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# INDEE

ENGINEERING EXPORT BULLETIN

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## Highlights

### 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.

MDA Grant available for your participation. Rush your entries to avoid disappointment.

### Govt. Notice/ Circular

Public Notice No. 37 (RE-2007)/ 2004-2009 dated 23rd August, 2007 – Amendments in HB (Vol. I) Reg. Entitlement & Undertaking.

Policy Circular No. 06 (RE-2007)/ 2004-2009 dated 21st August, 2007 – Clarification on export documentation & entitlement under DFCE for status holders scheme under Exim Policy & Target Plus Schemes under FTP.



Seminar on Comprehensive Strategy for SME Development held in Kolkata on 24th August, 2007.

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For information about India Engineering Center, Chicago visit : [www.indiaengineeringchicago.com](http://www.indiaengineeringchicago.com)

For information about Engineering Export Promotion Council visit : [www.eepcindia.org](http://www.eepcindia.org)

For information about EEPC Exhibitions visit : [www.eepcindee.com](http://www.eepcindee.com)

## Chairman's Pen



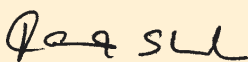
*My dear fellow exporters,*

*As per press reports the Government has requested steel exporters to immediately end the practice of selling in international markets at rates cheaper than those in the domestic market. The Government is reported to have stated that this practice was causing an artificial hike in domestic prices. Further, the press reports also indicated that in order to provide relief to secondary steel producers, the Government is considering a proposal for a duty waiver for ferrous scrap, which is used as input for steel making. If the above reports are true, then this will, indeed, be a big boost to engineering exporters to enable them to procure raw materials at competitive prices. Members would recall that the Council has been advocating this policy for some time now. The Council will continue to advocate and pursue the need for competitive raw materials for engineering exporters and is in the process of formulating a concept note for the development of holistic raw materials supply policy in the country.*

*The media also reported on August 24th that the Government is now in the final stages of announcing the notification for service tax exemption for services incurred at the post-production stage of exports. While the press has given a list of services that will fall under the exemption notification, such as, warehouse charges, courier charges, banking charges, inland haulage charges, registration charges, commission to foreign agents and port charges, it seems that there would be riders attached ostensibly to prevent misuse of the exemption. In fact the press reports mention that "as a precaution against misuse of the incentive, the commerce ministry has laid down that service tax on the identified services would be compensated only to the extent these relate to exports of goods". We do hope that notification will be announced at the earliest since it now over five months that the Commerce Minister Shri Kamal Nath had announced this progressive step.*

*Meanwhile, as we are a month away from completing half of the current fiscal year, it is time for the Council to send its pre-budget suggestions to the Government. I would, therefore, urge you to send your specific suggestions to the Council with regard to fiscal issues like customs tariffs, income and corporate taxation, central excise, service tax as also any procedural issues that needs to be addressed by the Ministry of Finance. Please give your justification as well so that the Council can present a cogent case for the issues that you have raised.*

*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.

**Early bird discount of Rs. 10,000/- will be provided to the companies who will confirm their bookings up to 31st October, 2007.**

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 :-

### 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

### 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

### 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

### 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

### 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



## Application Form

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

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	:	<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.

Signature : \_\_\_\_\_

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

Overseas Market Information



Market Survey on Electricity Sector in Sudan

Sources of information

This survey is based on primary, secondary and tertiary sources, including, but not limited to, interviews with Government officials, industry players, market regulators, importers, tax officials, exporters and the Embassy's own cumulative experience over several years. Market intelligence has also been gathered by paid surveyors.

Fact Sheet

Official Name	: Republic of the Sudan
Head of State	: Field Marshal Omer Hassan Ahmed al-Bashir
First Vice President	: Lt. Gen. Salva Kiir Mayardit (also President of Government of Southern Sudan)
Vice President	: Mr. Ali Osman Mohammed Taha
Minister of Foreign Affairs	: Mr. Lam Akol Ajawi
Minister of Defence	: Mr. Abdel Rahim Mohd. Hussein
Minister of Foreign Trade	: Prof. George Boreng Niyami
Minister of Industry	: Dr. Jalal Yusuf Al Dugair
Minister of Energy and Mining	: Dr. Awad Ahmed Al Jaz
Area	: 2,505,812 sq. km.
Population	: 40 million (estimated 2006)
Administrative Structure	: Divided into 25 states each headed by an appointed Wali or Governor with its own appointed legislative assembly.
National legislature	: Bicameral parliament, to be made up of a wholly-elected 450-member National Assembly (presently all members are appointed under power-sharing quotas agreed under the Comprehensive Peace Agreement of January 2005) and a Council of States, composed of two representatives from each state.
Main Cities	: Khartoum (comprising Khartoum, Khartoum North & Omdurman), Port Sudan, Wad Medani, El Obeid, Atbara and Juba (capital of South Sudan).
Religion	: Islam (70%), Christianity (10%) mainly in Southern Sudan and traditional religions (majority of population in Southern Sudan).
Language	: Arabic (spoken by 60% of population), English is widely spoken, and estimated 115 tribal languages.





