



**Council's Activities**

**EEPC India Invites Participation for  
India Pavilion at *The BIG 5 2012* and *PMV 2012*  
in The Dubai World Trade Centre, Dubai, UAE  
(05 - 08 November, 2012)**

EEPC India is pleased to announce organizing *India Pavilion* at *The BIG 5 2012* and *PMV 2012* in Dubai World Trade Centre, Dubai during 5th – 8th November, 2012 and invites participation from members.

**INDIA - GCC (Gulf Cooperation Council) Relation**

The GCC countries, namely Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and UAE, are moving ahead with their economic integration efforts and offer tremendous potential for cooperation in trade, investment, energy, manpower etc. The Gulf region has historical, political, economic, strategic and cultural significance for India. India has traditional and friendly relation with all GCC member states. With a bilateral trade estimated at USD 145 billion during 2011-12, GCC is now our largest trading partner in the world.

The Gulf countries provide an excellent market potential for India's manufactured goods and services, especially in project services exports. The trade and investment flows between the two have increased substantially. There has been intensification of high-level interactions. Increasing number of Agreements and MoUs have been signed in last few years in wide ranging areas.

Export of engineering items to GCC region during the period 2010-2011 stood at US\$ 8194.53 million compared with US\$ 4014.08 million during the same period of the previous year, registering an overall growth of 104.14 per cent.

UAE holds special significance for India. UAE is India's top trading partner in the whole of West Asia and North African region, representing nearly 42.50% of India's exports to the GCC countries. Indian exports to the UAE account for approximately 7% of its global engineering exports.

**India's overall Engineering Export to UAE**

*Values in US\$ Million*

2009-10	2010-11	Apr-Oct 2010-11	Apr-Oct 2011-12
2010.64	3483.07	1530.59	2072.04

**Export of Select Engineering Products (India to UAE)**

*Values in US\$ Million*

Products	2009-2010	2010-2011(Prov)
Aluminium & Products Thereof	53.68	50.53
Automobile Parts	46.12	66.55
Bolts & Nuts (Fasteners)	16.70	23.00
Bright Bars	9.14	7.96
Cranes, Lifts & Winches	9.19	9.07

Products	2009-2010	2010-2011(Prov)
Cutting Tools	9.96	9.96
Ferrous industrial castings	29.67	31.57
Food Processing Machinery & Parts	14.99	11.18
Hand Tools	14.94	23.66
I.C. Engine & Parts	13.48	20.15
Machine Tools	11.44	21.8
Other Construction Machinery	125.48	115.7
Other Industrial Machinery	52.82	58.85
Prime Iron & Steels	233.02	316.8
Sanitary Castings	34.17	44.33
Steel Forgings	17.81	14.97
Steel Pipes & Tubes	129.74	269.91

### About The Big 5 & PMV

**The Big 5** is the largest trade exhibition in the Middle East for construction products and materials and offers a unique platform for international buyers to interact with local entrepreneurs.

The event has been running in Dubai for over 30 years and the 2011 event attracted over 50,000 construction professionals from across the MENA region.

The 2012 event will also feature The Green Build Conference, The Concrete Sustainability Conference, The World FM Congress and 130 'free to attend seminars'. There will be focused programme on "**How to do business in Middle East ?**"

**PMV** is a dedicated showcase for the construction Plant, Machinery, Equipment and Vehicles sector. For 4 days construction machinery manufacturers and distributors from across the globe use the Big 5 PMV as a unique platform to meet face-to-face with visitors as they attend specifically to learn about and purchase the latest products in the market. The phenomenal success of the 2011 events has ensured high demand for space in PMV Live 2012.

