



## Highlights

### Hannover Industrial Fair 2007

EEPC is organising an India Pavilion in the sub-contracting sector of Hannover Industrial Fair from 16th - 20th April, 2007. Members are requested to enlist their participation within 28th February, 2007.

### India Pavilion at Pak Pharma Expo 2007, Pakistan

EEPC is inviting participation for India Pavilion at Pak Pharma Expo 2007, Karachi, Pakistan to be held on April 24-26, 2007. Members are requested to enlist their participation within 15th March, 2007.

### India Engineering Center (IEC) at Johannesburg

India Engineering Center (IEC), Johannesburg, South Africa is aimed at providing warehousing, showcasing and distribution of products. Members willing to avail of this facility may contact Council's offices **immediately**.

### Govt. Circulars

**Circular No. 11/2007-Cus. dated 13.02.2007** – Dispensing with verification of DEPBs at EDI ports in the light of Electronic Transmission of Shipping Bills and DEPBs.



Shri Rakesh Shah, Chairman, EEPC addressing at the Golden Jubilee Celebration of the Council held on 23rd January, 2007 at Vigyan Bhavan, New Delhi

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

## Chairman's Pen




*My dear fellow exporters,*

*Friends, we are now in the countdown phase of the Budget which will be announced by the Hon'ble Finance Minister on February 28th. Your Council has made a number of suggestions to the Government which includes, among other, retention of the DEPB scheme, lowering the cost of export credit and rationalizing both direct and indirect tax structure. The recent spike in inflation, though led by rise in prices of primary products, is increasingly spilling into a cost-push cycle that has ominous repercussions for our competitiveness. While the RBI and the Finance Ministry has taken some counter cyclical measures, what impact such measures will have on the prices of raw materials and other essential inputs for engineering industry in the immediate short period remains to be seen. Your Council has taken up strongly the issue of rising cost of inputs as also the problem of inadequate supply of raw materials with the Government seeking the formulation of a Raw Material Policy for the Small and Medium Scale Sector that stabilizes prices.*

*The recent RBI counter cyclical measures are an effort to suck out excess liquidity from the system. This essentially implies higher cost of credit which will have a spin off on export credit as well. Your Council has expressed such concerns to the RBI and has sought the regulation of pre-shipment and post-shipment credit for consignment export sales through warehouses so that small and medium scale exporters are not left at the mercy of individual banks. This apart, we have made recommendations to the Government on the proposed Comprehensive Economic Cooperation Agreement with Southern and Eastern African States as also on how China uses liberal credit lines in less developed countries to boost the exports of its domestic industry.*

*Finally, it is time again to gear up for our annual event at Hannover in April 2007. We have booked around 1000 square metre space in the fair and will soon be inviting participation from all of you. Mr. Wolfgang Pech, Managing Director of Hannover Messe visited India recently and made a presentation on the benefits of participation along with the details of the Fair. In the Hannover Fair 2006, where India was the partner country, your Council hosted a very impressive show and mobilized more than 300 participants with your support. We do hope that we shall continue to receive your support this year as well. The Hannover Fair is an excellent platform to make forays into the European market and will surely benefit from your participation.*

*Yours sincerely,*



(RAKESH SHAH)

## Council's Activities



### Hannover Industrial Fair 2007 (16th - 20th April, 2007)

Hannover Industrial Fair is the world's leading international showplace for industrial technologies, materials and product ideas. Participants can experience complete value chains and swap information with experts from a complete spectrum of industrial sectors.

Sub-contracting provides an excellent opportunity to forge new business relationship with customers all over the globe and it offers following distinct benefits :

- High Quality Audience
- Unrivalled International Appeal
- Unique Synergies
- New Sales Markets

Like previous years, Engineering Export Promotion Council (EEPC) is organizing an India Pavilion in the Sub-contracting Sector of Hannover Fair scheduled from 16th - 20th April, 2007 and invites participation from its Members.

#### Focus Products

- 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
- Product production and assembly services
- Contract work
- Engineering services

#### Materials

Steel, Aluminium, Other Metals, Ceramics, Polymers (engineering materials), Composites.

#### Venue

Hall No. 5-Subcontracting  
Hannover, Germany

#### Date

Monday, 16th April - Friday, 20th April, 2007.

#### Display Booth

Only built-up booth in following categories will be available :

- Booth of minimum 9 sq. mtrs.
- Larger booth in multiple of 9 sq. mtrs.
- Limited number of 12 sq. mtrs. and 15 sq. mtrs. corner/ two sides open booth

Allocation of corner/two sides open booth will be strictly on *first-come-first served* basis.

Each built-up booth will be provided with following standard furniture :

- |                     |                   |
|---------------------|-------------------|
| - Carpeted Floor    | - One Table       |
| - One Podium        | - Three Chairs    |
| - Three Spot Lights | - One Plug Socket |
| - One Waste Basket  | - One Ashtray     |
| - One Fascia        |                   |

- Special accessories as per Exhibitor's requirement will be available on additional charge from the selected Contractor. Payment for the same may be made directly to be official contractor.

#### Participation Charge

Rs. 24,000/- per sq. mtr. for Ordinary Booth

Rs. 27,600/- per sq. mtr. for Corner Booth/Two sides open

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
- On site assistance on various business related matters
- Electricity charges
- Stand cleaning service
- Two Exhibitors Passes



### Mode of Payment

Full payment is to be made along with the **Application Form latest by 28th February, 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 February, 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.

### Selection Criteria

Selection of participation will be done strictly on *first-come-first served* basis.

### MDA Entitlement

All eligible participants will be entitled to MDA grant under General Area Programme of Ministry of Commerce, Government of India as per the MDA Guidelines effective from April 01, 2006.