Currency	: Sudanese Pound : US\$1 = SP 2 (June 2007)
GDP 2006	: US\$ 39.7 bn
GDP Growth 2006	: 10%
Inflation 2006	: 7.5% (official), but actual closer to 25%
GDP per capita 2006	: US\$1,000
Life Expectancy	: 56 years
Adult Literacy	: 60%
Global Trade 2006	: Imports (FOB) US\$8.07 bn; Exports (FOB) US\$5.97 bn
Major Imports from 2006	: China, India, Saudi Arabia, UAE, Egypt, Japan, France, UK
Main Imports	: Machinery & equipment, manufactured goods, petroleum & petroleum products, transport equipment, chemicals, wheat.
Major exports to 2006	: China, Japan, Saudi Arabia, UAE
Main exports	: Crude oil, livestock, sesame, cotton, gold, gum-arabic, hides & skins.
Imports from India 2006	: US\$599.04
Main imports from India	: Engineering goods including machinery & equipments, transport equipment, drugs & pharmaceuticals, readymade garments, textile yarn, plastic and linoleum products, rice, paper & wood products, tea, pulses, cosmetics & toiletries.
Exports to India 2006	: US\$22.5 million
Main Exports to India	: Crude oil, cotton, hides & skins, leather, metal scrap and gum-arabic.

### Sudanese Economy

Sudan is the largest country in Africa, sharing borders with nine countries, with a 700 km coastline on the Red Sea with Port Sudan providing an entry point for overland trade to a number of countries. Poor economic management, coupled with the severe economic disruption and imbalances caused by the civil war have constrained development. Oil income rose in 2006 (to almost US\$7-8 bn) owing to higher output and prices, but is declining in 2007. Bolstered by further gains in non-oil output and an expansion of the tax base, revenues will climb.

### The Peace Dividend

The Comprehensive Peace Agreement signed in January 2005 offered an unprecedented opportunity for millions of Sudanese for peace, prosperity and development. Improved domestic and overseas confidence did initially boost consumption and investment. In 2005, FDI hit US\$3.8 bn, the highest ever in a single year, making Sudan among the top five African recipients of FDI. It was US\$3.2 bn in 2006. Reserves in end-2006 (US\$1.4 bn) provided less than two months import cover. During the two decades before the development of the oil sector, Sudan had reserves that averaged only US\$75 mn. While the oil industry continues to attract substantial inflows, foreign money is also coming into other sectors of the post-conflict economy. In 2006, for example, work began on a new US\$100 mn B-O-O (25-year concession) wastewater project in Khartoum by a Lebanese group.

The funds pledged at the April 2005 Oslo Donor's Conference were expected to exceed US\$2.5 bn once all pledges came in. This was to cover reconstruction in the South, the border areas that suffered the gravest damage during the civil war, and Sudan as a whole. However, most donors have linked their Oslo pledges to progress in Darfur.



Under the peace deal, the autonomous Government of Southern Sudan has autonomy in its spending decisions as well as access to 50% of all revenue (oil and non-oil) generated in the South. However, the Southern Government (that assumed charge in October 2005) has little physical, social or financial infrastructure for policy execution. Its members have little experience of Government and even less of economic strategy.

Thanks to oil exports and the return of peace and reconciliation, Sudan holds out bright prospects for Indian exporters and investors. The Embassy recommends that Indian companies explore commercial possibilities in Sudan immediately.

### India-Sudan Commercial Relations

Relations between India and Sudan received a new impetus with the visit of President Dr. A. P. J. Abdul Kalam to Sudan in October 2003. India and Sudan signed a Bilateral Investment Promotion & Protection Agreement (BIPPA), a Double Taxation Avoidance Agreement (DTAA) and an MOU on cooperation in the field of Information Technology. India announced a US\$50 million line of credit, the first ever for Sudan.