### Concurrent Exhibitions

Middle East Concrete

PMV Live (Plant, Machinery, Vehicles)

FM EXPO (Facilities Management)

### Statistics

#### The BIG 5 2011

- **Total Exhibitors** : **2300** exhibiting companies from **64** countries
- **Total Visitors** : Over **50000**
- **Exhibition area** : Over **42,000** sqm net

#### The PMV 2011

- **Total Exhibitors** : **179** exhibiting companies from **27** countries
- **Total Buyers** : **9000** from **81** countries
- **Exhibition area** : **5500** sqm net



**Fair Focus**

**The BIG 5 2012**

- Bathrooms, Kitchens & Sanitary Ware
- Metal/Steel/Aluminium
- Building Services
- Pipelines
- Conveying Systems
- Plumbing/Water Technology
- Decorative Products
- Safety & Security Equipment
- Doors & Windows
- Scaffolding
- Electrical Systems
- Software / IT
- Special Construction (Swimming Pools, Fountains)
- Fire Suppression & Protection
- Thermal Moisture
- Protection/Insulation
- HVAC
- Tools
- Landscaping Products & Services
- Windows, Doors, Glass, Openings
- Solar Energy
- Heating, Ventilation, Air Conditioning
- Water Technology
- Steel & Building Materials

**PMV 2012**

- Accessories & Wear Parts
- Building Material Handling & Packaging
- Civil & Mechanical Utilities
- Communication & Navigation
- Component & Service Supplies
- Construction Equip., Tools & Special Systems
- Construction Machinery
- Construction Vehicles
- Cranes
- Earthwork
- Exterior Improvements, Retro Fitting
- Generators
- Lifting Appliances & Conveying Systems
- Lifting Machinery
- Material Processing & Handling
- Mineral Processing
- Pumping Equipment & Accessories
- Raw Materials Extraction Equipment
- Safety Equipment & Clothing
- Services
- Site Clearing, Demolition, Relocation
- Site Installation Equipment
- Transmission Engineering & Fluid Technology

**Venue**

The Dubai World Trade Centre  
Sheikh Zayed Road, Dubai

**Date of Event**

05 - 08 November, 2012 (4 days)

**Participation Charges**

**For The BIG 5**

- |   |   |   |
|---|---|---|
| For one-side open built-up booth<br>(minimum 9 sqm)                             | : | US\$ 385 per sqm or<br>Rs. 22,200/- per sqm |
| For corner position built-up booth<br>(minimum 9 sqm - Subject to availability) | : | US\$ 430 per sqm or<br>Rs. 24,750/- per sqm |

**For PMV**

- |   |   |   |
|---|---|---|
| For one-side open built-up booth<br>(minimum 9 sqm)                             | : | US\$ 280 per sqm or<br>Rs. 16,100/- per sqm |
| For corner position built-up booth<br>(minimum 9 sqm - Subject to availability) | : | US\$ 310 per sqm or<br>Rs. 17,750/- per sqm |

**Corner booths are limited in number and will be allocated on a first-come, first-served basis after full payment is received.**

## Mode of Payment

Full payment is to be made by Demand Draft/at par Cheque to be drawn favouring “EEPC INDIA” along with the duly filled-up Application Form

OR

Swift Transfers in US Dollar (**to add US\$ 50 per remittance to offset bank charges etc.**) as per following details:

Name of the Bank : HDFC BANK LTD  
Address of the Bank : Central Plaza  
2/6 Sarat Bose Road  
Kolkata - 700 020  
Branch Code : 0014  
Account Number : 00148580000013  
Beneficiary Name : EEPC INDIA  
SWIFT Code : HDFCINBBCAL  
*THROUGH* :  
JP MORGAN CHASE BANK, NEW YORK  
A/c. No. 001-1-406717  
SWIFT Code – CHASUS33  
CHIPS ABA : 0002  
FEDWIRE ABA : 021000021  
CHIPS UID # 354459

## Payment & Cancellation

Full payment should be made along with Application Form, duly filled-in latest by **16th August, 2012**. The payment should be made by way of Demand Draft/at par Cheque drawn in favour of “EEPC India”.