Assistance would be permissible on charges of built-up furnished stall subject to an upper ceiling of Rs. 80,000/- 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 complete 12 months membership with EEPC with regular filing of returns and fulfilling other conditions, details of which can be obtained from respective Regional Offices of EEPC.

Interested firms may please send the **Application Form**, duly filled in and signed, along with full Payment **latest by 28th February, 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

## Application Form

### Hannover Industrial Fair 2007 (16th to 20th April, 2007)

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Total Space required (sq. mtrs.)	:			
Name & Designation of the Chief Executive	:			
Name & Designation of the Participant	:			
Type of Units	:	SSI <input type="checkbox"/>	Non-SSI <input type="checkbox"/>	
Status	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
Total Annual Export (in Million US\$)	:	<u>2003-2004</u>	<u>2004-2005</u>	<u>2005-2006</u>
Total Export to European Union (in Million US\$)	:	<u>2003-2004</u>	<u>2004-2005</u>	<u>2005-2006</u>
Foreign Collaboration, if any	:			
Products Manufactured/Exported	:			
Countries of Export	:			
Accreditation to International Standards (like ISO, QS)	:			
Nature of Display	:	<u>Display of Samples</u> <input type="checkbox"/> <u>Display of Posters</u> <input type="checkbox"/>		

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

Please send us this Form duly filled in and signed along with full payment by Demand Draft and 2 (two) copies of passport size colour photographs of the Participant.

Signature :

Date : Office Seal :



## EEPC Invites Participation for India Pavilion at Pak Pharma Expo 2007, Karachi, Pakistan (April 24 - 26, 2007)

EEPC is taking part in the **Pak Pharma Expo 2007** to be held in Karachi Expo Centre, Pakistan during April 24 to 26, 2007.

Pakistan is emerging as a base with tremendously high potential for pharmaceutical formulations manufacturing, and for producing the medicines at par with international standards.

Recently Ministry of Commerce, Government of Pakistan vide its order dated 23rd November, 2006 included a large number of Pharmaceutical Machinery in the positive list of imports to Pakistan and therefore, it is the most opportune time for the Pharmaceutical Machinery manufacturers in India to explore their fate in the untrodden Pakistani market.

Pak Pharma Expo exhibitions form a major platform for the pharmaceutical-allied suppliers from Afghanistan, Middle East, Africa and Asian markets. It is an invitation to all those who want to seize this opportunity and to further galvanizing their position to take share of this lucrative market.

The trade event is being organised by Prime Corporation, Karachi, Pakistan and GPE Expo Pvt. Ltd., Ahmedabad, India.

### Focus Products

- Pharmaceutical Equipment
- Dies and Tools
- Optical Equipment and Physiotherapy Equipment
- Laboratory Equipment
- Analytical Equipment
- Quality Assurance Equipment
- Packaging Equipment
- Hospital Equipment
- Health Equipment
- Dental Equipment
- Water Treatment Equipment
- HVAC Equipment
- Clean Room Equipment
- Pharma Label Printers
- Material Handling Equipment
- Environmental Control and Monitoring Equipment
- Generators and Power Management System
- Waste Treatment Equipment
- Security & Safety Equipment
- Explosion Proof Electrical Fitting
- Lighting and Switching Equipment

### Venue

Karachi Expo Centre, Pakistan

### Date

24th to 26th April, 2007 (Tuesday to Thursday)

### Participation Charges

Rs. 10,000/- per sq. mtr. + Service Tax for built-up booth of 9 sq. mtrs.

### Display Booth

The 9 sq. mtrs. booth would include the following :

- 1 Display Table – 2 Chairs – 2 Lights
- Carpeted Floor – Cleaning Services
- Company Name on Booth – Listing in the Event Catalogue

### Mode of Payment

Full payment is to be made along with the filled-up Application Form latest by **15th March, 2007** by **Demand Draft/Cheque** drawn in favour of **Engineering Export Promotion Council, payable at Kolkata.**

### Reservation and Cancellation

- Reservation requests will be considered only after receiving payments in full.
- No refund will be made for any cancellation after **15th March, 2007.**

### MDA Entitlements

All eligible participants will be entitled to get MDA Grant as per the MDA Guidelines effective from April 01, 2006. Assistance would be permissible on charges of built-up furnished stall subject to an upper ceiling of Rs. 80,000/-.

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 complete 12 months membership with EEPC with regular filing of returns and fulfilling other conditions, details of which can be obtained from Council's Website : [www.eepcindia.org](http://www.eepcindia.org) or respective Regional and Sub-Regional Offices of EEPC.

### Submission of Application

Interested firms may send the Application Form duly filled in, along with the requisite payment, by **15th March, 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. : 91-33-22890651/2/3

Fax : 91-33-22890654

E-mail : [eepch@eth.net](mailto:eepch@eth.net)

Website : [www.eepcindia.org](http://www.eepcindia.org)

It may kindly be noted that in view of limited space, application will be entertained on a first-come-first-serve basis.

## Application Form

### EEPC Invites Participation for India Pavilion at Pak Pharma Expo 2007 Karachi, Pakistan (24 - 26 April, 2007)

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Total Space required (sq. mtrs.)	:			
Name & Designation of the Chief Executive	:			
Name & Designation of the Participant	:			
Type of Units	:	<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
Total Annual Export (in Million US\$)	:	<u>2003-2004</u>	<u>2004-2005</u>	<u>2005-2006</u>
Total Export to Pakistan (in Million US\$)	:	<u>2003-2004</u>	<u>2004-2005</u>	<u>2005-2006</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"/>		

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 and 2 (two) copies of passport size colour photographs of the Participant.

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

## INDIA ENGINEERING CENTER (IEC) at Johannesburg, South Africa

Strategically located on the major world trade routes, South Africa has always been a business attraction for countries in the world over. A highly advanced infrastructure has virtually made South Africa the gateway to the entire sub-Saharan Africa. It is often compared to the Europe for its economic activities. Business opportunities between India and South Africa are immense and over the last few years, there has been enormous leap in the bilateral trade.