At the April 2005 Oslo Donor's Conference, India pledged a grant of US\$10 million and a further concessional US\$100 mn line of credit. The utilization has been finalized. Exim Bank gave US\$41.9 mn loan for the 200 km Singa-Gedaref 220 kV double circuit transmission line and substations in January 2006.

Some of the major India-Sudan commercials where Indian firms tied-up with Sudanese firms are as follows :

- (i) IRCON for Khartoum-Wad Medani Railway Link;
- (ii) BHEL for Kosti Power Project (500 MW);
- (iii) ONGC Videsh Limited (OVL) for pipeline project for Khartoum refinery to Port Sudan export terminal.

India is Sudan's second largest source of goods and services. Several agreements on trade, economic, cultural and technological fields as well as the establishment of an Indo-Sudan Joint Business Council are clear evidence of the mutual desire to enhance bilateral cooperation.

### The Way Ahead

Sudan understands India, once its largest economic partner, and actively seeks to enhance all-round relations. Sudanese leaders at every level have talked about their "preference" for India as a development partner. To give a sustained focus to India-Sudan trade relations and achieve 50% annual growth, the Embassy's commercial policy since October 2005 is a non-exclusive "five-plus-one". The five priority sectors in which India can respond to Sudan's developmental requirements are infrastructure, agriculture, human resource development, information & communications technologies, and small & medium industries. The "plus-one" is commercially viable investment in the energy sector (oil, electricity, gas, construction). To achieve this, the Embassy has formulated a Target and Introduce Programme (TIP) under which one new Indian product is introduced every semester.

Of Sudan's 2006 global imports of US\$8.07 billion, India's share at US\$600 mn was up 88%. At the Embassy's initiative, **Enterprise India – Advantage Sudan**, an exclusive Indian product/technology showcase, was held in Khartoum in August 2006. Over 75 Indian companies participated. Business worth US\$150 million was reported.

*(Source : Embassy of India, Khartoum)*

**(To be continued at next issue)**

Tender Information



## Bosnia and Herzegovina

(EEPC Ref. No. DB-1682)

Project : Solid Waste Management Project  
Credit No. 3672-BOS; Project ID No. P057950

Notice No. : **WB4292-710/07**

Issued by : JP "Eko-Dep" Bijeljina  
Milosa Crnjanskog 38  
76 300 Bijeljina, Bosnia and Herzegovina  
Attn. : Mr. Dragan Lazic  
Tel. : (387-55) 224-830, 224-833 (direct)  
Fax : (387-55) 202-085  
E-mail : ekodep@spinter.net  
Website : www.ekodep.com

For : Supply of equipment for operations on Landfill "Brijesnica" in Bijeljina :  
- Lot 1 : Compactor - 1 piece  
- Lot 2 : Bulldozer - 1 piece  
- Lot 3 : Three way tipper - 1 piece

Tender cost : Non-refundable fee of BAM200 or Euro100

Bid security : - Lot 1 : 10.000 BAM or an equivalent amount in a freely convertible currency.  
- Lot 2 : 8.000 BAM or an equivalent amount in a freely convertible currency.  
- Lot 3 : 5.000 BAM or an equivalent amount in a freely convertible currency.

Bid deadline: **03.10.2007**

## Ghana

(EEPC Ref. No. DB-1683)

Project : Health Sector Support Programme (Nutrition and Malaria Control for Child Survival Project)  
Credit No. 3731-GH; Project ID No. P073649  
Credit from IDA

Notice No. : **WB4231-710/07**

Issued by : The Procurement Unit  
Room No. 5  
Ministry of Health  
18th February Road  
Near Department of National Lotteries  
PO Box MB44, Accra, Ghana  
Tel. : (233-21) 674-033, 668-782  
Fax : (233-21) 664-032  
E-mail : procurement@moh.gov.gh (for queries only)

- For : Supply of the under-listed vehicles :
- Lot 1 : Station Wagon; unit size : 1 (quantity : 4)
  - Lot 2 : 4 x 4 Pickup; unit size : 1 (quantity : 38)
  - Lot 3 : 1 Motorcycle; unit size : 1 (quantity : 115)

Tender cost : Non-refundable fee of US\$100 or GH¢94 + US\$50 (courier charge)

Bid security : Not less than 2% of bid price or an equivalent amount in a freely convertible currency.

