

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

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@eepec.gov.in  
Website : www.eepecindia.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 : eepec@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.eepecindia.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                     | : |  |  |                                       |
| 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.

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