Keeping in view the business scenario, Council is launching an “**India Engineering Center**” (IEC) – a multi-purpose outlet of Indian engineering exporters under MAI Scheme of the Ministry of Commerce, Government of India. The Centre will be located at the THEBE House, 166 Jan Smuts Avenue, Rosebank, Johannesburg, South Africa. India Engineering Center will have the following facilities to benefit its members :

- Showroom Facility for Display of Products
- Warehousing Facility for Storing the Goods
- Distribution Center
- Marketing Support – Participation in Trade Fairs and Advertisements.

### Showroom Facility

Showroom of IEC will be an exhibition of goods of participating companies all the year round. This will facilitate the Indian companies to invite their buyers in and around South Africa to the Showroom to look and satisfy themselves on the various aspects connected with quality and specifications of the goods. The Showroom is located at the premier location in Johannesburg with the space of 500 sq. mtrs. The participating company will be provided one standard display window containing the following :

- Area of 1 mtr. x 1 mtr.
- Fascia of the company
- One podium for display of products
- One catalogue holder (A4 size)

Depending on the product, instead of podium, pegboard or other type of platform will be made available. However, at the time of registration, participants will have to declare a list of products to be displayed in the window. Changes of product in the window is permissible within this declared list. Any extra cost on booth customisation will have to be borne by the participants.

The participating companies may use this facility as their own office in Johannesburg and may mention the address in their marketing communications, which will make their organization presence felt in the African markets.

**The participating company in the Showroom will give an undertaking to EEPC to abide by the Showroom norms.**

### Thrust Product Sectors

After an in-depth market research, the following have been identified as Thrust Product Sectors for “India Engineering Center” :

- Primary Iron & Steel Products
- Auto Parts
- Electric Transformers
- Industrial Machinery
- Scientific and Surgical Instruments
- Hand Tools
- S. S. Utensils
- S. S. Wire and Wire Products
- Electric Motors
- Builders’ Hardware
- Home Electric Appliances
- Bearings
- Industrial Fasteners
- I. C. Engines & Parts
- Wire Ropes
- Pipes and Pipe Fittings
- Agricultural Implements and Machinery
- Pumps

Companies in the other engineering products having potential in South Africa may also send their application for participation. However, the Screening Committee will take final decision in this regard.

### Warehousing

The Warehouse will be located at Durban. The warehousing rates will be circulated shortly to avail the benefits.



## Marketing Support

The Council will organize regular visits of South African buyers, from the matching sectors of IEC participants, to the Showroom for convincing them about sourcing their requirements from Indian companies. The Council will also organize Buyer-Seller Meets of participants with their African counterparts. Representatives of participating Indian companies will be free to join the BSM. These activities will further enhance the marketability of the products of participants of IEC.

## Participation in Trade Fairs

The Council will identify Trade Fairs in South Africa and other African countries for the product groups of IEC participants. Council will organize an Information Booth in these Fairs to popularize "India Engineering Center" as source of supply and also furnish details on competence of participating companies.

The companies desirous of participating in these Trade Fairs in a separate booth will be provided with display space at subsidized rates (40% of booth cost). Kindly note that prior approval needs to be taken in this regard. Some of the following prominent exhibitions may be considered for further participation :

- FACIM – Trade Fair and Agricultural Exhibition (UFI) – Mozambique
- International Health Week for Medical and Surgical Equipment – Algeria
- MACTECH – Cairo, Egypt
- ITF – Lagos, Nigeria
- ITCE – Cairo, Egypt
- Tunis International Fair – Tunisia
- SIB International Exhibition for Building – Morocco
- Auto + International Exhibition for Car Equipment – Tunisia
- International Trade Fair (UFI) – Sudan
- Salon de' Auto/Salon de la Maintenance – Algeria
- Cairo International Fair – Egypt etc.

Please contact EEPC Territorial Office, New Delhi for further details.

## Publicity through Print Media

In order to popularize India Engineering Center, Council will use the channel of print media, i.e. important newspapers, product specific magazines, mass mailing campaign etc.

Participants of IEC will also be entitled to release their customized advertisements, which Council will arrange at a subsidized rate (25% benefit will be offered). The Council

will communicate the exact amount payable to the interested companies depending on the size and location of the advertisement. Some of the prominent newspapers like Business Day, Business Report (The Star), The Weekender, Swoten (Business Supply), Die Beeld (Business), Citizen, Financial Mail, Guardian, Rapport etc., Trade Magazines like Trade Africa, Africa Connexion, Business in Africa, Trade pan-African Business, Engineering and Manufacturing Publications etc. Please contact EEPC Territorial Office, New Delhi for further details.

## Visa for South Africa

Council will suitably recommend to the Embassy of South Africa in India for issuance of Visa to the representative of participating companies of India Engineering Center.

## Charges & General Terms & Conditions

Companies participating in IEC will be required to pay the following charges :

Registration Charges*	<b>Rs. 30,000/-</b>
Rent <b>per month</b> for a Standard Display Window	
Of 1 mtr. x 1 mtr.	<b>Rs. 10,000/- per month</b>
(Rs. 1.20 Lacs per annum)	

\* **Conditions of Deposit** : If participant continues for more than 24 months 100% of registration charges will be refunded, if participation is withdrawn within 12 to 24 months, 50% of registration charges will be refunded and if participation is less than 12 months, the registration money will be non-refundable.

For participating in India Engineering Center (IEC), Johannesburg : **Please pay Registration Charges of Rs. 30,000/- by Cheque/DD** in favour of "Engineering Export Promotion Council".

Interested member-exporters are requested to submit the **Application Form** (as per enclosed format) duly filled in.