Bid deadline : **26.09.2007**

### **Mozambique** (EEPC Ref. No. DB-1684)

Project : ERAP - Energy Reform and Access Program  
Credit No. 3819-MOZ; Project ID No. P069183  
Credit from IDA

Notice No. : **WB4306-710/07**

Issued by : FUNAE - Fundo de Energia  
Rua da Imprensa 256, 6° andar  
Portas 607-610 (Prédio 33 andares)  
PO Box 2289  
Maputo  
Mozambique  
Attn. : Mr. Mário Batsana/Miguel Diogo  
Tel. : (258-21) 304-717/720  
Fax : (258-21) 309-228

- For : Electrification of five (5) isolated rural areas by use of Photovoltaic Systems (PV) in the provinces of Manica :
- Lot 1 : PV systems to Manica province
  - Lot 2 : PV systems to Tete province that comprises Solar Photovoltaic Modules, Batteries, Charge Controller, Inverters, Water Pumping Systems, Public Lighting and DC and AC Appliances.

Tender cost : Non-refundable fee of MT2.750,00) or US\$100

Bid deadline : **01.10.2007**

### **Pakistan** (EEPC Ref. No. DB-1685)

Project : Electricity Distribution and Transmission Improvement Project  
Project ID No. P095982  
Loan from IBRD

Notice No. : **WB4267-710/07**

Issued by : Islamabad Electric Supply Company (IESCO)  
Office of Chief Executive Officer  
Street 40, Sector G-7/4  
Islamabad, Pakistan  
Attn. : Mr. Raja Saeed Ahmad  
Manager, Material Management  
Tel. : (92-51) 925-2918/2910  
Fax : (92-51) 925-2920  
E-mail : iesco@iesco.com.pk  
Website : www.iesco.com.pk

For : Procurement of Grid Station Material :

### ICB-01

- Lot-I

Power Transformer 10/13 MVA (9 No.)

Power Transformer 20/26 MVA (2 No.)

### ICB-06

- Lot-I

<b>Name of Goods</b>	<b>Quantity</b>
Control Cables	4 x 2.5 sq. mm. (14.3 km)
Control Cables	8 x 2.5 sq. mm. (14.3 km)
Control Cables	16 x 2.5 sq. mm. (15.3 km)
Control Cables	4 x 6 sq. mm. (22.3 km)
Power Cables	1000 MCM Single Core (6.9 km)
Power Cables	500 MCM Single Core (9.8 km)
Power Cables	4/OAWG 3/Core (0.9 km)

### ICB-02

- Lot-I (Along with Steel Supporting Structure and allied accessories)

<b>Name of Goods</b>	<b>Quantity</b>
Circuit Breaker	132 kV 315 kA, 1600A (19 sets)
Line CT's	132 kV (ratio 1200:600:300/5A) (30 No.)
TF CT's	132 kV (ratio 200:100/5A) (30 No.)
Bus Isolators	132 kV, 20 kA, 1600A (18 sets)
Line Isolators	132 kV, 20 kA, 1600A (17 sets)
	132 kV P.Ts (Single pole) (9 No.)
Lightning Arrestors	132 kV (30 No.)
Lightning Arrestors	11 kV (30 No.)

- Lot-II

<b>Name of Goods</b>	<b>Quantity</b>
Connectors TMLH	(57 No.)
Connectors TMHH	(81 No.)
Connectors 90BH30	(45 No.)
Connectors 90B63F	(45 No.)
Tension Strings (without insulators)	600 mm (24 sets)
Suspension Strings (w/o insulators)	600 mm (6 sets)
Outdoor T/Kits 1000MCM Single Core	(93 No.)
Outdoor T/Kits 500MCM Single Core	(150 No.)
Outdoor T/Kits 4/OAWG 3/Core	(30 No.)
Indoor T/KITS 1000MCM Single Core	(93 No.)
Indoor T/KITS 500MCM Single Core	(150 No.)
Indoor T/KITS 4/OAWG 3/Core	(30 No.)

Bidders may bid for one or both lots under ICB - 02. Contracts will be awarded lot-wise i.e total four (4) contracts for the four lots under ICB-01, 06 and 02.

