring the contents of this circular to the notice of their constituents and customers concerned.

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

Sd/-
(SALIM GANGADHARAN)
Chief General Manager

Annex I

[Annex to A. P. (DIR Series) Circular No. 15 dated October 29, 2007]

**Application-cum-Declaration for booking of forward contracts
up to USD 100,000 by Resident Individuals**

(To be completed by the applicant)

I. Details of the applicant

- a. Name :
- b. Address :
- c. Account No. :
- d. PAN No. :

II. Details of the foreign exchange forward contracts required

- 1. Amount (Specify currency pair) :
- 2. Tenor :

III. National value of forward contract outstanding as on date

IV. Details of actual/anticipated remittances

- 1. Amount :
- 2. Remittance Schedule :
- 3. Purpose :

Declaration

I,(Name of the applicant), hereby declare that the total amount of foreign exchange forward contracts booked with the _____ (designated branch) of _____ (bank) in India is within the limit of USD 100,000/- (US Dollar One lakh only) and certify that the forward contracts are meant for undertaking permitted current and/or capital account transactions. I also certify that I have not booked foreign exchange forward contracts with any other bank/branch. I have understood the risks inherent in booking of foreign exchange forward contracts.

Signature of the applicant

(Name)

Place :

Date :

Certificate by the Authorised Dealer Category – I bank

This is to certify that the customer (Name of the applicant) having PAN No. has been maintaining an account (No.) with us since *We certify that the customer meets the AML/KYC guidelines laid down by RBI and confirm having carried out requisite suitability and appropriateness test.

Name and Designation of the authorised official :

Place :

Signature :

Date : Stamp and seal

*month/year

Annex II

(A. P. (DIR Series) Circular No. 15 dated October 29, 2007)

Statement – Details of Forward contracts booked and cancelled

For the Quarter ended –

(USD million)

Category	Forward Contracts Booked		Forward Contracts Cancelled	
	During the Quarter	Cumulative total - Year to Date	During the Quarter	Cumulative total - Year to date

SMEs

Individuals

Name of the AD Category – I bank :

Signature of the Authorised official :

Date :

Stamp :

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

RBI/2007-08/176

A. P. (DIR Series) Circular No. 16

Dated 31st October, 2007

**Exim Bank's Line of Credit (LOC) of USD 10 million to Government
of the Republic of Senegal for IT Training Project**

Export-Import Bank of India (Exim Bank) has concluded an Agreement dated July 2, 2007 with the Government of the Republic of Senegal, making available to the latter, a Line of Credit (LOC) of USD 10 million (USD Ten million) for financing exports of eligible goods and services including consultancy services for the Information Technology Training Project in the Borrower's country and which are eligible for export under the Foreign Trade Policy of the Government of India. Out of the total credit by Exim Bank under this Agreement, the goods and services of the value of at least 85 per cent of the contract price shall be supplied by the seller from India.

2. The Credit Agreement under the LOC is effective from September 19, 2007. Under the LOC, the last date for opening of Letters of Credit will be 48 months from scheduled completion date of contract in case of project exports and 72 months from execution date of the Credit Agreement in case of other supply contracts viz., July 1, 2013.

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

4. No agency commission is payable under the above line of credit. However, if required, the exporter may use his own resources or utilise balances of his EEFC account for payment of commission in free foreign exchange. Authorised Dealer Category- I (AD Category - I) banks may allow such remittance after realisation of full payment of contract value subject to compliance with the prevailing instructions on payment of agency commission.

5. AD Category - I banks may bring the contents of this circular to the notice of their exporter constituents and advise them to obtain full details of the Line of Credit from Exim Bank's office at Centre One, Floor 21, World Trade Centre Complex, Cuffe Parade, Mumbai 400 005.

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

Sd/-
(SALIM GANGADHARAN)
Chief General Manager

Exim Bank extends Line of Credit to Finance a Power Project in Myanmar

Export-Import Bank of India (Exim Bank) has, at the behest of Government of India, extended a Line of Credit (LOC) of US\$ 60 million to Myanmar Foreign Trade Bank, an agency nominated by the Government of Myanmar, to finance the Thahtay Chaung Hydropower Project in Myanmar. Under the LOC, Exim Bank will reimburse 100% of contract value to the Indian exporter, upfront upon the shipment of goods.

This is the fourth Line of Credit extended by Exim Bank to Myanmar, at the behest of Government of India. The earlier LOCs have been utilized to finance projects such as railway rehabilitation, telecommunication and refinery.

Besides promoting India's exports, Exim Bank's LOCs enable demonstration of Indian expertise and project execution capabilities in emerging markets.

With the signing of this LOC Agreement, Exim Bank has now in place 82 Lines of Credit, covering 84 countries in Africa, Asia, Latin America, Europe and the CIS, with credit commitments amounting to US\$ 2.7 bn, available for utilization for financing exports from India. Exim Bank's LOCs afford a risk-free, non-recourse export financing option to Indian exporters.