For further details, please contact :

**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

## Application Form

### INDIA ENGINEERING CENTER (IEC) Johannesburg, South Africa (Organised by : Engineering Export Promotion Council)

Name of the Company (In BLOCK Letters)			
Address (In BLOCK Letters)			
	City		Pin Code
Phone (with STD Code)			Fax No.
E-mail Address			Website Address
Name & Designation of Chief Executive			
Name & Designation of Contact Executive			
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="radio"/> SSI <input type="radio"/> Non-SSI <input type="radio"/> Merchant <input type="radio"/> Export House		
Participation in Showroom	Yes/No	Items on Display	

Demand Draft No. .... Dated ..... For Rs. ....  
payable to Engineering Export Promotion Council, New Delhi is enclosed.

Signature with office seal :

Date :

Name :

Place :

Designation :

**Note : Council reserves the right to accept or reject the participation of an Indian Company.**



## India's Trade and Investment Potential with Maghreb Region – Exim Bank Study

Exim Bank's study titled "**Maghreb Region : A Study of India's Trade and Investment Potential**" delineates potential areas for enhancing India's trade and investment relations with countries in the Maghreb region, viz. Algeria, Libya, Mauritania, Morocco and Tunisia.

Besides increased economic activity in the Maghreb region in recent years, with real GDP growth strengthening from 4.0% in 2005 to 5.8% in 2006 accompanied by sharp rise in current account surplus, the region also accounts for around 16% of total FDI inflows into Africa. Further, the region is an important oil and gas producer, as also transit center to Southern Europe. Total trade of the region has also witnessed a two-fold rise from US\$ 78 bn in 2001 to US\$ 158 bn in 2005.

The study, while analysing the recent trends in India's total trade with the region which has doubled from US\$ 544 mn in 2001-02 to US\$ 1182 mn in 2005-06, has identified potential items of trade to further enhance bilateral trade relations. Towards this end, based on India's export capabilities and demand existing in the Maghreb Region, potential items of exports to these countries would include : articles of iron & steel, petroleum products, pharmaceutical products, machinery and transport equipments, food products, chemical products, articles of apparel and clothing, plastics & articles are some items that could boost India's exports to the region. As regards imports from the Maghreb Region, potential items would include : crude fertiliser, metaliferrous ores & metal scrap, wool raw, organic & inorganic chemicals, non-ferrous metals, electronic goods, and wood & wood products.

The study further observes that the governments of these countries have been making conscious efforts to improve investment climates and have identified certain priority sectors.

Opportunities for Indian investments exist in sectors such as exploration & exploration of hydrocarbon and other mineral deposits, agricultural and agro based sector (fisheries, food processing etc.), tourism sector with investment in the hotel industry, banking & financial services, telecommunications sector, information technology, renewable energy resources, health & education, transportation, and artisan sector (specially handicraft industries).

The Study has also delineated broad strategies and recommendations to enhance India's commercial relations with these countries, which include : focus on multilateral funded projects in the region, closer cooperation with Investment Promotion Agencies (IPAs), establishing business hub in the Region to gain access to regional markets, as also to the rest of the African and European markets, cooperation with Chambers of Commerce & Industry and Industry Associations, Preferential Trade Agreement (PTA) with the Maghreb Countries, cooperation in areas such as tourism, IT, financial services, privatisation, natural resource development, entrepreneurship & institution building (particularly SME clusters), and education & training.

With a view to enhance and facilitate India's trade and investment relations the Maghreb region, Export-Import Bank of India (Exim India) has put in place a comprehensive range of financing and support programmes to facilitate and promote bilateral commercial relations. Exim India has in place an operative Line of Credit of US\$ 10 mn to the BMCE Bank, Morocco, and has also supported several ventures in Africa, including in Morocco in the chemical and fertiliser sector. Indian companies have also implemented numerous projects in the



Maghreb region with Exim India's support, in sectors/areas including engineering consultancy services, transmission line projects, gas pipeline and turbine power projects in Algeria, Tunisia and Libya.

Towards building institutional linkages in the Maghreb region, Exim India has signed MOUs with Banque Internationale Arabe de Tunisie, Tunisia; Societe Tunisienne de Banque, Tunis; Foreign Investment Promotion Agency, Tunisia; Banque de Financement des Petites of Moyennes Enterprises (BFPME).

For further information, please contact :

Mr. David Sinate  
Deputy General Manager  
Research & Planning Group  
Export Import Bank of India  
Centre One Building, Floor 21  
World Trade Centre Complex  
Cuffe Parade, Mumbai - 400005  
Tel. : 91-22-22172305  
Fax : 91-22-22180743  
E-mail : dsinate@eximbankindia.in

**Tender Information**



**Oman**

**University and Hospital O&M Services**

Issued by : Tender Board  
P.O. Box 787  
PC 133  
Al-Khuwair  
Oman  
Tel. : 968-602073  
Fax : 968-602063

Tender No. : **8/2007**

For : Provision of electro-mechanical and civil operation and maintenance (O&M) services at Sultan Qaboos University and University Hospital. Details available on payment of RO 1,500.

Closing date : **12.03.2007**

(Source : MEED Vol. 51 No. 4 dated 26.1.2007 to 1.2.2007)

**Egypt**

Issued by : Egyptian Contracting Co.  
The Purchases Dept.  
199 Extension of 26th July St.  
Agouza, Giza  
Egypt  
Tel. : 02-3056334/3457401  
Fax : 02-3056334

For : Supply of (a) 3 Trailer heads, (b) one 60 tons Flat bed sweeper, (c) 30 different capacity Power generators, (d) 10 DC welding machines of 400 Amp. capacity.