Tender cost : Non-refundable fee of Pak Rs3,000 or US\$50 per set + Pak Rs.4,000 or US\$65 (courier charge).

- Bid security : - ICB 01 : Pak Rs4,560,000  
 - ICB 02 : Lot I - Pak Rs1,704,000  
 - ICB 02 : Lot II - Pak Rs132,000  
 - ICB 06 : Pak Rs384,000

Bid deadline : **11.10.2007**

(Source : UN Development Business Website)

Trade Enquiries



Trade enquiry received from Indian Mission Overseas

**Saudi Arabia**

(Source : Embassy of India, Riyadh)

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Ma'ar Group	P.O. Box : 2187 Riyadh 11451 Saudi Arabia	Tel. : 00966-1-2051999 Fax : 00966-1-2053777 E-mail : purchasing@maargroup.com maar@maargroup.com info@maargroup.com Website : www.maargroup.com	To set up a processing unit for sugar in Saudi Arabia. The company plans to do the final processing and refining of sugar (making it white), packaging and labeling under the name of the Saudi company. The initial processing capacity of the plant is 100 MT/month.





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

**Public Notice No. 37 (RE-2007)/2004-2009**

Dated 23rd August, 2007

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

1. 2nd sub-para of paragraph 4.7.1 stands replaced by the following sub-para :

“However, in cases where NC has already ratified norms for same export and import products in respect of an authorization obtained under paragraph 4.7, such norms shall be valid for a period of **one year** reckoned from the date of ratification.”

2. Last sentence of paragraph 4.7.1 stands amended as follows :

“However, NC should ensure that such adhoc norm(s), if not notified already are notified within a period of one month after **one year** of ratification of such adhoc norms(s).”

3. At the end of paragraph 4.7.5, the following shall be added :

***“However in such cases where the NC decides adhoc norms based on information available to it and the exporter represents against the decision of the NC, time limit for filing representation, if any, before the Norms Committee shall be four months from the date of communication of decision of the fixation of adhoc norms by NC.”***

Sd/-

(R. S. GUJRAL)

Director General of Foreign Trade

(File No. 01/94/180/AA-Self declared basis/AM08/PC-I)

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

**Policy Circular No. 06 (RE-2007)/2004-2009**

Dated 21st August, 2007

**Clarification on export documentation and entitlement under DFCE for Status Holders Scheme under EXIM Policy and Target Plus Schemes under Foreign Trade Policy.**

Attention is invited to Policy Circular No.9 (RE2005)/2004-09 dated 14.06.2005. In Para 3 therein, it has been stated that where more than one names are mentioned in export documents, the exporter shall give documentary evidence to prove that such mentioning was mandatory and legally required.

An issue has been pointed out by FIEO regarding disallowing goods manufactured by supporting manufacturers in case supporting manufacturer is a status holder and authorities calling for documentary proof of more than one name in export documents.

The issue has been examined in detail and it is decided that

1. Policy Circular No.9 (RE2005)/2004-09 dated 14.06.2005 has clarified, and it is being made explicit herein, that a shipment shall be taken into account of applicants' export performance only if export proceeds are received in free foreign exchange by applicant directly from overseas.
2. Further, in terms of clause (v) of Note 1 of Para 3.2.7.1 (vii) of DFCE for Status Holders Scheme under EXIM Policy (RE2003), supplies from one status holder to another is not eligible for entitlement. Representation have been received from FIEO that supporting manufacturers who happen to be status holders and are manufacturing goods on behalf of applicant exporter, are being treated as 'suppliers' leading to making such exports ineligible. The issue has been examined and it has been decided that 'suppliers' and 'supporting manufacturers' are distinct categories and cannot be clubbed together. Hence goods manufactured by supporting manufacturer cannot be made ineligible under the above referred clause, although supporting manufacturer may happen to have a status certificate.
3. Once condition 1 and 2 above are satisfied, applicant can count a shipment in his export performance and the same would be entitled for benefits under the reward schemes.