For further information, please contact

Mr. P. R. Dalal
Chief General Manager
Export-Import Bank of India
Centre One Building, Floor 21
World Trade Centre Complex, Cuffe Parade
Mumbai 400 005.
Tel. : (022) 22162073/22172310
Fax : (022) 22182460
E-mail : eximloc@eximbankindia.in

OFFICE BEARERS OF THE COUNCIL

CHAIRMAN

Rakesh Shah

Phone: Off : 91-33-22872511/22876640/
22874447/22804929
Res: 91-33-24071637/1638/24689706
Fax : Off : 91-33-22875104/22870780
Res: 91-33-24456925
E-mail : rakesh@niphaindia.com
nipha@niphaindia.com

VICE CHAIRMEN

Mahesh K. Desai

Phone: Off : 91-40-27617098/27615131
Res: 91-40-27765793
Fax : 91-40-27614376
E-mail : hyd1_meera@sancharnet.in

Amanpreet Singh Chadha

Phone: Off : 91-22-66355155/56/57
Res: 91-22-23516865
Fax : 91-22-23854428
E-mail : aman@nikkobearings.com

REGIONAL CHAIRMEN

Eastern Region

R. P. Sehgal

Phone: Off : 91-33-22803127/22878229/
22902256
Res: 91-33-22407094
Fax : 91-33-22899938
E-mail : carcast@vsnl.net

Northern Region

S. C. Ralhan

Phone: Off : 91-161-2673805/806/2670219
Res: 91-161-2670129/2672542
Fax : 91-161-2671049/2676817
E-mail : sritools@jla.vsnl.net.in

Southern Region

B. Chandrasekharan

Phone: Off : 91-80-26570711/12
91-80-26570718 (D)
Res: 91-80-26764665
Fax : 91-80-26570713/14
E-mail : sai_bcn@yahoo.com
kwkpv1@blr.vsnl.net.in

Western Region

Nayan N. Shah

Phone: Off : 91-22-65702939/26763555
Res: 91-22-26207506
Fax : 91-22-28730291
E-mail : info@kewelectricals.com

EPEC OFFICES IN INDIA AND ABROAD

R. Maitra
Executive Director
Engineering Export Promotion Council
Vandhna (4th Floor), 11 Tolstoy Marg
New Delhi 110 001
Tel. : 91-11-23353353, 23711124/25
Fax : 91-11-23310920
E-mail : eepcto@eepc.gov.in
URL : www.eepcindia.org

HEAD OFFICE

B. Sarkar
Addl. Executive Director & Secretary
Engineering Export Promotion Council
Vanijya Bhavan (1st Floor)
International Trade Facilitation Centre
1/1 Wood Street
Kolkata 700 016
Tel. : 91-33-22890651/52
Fax : 91-33-22890654
E-mail : eepcho@eth.net
URL : www.eepcindia.org

TERRITORIAL DIVISION

Vandhna (4th Floor)
11 Tolstoy Marg
New Delhi 110 001
Tel. : 91-11-23353353, 23711124/25
Fax : 91-11-23310920
E-mail : eepcto@eepc.gov.in

REGIONAL OFFICES

Chennai

M. Ganesan
Regional Director
Greems Dugar (3rd Floor)
149 Greems Road
Chennai 600 006
Tel. : 91-44-28295501, 28295502
Fax : 91-44-28290495
E-mail : eepcchennai@airtelbroadband.in

Kolkata

Ms. Anima Pandey
Regional Director
Vanijya Bhavan (2nd Floor)
International Trade Facilitation Centre
1/1, Wood Street
Kolkata 700 016
Tel. : 91-33-22890673/74
Fax : 91-33-22890687
E-mail : eepcrokol@vsnl.net

Mumbai

Rajat Srivastava
Regional Director
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
eepcmum@vsnl.com

New Delhi

Shrikar Dole
Regional Director
Surya Kiran (4th Floor)
19 Kasturba Gandhi Marg
New Delhi 110 001
Tel. : 91-11-23314171/74
Fax : 91-11-23317795
E-mail : eepc@spectranet.com

SUB-REGIONAL OFFICES

Bangalore

C. H. Nadiger
Asst. Director
Vinayaka Complex (2nd Floor)
44/45, Residency Road Cross
Bangalore 560 025
Tel. : 91-80-25581396/25588669
Fax : 91-80-25586914
E-mail : eepcsrob@vsnl.net

Hyderabad

J. V. Raja Gopal Rao
Asst. Director
'Soham Mansion' (1st Floor)
No. 5-4-187/3 & 4/4, M. G. Road
Secunderabad 500 003
Tel. : 91-40-27536704
Telefax : 91-40-27536705
E-mail : eepchyd@eth.net

Jalandhar

Opinder Singh
Asst. Director
Plot Comm. 1, Focal Point
Jalandhar 144 004
Tel. : 91-181-2602264
Fax : 91-181-2601124
E-mail : eepcj@vsnl.com
enggcorp_jld@dataone.in

FOREIGN OFFICES

Singapore

D. D. Roy, *Resident Director*
No. 3, Shenton Way
#07-02 Shenton House
Singapore 068805
Tel. : 65-62279282/83
Fax : 65-62279284
E-mail : enexproco@singnet.com.sg

South Africa

M. K. Sharma, *Resident Director*
Thebe House (1st Floor)
166, Jan Smuts, Rosebank
Johannesburg-2196
South Africa
Tel. : 27-11-8802973
Fax : 27-11-2374000
E-mail : eepcindia@telkomsa.net

U.S.A.

Rana Roy, *Resident Director*
India Engineering Center
1601 Feehanville Drive, Suite # 200
Kensington Business Center
Mount Prospect, IL, 60056, USA
Tel. : 1-847-297-8500 (2 lines)
Fax : 1-847-297-8502
E-mail : eepcchicago@sbcglobal.net