Tender cost : (a) 1,000 LE  
(b) 250 LE  
(c) 1,500 LE  
(d) 400 LE

Bid bond : 2% each LE

Performance bond : 5% each

Closing date : (a) **12.03.2007**  
(b) **13.03.2007**  
(c) **14.03.2007**  
(d) **15.03.2007**

For further details, please contact :

Mr. Debashish Banerjee  
Second Secretary (Com.)  
Embassy of India  
Commerce Wing  
5, Aziz Abaza St.  
Zamalek, Cairo  
Egypt  
Tel. : 00 20 2-7360223  
Fax : 00 20 2-7364038  
E-mail : [attachecom@indembcairo.com](mailto:attachecom@indembcairo.com)

(Source : Embassy of India, Cairo)

**Kuwait**

Issued by : Central Tender Committee  
P.O. Box 1070  
Safat 13011  
Kuwait  
Tel. : 2401200 (5 lines)  
Telefax : 2416574

**Tender No. : 19/2007/2008**

Requirements : Supply, installation & operation of scientific device for research department Project No. SP01/06/495

Fee (KD) : 20.000

Initial deposit : KD 800.000 of offer's value.

Closing date : **20.03.2007**

**Tender No. : MI/I/S/8/2006/2007**

Requirements : Maintenance & operation of equipments, devices & generators for emergency television & radio broadcasting stations at Subiya, Julea & Mutala'a for electrical and mechanical works.



Fee (KD) : 30.000

Initial deposit : KD 4500 of offer's value.

Closing date : **20.03.2007**

**Tender No. : 5/2007/2008**

Requirements : Supply, installation & operation of laboratory furniture – Faculty of Medicine.

Fee (KD) : 200.000

Initial deposit : 2% of offer's value.

Closing date : **18.03.2007**

*Following tenders are open only for qualified tenderers :*

**Tender No. : ME/61/2006/2007**

Requirements : Repair, operation & maintenance of air-conditioning, refrigeration, heating & ventilation equipments at Ministry Schools & Buildings (various sites).

Fee (KD) : 50.000

Initial deposit : KD 7000.000 of offer's value.

Closing date : **18.03.2007**

**Tender No. : ME/EW/83/2006/2007**

Requirements : Repair & maintenance works for pumps and mechanical equipments at water operation & maintenance sectors at water pumping stations & its utilities, chemical works sites, reverse osmosis & ground water at different sites in the State of Kuwait.

Fee (KD) : 500.000

Initial deposit : KD 35000 of offer's value.

Closing date : **13.03.2007**

For further details, please contact :

Mr. Satish Sakleshpur  
Attache (Commercial)  
Embassy of India  
P.O. Box 1450  
Safat 13015, Kuwait  
Tel. : 00965-2530600/612/613  
Fax : 00965-2525811  
E-mail : [indecok@rediffmail.com](mailto:indecok@rediffmail.com)

*(Source : Embassy of India, Safat)*



Trade Enquiries



**Israel**

(Source : Direct from the party)

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
GSS Raviv Ltd.	Narkis St. 23, Kfar Vradin P.O. Box 541 Israel 25147	Attn. : Mr. Avihou Raviv Tel. : 972-54-6340185 Fax : 972-4-9574060 E-mail : yraviv@inter.net.il	Heavy steel forgings related to steel 4340, large size.

**UAE**

(Source : Direct from the party)

Al Ghofran General Trading (AGGT)	P.O. Box 121741 Dubai UAE	Attn. : Mr. Naiyer Hussain (Business Development Manager) Tel. : 971-4-222 3821 Fax : 971-4-222 3829 E-mail : aggtddb@eim.ae	Transformers, heaters and exhaust fans. <i>(Details can be obtained from any of the EEPC offices in India).</i>
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**Trade enquiry received from Indian Mission Overseas**

**Hong Kong**

(Source : Consulate General of India, Hong Kong)

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Megareve	Unit 1015 10/F, Hing Wat Centre 7 Tin Wan Praya Road Aberdeen Hong Kong	Attn. : Ms. Christian Piantoni LMC Eurocold (Asia Pacific Director) Tel. : (852) 2555 1284 Fax : (852) 2554 6749 E-mail : megareve@megareve.com	Commercial refrigerated coolers and freezers.

Exhibitions and Trade Fairs



**Bangladesh**

**Dhaka Motor Show**

**A Complete Show for the Automobile & Auto Component Sector of Bangladesh**

- Duration : 15–17 March, 2007
- Venue : Bangladesh - China Friendship Conference Center  
Dhaka
- Exhibits Profile : - Vehicles (Cars, Sports Utility Vehicles, Multi Utility Vehicles, Commercial Vehicles, Buses, Trucks, Motor Cycles, Scooters, Mopeds, Three Wheelers, Alternative Energy Driven Vehicles including Battery Operated Vehicles);
- Coach Builders/Design Vehicles;
  - Accessories;
  - Components;
  - Garage & Garage Equipments;
  - IT for Auto Industry;
  - CNG Units;
  - Auto Electronics;
  - Design Concepts.
- Organiser : Conference & Exhibition Management Services Ltd. (CEMS)  
House # 119, Unit- 3A (3rd Floor), Road-1  
Block-F, Banani  
Dhaka-1213  
Bangladesh  
Tel. : (880-2) 8812713, 8815147, 9890779  
Fax : (880-2) 9894573, 8811788  
E-mail : [cems@cemsonline.com](mailto:cems@cemsonline.com)  
Website : [www.cemsonline.com](http://www.cemsonline.com)