*Sd/-*

(A. K. SINGH)

Joint Director General of Foreign Trade

(File No. 01/94/180/308/AM-07/PC-I)

**Steel Prices : Ex-Mandi Gobindgarh : on immediate payment basis**

**Mandi Gobindgarh**

**Open Market Rates of Rerollables (August 11, 2007)**

(Inclusive of Excise Duty) (Trade Terms 1% Cash Discount)

(Rate Rs. per Tonne)

Ingots		Blooms		Rej. Wheel (Big)		Rej. Wheel (Small)	
Arc/Ind. Furnaces		Above 251 mm Bloom (HC)	29,400/-		22,400/-		21,200/-
round quality (21x25)	25,000/-	Above 251 mm Bloom (MS)	29,400/-	Cut Tyre (Big)	23,100/-	Cut Tyre (Small)	23,000/-
structural quality (28x30)	24,900/-	Bloom 160x250 mm (DSP)	29,500/-				
Low carbon (12x16)	25,400/-	130/135/140 mm (Tisco) MS	–	<b>Melting Scrap (F.O.R.)</b>			
Semi-low carbon (16x20)	25,000/-	150x150 mm Concast (DSP)	30,300/-	Rolling Mill end	20,000/-		
5x6 girder quality (28x30)	24,900/-	150x150 mm MS (SAIL)	30,300/-	Good Godown	18,300/-		
Runners/Risers	23,500/-	Bloom Cut into pcs. (MS)	29,600/-	Godown Scrap	18,000/-		
Bones/Clean	22,100/-	Bloom Cut into pcs. (Medium)	26,900/-	Turning	18,000/-		
		Bloom Cut into (Patra Pass)	26,900/-	Tin Tapper	16,500/-		
				Sponge Iron	16,400/-		
<b>Billets &amp; Squares</b>		<b>Slabs</b>		<b>Pig Iron (F.O.R.)</b>			
50x50x63x63x65x65 mm MS	–	Durgapur Slabs 14"x3"	–	Foundry Grade	21,800/-		
75x75x80x80x90x90 mm MS	26,100/-	Durgapur Slabs	25,500/-	Steel Grade	20,600/-		
100x100 mm MS	26,200/-	Bokaro Slab Heavy	25,800/-	C.I. Turning	16,000/-		
125x125 mm MS	–	Tata Concast Slab (Heavy)	25,900/-	Degi Scrap	20,100/-		
100x100 mm Concast-Billets	26,400/-	Skelp Tisco	–	Deg Casting	27,000/-		
100x100 Concast-SAIL DSP	26,400/-	<b>Rails</b>		Ingot Moulds (Old)	19,600/-		
H.C. Billet SAIL 150x150 mm	–	Untested Rail - 75 lbs.	23,300/-	Ingot Moulds (New)	26,500/-		
H.C. Billets-Tisco 75x75 mm	–	Untested Rail - 90 lbs.	23,200/-	Cut Ingot Moulds	20,200/-		
		Untested Rail - 105 lbs.	23,100/-				

**Open Market Rates of Finished Goods (August 11, 2007)**

(Inclusive of Excise Duty) (Trade Terms 1% Cash Discount)

(Rate Rs. per Qntl.)

M. S. Rounds		4 mm	5 mm	6 mm	8 mm	10 mm	12 mm	16/20 mm	22/25 mm	
Mild		2830/-	2730/-	2580/-	2640/-	2680/-	2810/-	2810/-	2780/-	
Medium-Semi		–	–	–	–	2680/-	2810/-	–	–	
Zindi Pass (Drawing)		–	–	–	2810/-	2810/-	2810/-	2810/-	2790/-	
Above rates of 6 mm rounds are of length up to 14' Above 18' = 2580/-										
Heavy Rounds		28 to 53 mm	63 to 100 mm	110 to 125 mm	140 to 150 mm	165 mm	180 mm	200 mm		
Mild		2770/-	2860/-	2960/-	3050/-	3130/-	3170/-	3180/-		
M. S. Squares		4 mm	5 mm	6 mm	8 mm	10 mm	12 mm	16/20 mm	22/25 mm	
Mild		2830/-	2730/-	2580/-	2580/-	2630/-	2800/-	2800/-	2770/-	
M. S. Angles		20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	90 mm	100 mm
3 mm		2880/-	2830/-	2830/-	2830/-	2850/-	2860/-	–	–	–
5 mm		–	2810/-	2810/-	2800/-	2790/-	2800/-	2800/-	2860/-	2910/-
6 mm		–	2810/-	2810/-	2800/-	2790/-	2800/-	2800/-	2860/-	2910/-
M. S. Flats		20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	100 mm	
3 mm		2680/-	2700/-	2710/-	2720/-	2740/-	2900/-	2900/-	2870/-	
5 mm		2700/-	2810/-	2810/-	2800/-	2800/-	2800/-	2800/-	2800/-	
6 mm		2700/-	2810/-	2810/-	2800/-	2800/-	2800/-	2800/-	2800/-	
8 mm		2700/-	2810/-	2810/-	2800/-	2800/-	2800/-	2800/-	2800/-	
10 mm		–	–	2810/-	2800/-	2800/-	2800/-	2800/-	2800/-	
12/25 mm		–	–	2810/-	2800/-	2800/-	2800/-	2800/-	2800/-	
18/19 Gauge		2900/-	2900/-	2900/-	2920/-	2940/-	2920/-	2920/-	2920/-	

