



## 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 :

<b>S. No.</b>	<b>Buyer Seller Meet</b>	<b>Dates</b>
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

#### **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

#### **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

#### **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

**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	<b>Please tick mark preferred BSM</b> <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**.