*(Source : Organiser)*

## Bangladesh

### MEDITEX Bangladesh 2007

#### International Exhibition on Hospital, Pharmaceutical & Medical Equipment, Healthcare and Related Services

- Duration : 6–8 April, 2007
- Venue : Bangladesh - China Friendship Conference Center  
Dhaka
- Exhibits Profile : - Medical Equipment/Devices/Disposables/Consumables;  
- Surgical Equipment & Accessories (including Implants);  
- Physiotherapy/Orthopaedic Equipment/Prosthesis Material;  
- Electro-Medical Equipment/Medical Technology;  
- Diagnostic Equipment/Therapeutic Equipment;  
- Dental Equipment & Supplies;  
- Accident/Rescue & Emergency Equipment and facilities;  
- Hospital Supplies;  
- Medical/Hospital Furniture;  
- Communication & Information Technology;  
- Pharmaceutical Plants/Machinery/Technology;  
- Liquid Filling Machines;  
- Tableting Machines;  
- Control & Automation Systems;  
- Packaging Machinery;  
- Related Services/Technology/Equipment.
- Organiser : Conference & Exhibition Management Services Ltd. (CEMS)  
House # 119, Unit- 3A (3rd Floor), Road-1  
Block-F, Banani  
Dhaka-1213  
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E-mail : [cems@cemsonline.com](mailto:cems@cemsonline.com)  
Website : [www.cemsonline.com](http://www.cemsonline.com)

(Source : Organiser)



**F. No. 605/210/2005-DBK**  
**Government of India**  
**Ministry of Finance**  
**Department of Revenue**  
**Central Board of Excise & Customs**  
**New Delhi**

**Circular No. 11/2007-Customs**

Dated 13th February, 2007

**Sub : Dispensing with Verification of DEPBs at EDI ports in the light of  
Electronic Transmission of Shipping Bills and DEPBs.**

I am directed to invite your attention to the Board's Circular No. 14/99-Cus dated 15.3.99 dealing with verification of DEPBs. In terms of this Circular read with Mumbai Custom House Standing Order No. 7418/98, dated 18.12.98, the DEPBs issued by DGFT are subjected to a verification process by Customs at the port of registration. This is to ensure, *inter alia*, that the goods covered by the shipping bills have actually been shipped and also to ensure that the same shipping bill is not used more than once for getting the DEPB and that the credit utilized is not more than the credit allowed in the DEPB.

2. In 2005, vide Public Notice No. 57 (RE-2005)/2004-09 dated 6.10.2005, an amendment had been made in paragraph 4.49 of Handbook of Procedures dealing with verification of DEPBs by the Customs. In terms of the amended paragraph, DEPBs issued on the basis of EDI shipping bills transmitted electronically by Customs to DGFT and the DEPBs sent to Customs through an Electronic Message Exchange System are not required to be verified by the Customs authorities at the port of registration.

3. Pursuant to this amendment, the matter was examined by the Board and in order to facilitate the trade, a procedure for online transmission of shipping bills to DGFT as well as DEPBs from DGFT has been put in place. As per this, the DEPBs issued by DGFT would now be received online by Customs. Such DEPBs would be subjected to the prescribed validation checks online and thereafter, the same would be available for use by the importers. Details of such DEPBs would also be available on the home page of *website : www.icegate.gov.in*. However, as a purely temporary measure till the procedure gets stabilised, it has been

decided that the importers would be required to produce the hard copies of the DEPBs issued by DGFT to the designated officer at the respective Custom House i.e. ports of registration mentioned in the DEPBs before such DEPBs are allowed to be utilised.

3.1 It has been further decided that henceforth, in respect of the DEPBs received online, the DEPB number would need to be mentioned on the bill of entry if such DEPBs are intended to be used for payment of duty instead of the registration number as is the practice with respect to manually verified DEPBs.

4. The jurisdictional Commissioners of Customs may accordingly implement the above instructions from a specified date in consultation with the Directorate General of Systems. The procedure prescribed in Circular No. 14/99 dated 15.3.99 would, however, be continued in respect of DEPBs issued before such specified date and in respect of DEPBs received manually at non-EDI stations.

5. A suitable Trade Notice and Standing Order may be issued for the guidance of the trade and staff. Difficulties faced, if any, in implementation of the Circular may be brought to the notice of the Board at an early date.

*Sd/-*  
(DR. M. SUBRAMANYAM)  
Director to the Government of India

**F. No. DGEP/EOU/459/2006**  
**Government of India**  
**Ministry of Finance**  
**Department of Revenue**  
**Central Board of Excise & Customs**  
**New Delhi**

**Circular No. 2/2007-Cus**

Dated 9th January, 2007

**Time bound disposal of applications for the unit set up under EOU/EHTP/STP/BTP scheme -reg.**

The issue of timely disposal of the applications/requests of EOUs has often been raised in Open Houses. Several representations from the EOU exporters have also been received expressing difficulties on account of delayed action on their applications/requests in the field.

2. CBEC vide Circular No. 07/2006-Cus dated 13.01.2006 and 17/2006-Cus dated 01.06.2006 has already prescribed time limit for certain activities like certification for debonding from EOU scheme within 15 days, priority verification of premises of EOU/EHTP/STP to facilitate issue of LOP by the Development Commissioner within 15 days and declaration of warehousing station under Section 9 of the Customs Act, 1962 within 23 days.

3. Fixation of time frame improves transparency and sensitizes the field officers to discharge their functions in a time bound manner. Accordingly, it has been decided to prescribe the following time frame for disposal of applications/requests of EOU/STP/EHTP by the field formations at the field level :

<i>Sl. No.</i>	<i>Nature of work</i>	<i>Time for disposal of applications</i>
1.	Issuance of Licence under Section 58 and Section 65 of Customs Act, 1962	Five days
2.	Execution and acceptance of B-17 bond	One day
3.	Additional B-17 Bond acceptance	Same day
4.	Extension/Renewal of Licence	Three days
5.	Broad banding of licence	Three days
6.	Broad banding of goods	Same day
7.	Issuance of Procurement Certificate	Same day
8.	Issuance of CT-3 Certificate	Same day
9.	Warehousing of raw-material/capital goods/consumables	One day
10.	Issuance of Re-warehousing certificate of raw-material/capital goods/consumables	One day
11.	Export (subject to 24 hrs. advance intimation required to be given by the exporter in case of sealing of goods and examination at the place of despatch)	Same day or such shorter period as may be mutually agreed
12.	Re-export (subject to 24 hrs. advance intimation required to be given by the exporter in case of sealing of goods and examination at the place of despatch)	One day or such shorter period as may be mutually agreed

<i>Sl. No.</i>	<i>Nature of work</i>	<i>Time for disposal of applications</i>
13.	Permission for re-export of rejected raw material/capital goods/ consumables	Two days
14.	Permission for job work/sub-contract	Five days
15.	Renewal/extension of job work/sub-contract in case of no change in the application	One day

The above proposed time period would be exclusive of holidays. Further in a case, where any deficiency is found in the application or any additional information/action is required, the proposed time period will apply only after rectification of deficiency and re-submission of the complete application.