[Prices at other stockyards may vary]

[Source : Steel Town (Weekly), August 11, 2007]

## **Important Notice**

### **IMPORTANT DECISIONS OF VARIOUS PANEL AND SUB-COMMITTEE MEETINGS**

#### **PANEL MEETINGS**

#### **Important points discussed at the Railway Rolling Stock & Components, Signaling Equipments and other Transport Equipments including Air-Crafts, Ship Building and Repairing etc. Panel meeting held in Kolkata on May 25, 2007**

- It was decided to collect necessary feedback from all Panel members on export target for this Panel for the year 2007-08.
- It was decided to request Council for consideration of its participation in few specialized internationally reputed conventions/exhibitions exclusively connected with Railway items such as Business on Rails Conference & Exhibition in Brazil, AusRAIL Plus in Australia and Inno Trans in Germany in the Council's Promotional Activities for 2008-09.
- It was decided to bring out product catalogue.

#### **Important points discussed at the Mica and Other Mineral based products Panel meeting held in Kolkata June 29, 2007**

- It was decided to fix target at Rs. 750 crore for this Panel for the year 2007-08.
- It was decided that the Council should follow-up the representation submitted to the Ministry regarding inclusion of Mica and Mica based products (H S Code Nos 2525, 8545) in the 'Focus Product Scheme' of Government of India.
- It was decided that the Council should take-up the issues regarding Export Cess and imposition of Excise Duty on Mica and Mica based products with the Government.
- It was decided to request the Council to approve the Panel's proposal to conduct market study on India's Mica and Mica products export to few select focus and non-focus countries.
- It was decided to bring out product catalogue.

#### **Important points discussed at the Machine Tools Panel meeting held in Kolkata on June 22, 2007**

- The Panel meeting was graced by Shri Rakesh Shah, National Chairman of the Council. Shri K.R. Pandian, Convener of the Panel mentioned that value addition in this sector was very high and the delivery time was also long. The Rupee appreciation is particularly affecting this sector as forward booking would not help. In fact there was huge loss in employment due to drop in exports, i.e., for every 1% drop in exports there would be a loss of 1.6 lakh jobs. There has been 10% drop in exports due to Rupee appreciation, thus 16-lakh loss of jobs. There was a Committee to find out production and employment loss that would probe into the matter and look for appropriate solutions, the Panel Convener said.

Shri Rakesh Shah, National Chairman, suggested that Seminars on Forfeiting, Forex Management, Hedging opportunities be organized for the benefit of the members of the Council.

#### **Important points discussed at the Pumps – All Types Panel meeting held in Chennai on July 20, 2007**

- The Panel, after a detailed deliberations, arrived at a consensus to participate in the following events overseas :
  - (i) India Pavilion in the Pumps & Systems Asia 2008, Singapore;
  - (ii) Trade Delegation to Latin American Countries, viz., Brazil and Argentina.

### Important points discussed at the Stainless Steel Houseware Products Panel meetings in Mumbai on June 13, 2007 and in Chennai on August 03, 2007

- Customs Appraisers are raising objections when there are non-stainless steel components such as plastic/wooden handles, plastic/glass lids, in any stainless steel utensil/cutlery for exported under Drawback schedules tariff item 7323. This was clarified under the DEPB regime. Needs to be clarified under the Drawback Scheme as well.
- Shri Sulekh Jain, Convener of the Panel chaired the meeting. The Panel expressed concern over the slow growth in exports of the products covered by the Panel. The Convener stressed the need for aggressive marketing drive for promoting export of the Panel products.