Booking of space will be considered only after receiving 100% payment. 50% cancellation charges applicable if reservation is cancelled on or before **23rd August, 2012**. Any cancellation after this date would result in 100% forfeiture. Acceptance of application and allocation of space will be at the sole discretion of EEPC India.

## Display Booth

### **The BIG 5 2012**

Participation charge includes following services for 9 sqm booth:

- Fascia
- Carpeting
- One table
- Three chairs
- One counter
- Three spotlights
- One 13 amps 3 pin plug
- One waste basket

### **The PMV 2012**

Participation charge includes following services for 9 sqm booth:

- Fascia
- Carpeting
- One table
- Three chairs
- One counter
- Three spotlights
- One 13 amps 3 pin plug
- One waste basket

## Selection Criteria

Since limited space is available, selection of participation will be done strictly on *first-come, first-served basis*. Final selection of the participants will be done by EEPC INDIA based on the criteria such as Accreditation to the International Standards (like ISO, QS, etc.), foreign collaboration, annual exports etc.

## Travel and Hotel Accommodation

EEPC India will assist participants in locating suitable airlines and hotels in Dubai, UAE at negotiated rates through accredited Travel Agents. However, participants are free to make their own travel/hotel arrangements.



## Visa

EEPC India will issue recommendation letters in favour of the representatives of the participating Indian companies in the exhibition for issuance of visa for the Show. However, EEPC India will not give any guarantee to this effect, as this is the sole discretion of the Embassy of United Arab Emirates in India.

## Benefit of the member-exporters

EEPC India is organizing this event under the MAI Scheme of Ministry of Commerce & Industry, 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 their Application Forms, duly filled in and signed, along with **full payment latest by 16th August, 2012** to respective Regional Offices or to:

### **R Maitra**

*Executive Director*  
EEPC INDIA  
Vandhna (4th Floor)  
11, Tolstoy Marg  
New Delhi - 110 001  
Tel. : 91-11-23353353, 23711124/1125  
Fax : 91-11-23310920  
E-mail : [eepecto@eepcindia.net](mailto:eepecto@eepcindia.net)

### **Bhaskar Sarkar**

*Addl. Executive Director & Secretary*  
**EEPC INDIA**  
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@eepcindia.net](mailto:eepcho@eepcindia.net)



**APPLICATION FORM**  
**India Pavilion at *The BIG 5 2012* and *PMV 2012* in Dubai, UAE**  
**(05 - 08 November, 2012)**

Name of the Company (in block letters)	:			
Postal Address (in block letters)	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
PAN No. of the Company	:			
TAN No. of the Company	:			
Interested to participate in (please tick)	:	<input type="checkbox"/> <b>The BIG 5 2012</b>	<input type="checkbox"/> <b>PMV 2012</b>	
Total Space required	:			
Amount with DD/Cheque No. & date	:			
Name & Designation of the Chief Executive	:			
Mobile	:			
Name & Designation of the Participant	:			
Mobile	:			
Items Manufactured/Exported	:			
Total Annual Export (in Million US\$)	:	2009-2010	2010-2011	2011-2012
Total Export to Gulf countries (in Million US\$)	:	2009-2010	2010-2011	2011-2012
Countries of Export	:			
Accreditation to International Standards (viz QS, ISO etc.)	:			
Foreign Collaboration, if any	:			
Type of Unit	:	<input type="checkbox"/> SSI	<input type="checkbox"/> Non-SSI	
Status	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
Photograph enclosed (2 copies)	:	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Company Profile with product details (please enclose with the Form)	:	<input type="checkbox"/> Enclosed	<input type="checkbox"/> Not enclosed	

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

Please send us this Form duly completed and signed along with your participation fees by Demand Draft/Cheque and 2 (two) copies of passport size colour photographs of the Participant.

DATE (dd/mm/yy)...../...../.....

\_\_\_\_\_  
SIGNATURE & OFFICE SEAL