4. The senior officers should monitor the observance of the laid down time frame in their jurisdiction.

5. Wide publicity may please be given to these instructions by way of issuance of Public Notice. Difficulties, if any, in implementation of these instructions, may be brought to the notice of the Directorate General of Export Promotion, New Delhi.

*Sd/-*

(PAWAN KUMAR JAIN)

Addl. Director General (EP)





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

**A. P. (DIR Series) Circular No. 26**

Dated 8th January, 2007

**Liberalisations in Project and Service Exports**

Attention of Authorised Dealer Category - I (*AD Category - I*) banks is invited to Regulation 18 of Foreign Exchange Management (Export of Goods and Services) Regulations, 2000 notified vide Notification No. FEMA 23/2000-RB dated 3rd May, 2000, as amended from time to time and the Memorandum of Instructions on Project & Service Exports (PEM) of October 2003 issued vide A. P. (DIR Series) Circular No. 32 dated October 28, 2003.

2. With a view to simplifying the procedures and providing greater flexibility to project exporters and exporters of services in conducting their overseas transactions, the guidelines stipulated vide paragraphs B.10 (i) (f), D.1 (i), D.3 and D.4(iv) of the PEM have been modified as set out below :

**(i) Inter-Project Transfer of Machinery**

At present, exporters executing turnkey/construction contracts abroad are required to dispose off the equipment, machinery, vehicles, etc., purchased abroad and/or to arrange their import into India after completion of the contracts. In case, the machinery, etc., is to be used for another overseas project, the market value (not less than book value) should be recovered from the project to which equipment/machinery has been transferred.

On a review, the stipulation regarding recovery of market value (not less than book value) of the machinery, etc., from the transferee project is withdrawn with immediate effect. Further, exporters may use the machinery/equipment for performing any other contract secured by them in any country subject to the satisfaction of the

sponsoring AD Category - I bank(s)/Exim Bank/Working Group. The reporting requirement for transfer of machinery/equipment will continue as hitherto, and would be monitored by the AD Category - I bank(s)/Exim Bank/Working Group.

**(ii) Inter-Project Transfer of Funds**

At present, Project/Service exporters, as specified in the PEM, may maintain a single foreign currency account for more than one project being executed in the same country subject to the conditions as may be stipulated by the AD Category - I bank(s)/Exim Bank/Working Group. Further, the facility of temporary inter-project transfer of funds to meet cash flow deficits is available subject to approval from and reporting to the exporter's banker monitoring the project and with condition of re-transfer of the fund to the lending project as soon as possible.

It has now been decided that, henceforth, AD Category - I bank(s)/Exim Bank/Working Group may permit exporters to open, maintain and operate one or more foreign currency account/s in a currency/currencies of their choice with inter-project transferability of funds in any currency or country. The Inter-project transfer of funds will be monitored by the AD Category - I bank(s)/Exim Bank/Working Group.

**3. Deployment of Temporary Cash Surpluses**

At present, Project/Service exporters are required to approach the Reserve Bank for overseas deployment of their temporary cash surpluses. It has now been decided that, henceforth, Project/Service exporters may deploy



their temporary cash surpluses, generated outside India, in the following instruments/products, subject to monitoring by the AD Category - I bank(s)/Exim Bank/Working Group :

- (a) investments in short-term paper abroad including treasury bills and other monetary instruments with a maturity or remaining maturity of one year or less and the rating of which should be at least A-1/AAA by Standard & Poor or P-1/Aaa by Moody's or F1/AAA by Fitch IBCA etc.,
- (b) deposits with branches/subsidiaries outside India of an AD Category - I bank in India.

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

5. The directions contained in this circular have been issued under Sections 10(4) and 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/-

(M. SEBASTIAN)