### Important points discussed at the Industrial Machinery - Others Panel meeting in Ahmedabad on June 29, 2007

- Members reasoned the following for falling growth rate in export :
  - (a) Lack of proper infrastructural facilities in ports.
  - (b) Procedural delays in making shipments.
  - (c) Lack of initiative for technical up-gradation.
  - (d) Rupee appreciation

#### ***Policy issues***

Request for fixation of DEPB rates on pressed roller bearing cages/pressed ball bearing & brass cages (SION Nos. C-1973, 1974 & 1993 respectively) was made by M/s. Harsha Engineers Ltd., Ahmedabad.

Problems faced due to non-availability of DEPB/DBK for Humidification Plant causing fall in export of the item, was referred by M/s. Draft-Air Intl (I) Pvt. Ltd., Ahmedabad.

### Important points discussed at the Hand Tools Panel meeting held in Jalandhar on April 27, 2004

- To include hand tools in the Focus Product Scheme of DGFT.
- The new Scheme to replace DEPB should run parallel to DEPB for at least six months or one year before DEPB is withdrawn.
- The Government should be pressed to open the road route for exports of engineering goods to Pakistan. This will help the Indian exporters and bilateral trade between two countries.
- To allow MDA through direct participation in the Exhibitions/Trade Fairs/Delegations. There should be no hard and fast condition of fourteen days clear notice.
- Raw material prices need to be contained as it has become difficult to survive for SMEs in the today's competitive atmosphere.
- The Dollar depreciation has caused huge loss to many exporters and Government should compensate the exporters against such fluctuations.

## Important Notice

### To All Members

### Monthly Export Returns

The format for submitting the Monthly Export Returns to the Council is furnished below. Member firms are requested to submit their Export Returns regularly every month to the Council as per this format.

1. Name of the Exporter :
2. Category of Exporter : SSI/SIA/Merchant/Export House
3. Nature of Export : Direct/Indirect
4. Reporting Month :
5. IE Code No. :
6. PAN No. :
7. State Code No. :
8. **A. Export Performance** :

ITC HS Code No.	Item/Service	Country of Export	Export during the month		Cumulative export during the year from 1st April to end of the reporting month	
			Qty. (M/T)/ Unit	FOB Rs. in Lakhs/ US\$ '000	Qty. (M/T)/ Unit	FOB Rs. in Lakhs/ US\$ '000

#### **B. Deemed Exports** :

ITC HS Code No.	Item/Service	Name of Indian Project	Export during the month		Cumulative export during the year from 1st April to end of the reporting month	
			Qty. (M/T)/ Unit	FOB Rs. in Lakhs/ US\$ '000	Qty. (M/T)/ Unit	FOB Rs. in Lakhs/ US\$ '000

#### **C. Export Contracting Position** :

ITC HS Code No.	Item/Service	Country of Export	New order secured during the month		Outstanding export orders position as on end of the reporting month	
			Qty. (M/T)/ Unit	FOB Rs. in Lakhs/ US\$ '000	Qty. (M/T)/ Unit	FOB Rs. in Lakhs/ US\$ '000

**Note :** Export Returns (Including Nil Returns) of the reporting month are to be submitted positively by the **10th of the next month** to Head Office, Engineering Export Promotion Council, Vanijya Bhavan (1st Floor), International Trade Facilitation Centre, 1/1 Wood Street, Kolkata 700 016 with a copy to respective Regional Office of the Council where the member-firm has been enrolled.

### STATE CODES

All the exporters are required to indicate the state of origin of their export product in their shipping bills. For this purpose the following codes are to be utilised :

Code No.	Name of the State	Code No.	Name of the State	Code No.	Name of the State	Code No.	Name of the State
01	Assam	16	Orissa	39	Chandigarh	70	Madhya Pradesh
02	Meghalaya	17	Sikkim	44	Jammu & Kashmir	71	Chattisgarh
03	Mizoram	18	Tripura	46	Himachal Pradesh	80	Andhra Pradesh
06	Bihar	19	Andaman & Nicobar	50	Rajasthan	84	Karnataka
07	Jharkhand	20	Uttar Pradesh	54	Gujarat	89	Lakshadweep
09	Arunachal Pradesh	21	Uttaranchal	60	Maharashtra	90	Tamil Nadu
10	West Bengal	29	Delhi	67	Daman & Diu	96	Kerala
14	Nagaland	30	Punjab	68	Goa	99	Pondicherry
15	Manipur	34	Haryana	69	Dadra & Nagar Haveli		



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