Chief General Manager

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

**Mandi Gobindgarh**

**Open Market Rates of Rerollables (February 3, 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)	27,700/-		19,900/-		19,700/-
round quality (21x25)	23,750/-	Above 251 mm Bloom (MS)	27,700/-	Cut Tyre (Big)	20,700/-	Cut Tyre (Small)	20,500/-
structural quality (28x30)	23,650/-	Bloom 160x250 mm (DSP)	27,600/-				
Low carbon (12x16)	24,200/-	130/135/140 mm (Tisco) MS	–	<b>Melting Scrap (F.O.R.)</b>			
Semi-low carbon (16x20)	23,700/-	150x150 mm Concast (DSP)	29,900/-	Rolling Mill end	19,100/-	Good Godown	17,400/-
5x6 girder quality (28x30)	23,650/-	150x150 mm MS (SAIL)	29,900/-	Godown Scrap	17,100/-	Turning	16,100/-
Runners/Risers	21,700/-	Bloom Cut into pcs. (MS)	28,200/-	Tin Tapper	15,600/-	Sponge Iron	15,800/-
Bones/Clean	20,700/-	Bloom Cut into pcs. (Medium)	25,700/-				
		Bloom Cut into (Patra Pass)	25,700/-	<b>Pig Iron (F.O.R.)</b>			
<b>Billets &amp; Squares</b>		<b>Slabs</b>		Foundry Grade	20,700/-	Steel Grade	19,500/-
50x50x63x63x65x65 mm MS	–	Durgapur Slabs 14"x3"	–	C.I. Turning	15,500/-	Degi Scrap	18,600/-
75x75x80x80x90x90 mm MS	24,300/-	Durgapur Slabs	24,400/-	Deg Casting	25,500/-	Ingot Moulds (Old)	18,300/-
100x100 mm MS	24,300/-	Bokaro Slab Heavy	24,000/-	Ingot Moulds (New)	24,500/-	Cut Ingot Moulds	18,500/-
125x125 mm MS	–	Tata Concast Slab (Heavy)	24,000/-				
100x100 mm Concast-Billets	24,600/-	Skelp Tisco	–				
100x100 Concast-SAIL DSP	24,500/-	<b>Rails</b>					
H.C. Billet SAIL 150x150 mm	–	Untested Rail - 75 lbs.	21,900/-				
H.C. Billets-Tisco 75x75 mm	–	Untested Rail - 90 lbs.	20,900/-				
		Untested Rail - 105 lbs.	20,800/-				

**Open Market Rates of Finished Goods (February 3, 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	2550/-	2450/-	2430/-	2500/-	2540/-	2630/-	2630/-	2630/-	2580/-	
Medium-Semi	–	–	–	–	2540/-	2630/-	–	–	–	
Zindi Pass (Drawing)	–	–	–	2630/-	2630/-	2630/-	2630/-	2600/-	–	
Above rates of 6 mm rounds are of length up to 14' Above 18' = 2450/-										
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	2580/-	2580/-	2730/-	2800/-	2880/-	2920/-	2925/-			
M. S. Squares		4 mm	5 mm	6 mm	8 mm	10 mm	12 mm	16/20 mm	22/25 mm	
Mild	2550/-	2450/-	2400/-	2410/-	2470/-	2610/-	2600/-	2580/-		
M. S. Angles		20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	90 mm	100 mm
3 mm	2680/-	2610/-	2610/-	2610/-	2650/-	2650/-	–	–	–	–
5 mm	–	2600/-	2600/-	2590/-	2580/-	2590/-	2590/-	2650/-	2700/-	
6 mm	–	2600/-	2600/-	2590/-	2580/-	2590/-	2590/-	2650/-	2700/-	
M. S. Flats		20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	100 mm	
3 mm	2430/-	2640/-	2680/-	2500/-	2520/-	2730/-	2730/-	2700/-		
5 mm	2510/-	2600/-	2600/-	2580/-	2580/-	2580/-	2580/-	2580/-		
6 mm	2510/-	2600/-	2600/-	2580/-	2580/-	2580/-	2580/-	2580/-		
8 mm	2510/-	2600/-	2600/-	2580/-	2580/-	2580/-	2580/-	2580/-		
10 mm	–	–	2600/-	2590/-	2580/-	2580/-	2580/-	2580/-		
12/25 mm	–	–	2600/-	2590/-	2580/-	2580/-	2580/-	2580/-		
18/19 Gauge	2720/-	2720/-	2730/-	2610/-	2760/-	2720/-	2720/-	2760/-		

[Prices at other stockyards may vary]

[Source : Steel Town (Weekly), February 3, 2007]

## OFFICE BEARERS OF THE COUNCIL

### CHAIRMAN

#### Rakesh Shah

Phone: Off : 91-33-22872511/22876640/  
22874447/22804929  
Res: 91-33-24071637/1638/24689706  
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### VICE CHAIRMEN

#### Mahesh K. Desai

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#### Amanpreet Singh Chadha

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### REGIONAL CHAIRMEN

#### Eastern Region

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##### S. C. Ralhan

Phone: Off : 91-161-2673805/806/2670219  
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## EPEC OFFICES IN INDIA AND ABROAD

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*Executive Director*  
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Fax : 91-11-23310920  
E-mail : eepcto@eepc.gov.in  
URL : www.eepcindia.org

## HEAD OFFICE

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*Addl. Executive Director & Secretary*  
Engineering Export Promotion Council  
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International Trade Facilitation Centre  
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Kolkata 700 016  
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Fax : 91-33-22890654  
E-mail : eepcho@eth.net  
URL : www.eepcindia.org

## TERRITORIAL DIVISION

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11 Tolstoy Marg  
New Delhi 110 001  
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Fax : 91-11-23310920  
E-mail : eepcto@eepc.gov.in

## REGIONAL OFFICES

### Chennai

M. Ganesan  
*Regional Director*  
Greems Dugar (3rd Floor)  
149 Greems Road  
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### Kolkata

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World Trade Centre  
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### New Delhi

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## SUB-REGIONAL OFFICES

### Bangalore

C. H. Nadiger  
*Asst. Director*  
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44/45, Residency Road Cross  
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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  
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Telefax : 91-40-27536705  
E-mail : eepchyd@eth.net

### Jalandhar

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enggcorp\_jld@dataone.in

## FOREIGN OFFICES

### Germany

Arvind Singh, *Resident Director*  
Indische Technische Handelsberatung  
Immermannstr. 59, D-40210 Duesseldorf  
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Fax : 49-211-3558063  
E-mail : eepc@eepc-europe.net

### Singapore

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

### South Africa

M. K. Sharma, *Resident Director*  
Thebe House (1st Floor)  
166, Jan Smuts, Rosebank  
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E-mail : eepcindia@telkomsa.net

### U.S.A.

Rana Roy, *Resident Director*  
India Engineering Center  
1601 Feehanville Drive, Suite # 200  
Kensington Business Center  
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Fax : 1-847-297-8502  
E-mail : eepcchicago@sbcglobal.net