



Highlights

India Engineering Meet & Exhibition

EEPC is pleased to announce its first ever Mega event – **India Engineering Meet & Exhibition**, to be held at India Expo Centre, New Delhi-Greater Noida Expressway from 22nd to 25th January, 2007. Members are requested to enlist their participation **immediately**.

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. Notice

Notification No. 24/2006-Central Excise (N.T.) dated 14.11.2006 – Amendments in the Central Excise Act, 1944 (1 of 1944).



*Shri Nirupam Sen, Hon'ble Minister of Commerce & Industries, Government of West Bengal releasing Council's Monthly Magazine **ie²** in Kolkata on 10th November, 2006.*

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For information about
India Engineering Meet & Exhibition
visit : www.indiaengineeringmeet.com

For information about India Engineering Center,
Chicago
visit : www.indiaengineeringchicago.com

Chairman's Pen



My dear fellow exporters,

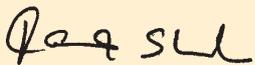
Friends, Council's exclusive Engineering Exhibition INDEE will be opened in Cairo on 23rd November. This is the 13th exhibitions of the series and 115 member companies are participating in the event. All the participants hope to reap big benefits out of this exhibition and a further fillip is expected in India's exports of engineering goods to Egypt.

India has moved on to 29th position among the leading merchandise exporters in 2005 which otherwise saw a slow down of real merchandise growth. As per the latest World Trade Organisation (WTO) Statistics, the country's total merchandise exports were US\$ 95.1 billion in 2005, a 25.8% rise from the previous year's US\$ 75.6 billion.

The Indo-Chinese bilateral trade has the potential to go up to US\$ 30 billion by 2009 from the current level of US\$ 17.6 billion. The key items of India's exports to China last year included ores, slag and ash, iron and steel, plastic and organic & inorganic chemicals, which accounted for 52.1% of total exports.

Mr. B. S. Meena, a 1975 batch Indian Administrative Services Officer has assumed charge as the Director General of Foreign Trade (DGFT). He has replaced Mr. K. T. Chacko, who has superannuated.

Yours sincerely,


(RAKESH SHAH)



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

* **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 :

C. S. Shukla

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

csshukla@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.



Market Survey Report on the Metal Industry of some of the major European Countries

(Continued from previous issue)

Italy

Similar to Finland, Italy has a leading role in automation and the use of robots. In 2003, Italy produced robots to a value of 350 million Euro. The Italian automation technology is concentrated in the Emilia Romagna region, especially around Piacenza. Currently, production shows a tendency towards flexible packaging machines and fully automated monitoring.

The automation technology in Emilia Romagna also shows a few subcontractors which specialised in packaging machines. 80 per cent of the Italian manufacturers of packaging machines are situated in this region, and partly in the Lombardy.

Apart from manufacturing packaging machines, mechanical engineering in Italy is characterised by the manufacturing of machine tooling and textile machines. With 767,000 employees in 2002 (Source : International Labour Organisation), mechanical engineering is the strongest sector of the Italian metal industry in terms of employment. Most companies are small and medium-sized enterprises : 73.5 per cent of the enterprises in the machine tooling, automation and robot sector earn less than 12.5 million Euro annual turnover and employ a staff of less than 100 people. Italy is the second largest exporter of packaging and textile machines worldwide.

In general, a relatively large share of very skilled staff is employed in the Italian mechanical engineering sector. The members of staff visited university and now work in planning and quality assurance, testing and customer analysing.

In 2003, almost 16,000 people worked in the manufacturing of packaging machines – a growth when compared to the last years. The growth in the production of packaging machines is caused by the positive situation in the cosmetics and food industry. Machine tooling manufacturing is concentrated in Piedmont, Lombardy, Emilia Romagna and Triveneto employing almost 33,000 people.

In 2003, virtually all Italian steel companies could improve turnover and revenues in manufacturing metal products and alloys. The production of crude steel rose by 1.7 per cent to 26.7 million tons crude steel. Italy ranks tenth place of the world's steel producers. The 154,000 employees in this sector earned an hourly wage of 19.70 Euro on average.

Vehicles, sports boats and large yachts are the most important products of the Italian transportation industry which employs a total of 265,000 people. For the building of large yachts, Italy could strengthen its position and gained 37 per cent of the world market during the past two years. The sports boat industry earned a turnover of 2 billion Euro in the year 2003. Genua proves to be the centre of shipbuilding in the Mediterranean region.

In 2002, the production of vehicles and automotive parts earned 38 billion Euro. In the European automotive market, Italy takes third place. Turin, in particular, is the centre of this industry – also with respect to subcontracting. In the year 2002, Italy produced about 1.4 million vehicles. The automotive subcontractors alone employed 30,000 people in 2002. In 2000, the labour costs (not wage!) amounted to 19.87 Euro.

In South Tyrol, Italy's most northerly province, the "Metal Working" and "Mechanical Engineering and Automotive" sectors also play an important role. Roughly 750 companies employ approx. 11,000 people, which is almost 5 per cent of the region's total workforce. These two sectors belong to the economic areas in South Tyrol with above-average productivity, all the more so because they have to assert themselves in the international markets. The metal working businesses sell around a quarter of their products in the rest of Italy and 63 per cent abroad, while the companies in the "Mechanical Engineering and Automotive" industry are also strongly focused on export : approx. 35 per cent of sales are to the other Italian provinces and 57 per cent are to foreign countries, mainly Germany.

Latvia

Metal finishing and mechanical engineering were the leading sectors of the Latvian industry even in earlier times when the country was the high-tech manufacturing centre for the Soviet military and aerospace industry. This is the reason why Latvia strongly suffered from the decline of the Russian market. At present, the industry mainly concentrates on export-oriented remittance work.

The annual output of the metal finishing industry amounts to 580 million Euro. The industry is characterised by the geographically distributed small and medium-sized enterprises. In 2002, 24,900 people were employed earning an average hourly wage of 1.10 Euro, one of the lowest in the whole of Europe.

The advantages of the site of Latvia for the metal finishing industry are easy access to the European market, attractive labour costs and well trained staff where the main training, research and development centres are located in Riga. Another advantage is the availability of well-priced steel from Russia in an adequate quality.



The key sub-sectors of the metal finishing industry are the manufacturing of machined metal products (26 per cent), means of transportation such as ships and trailers (26 per cent), electrical and electro-mechanical devices and equipment (23 per cent), and machines and machine tooling (21 per cent). At present, the previously well-developed electronics and communications equipment sector covers only 4 per cent. During the past three years, however, it showed satisfactory figures of growth due to the expansion of several enterprises.

In the long run, remittance work in electronics, cars and ship-building as well as tools manufacturing (casting moulds and model forms) are very promising sectors. The Latvian tools industry shows an exemplary success. It has consistently strengthened its competitive lead to receive remittance work from multinational companies, such as ABB, Audi, Ford, GM, Philips or Volvo.

Lithuania

The Lithuanian metal industry is very much export-oriented since the domestic market of Lithuania is small. The metal products, machinery and products of the Lithuanian equipment industry are mainly geared towards the demand of foreign - particularly western - markets. In 2003, the Lithuanian metal sector exported goods amounting to a value of 925.5 million Euro.

Simple metal products accounted for 23 per cent of the entire export volume, or 58 per cent of the entire Lithuanian production in this sector. Machinery and equipment made of metal earned 77 per cent of the metal industry exports, i.e. 61 per cent of the entire Lithuanian production of equipment and machinery. The competitive advantages of Lithuania are low wages, high quality standards and a good infrastructure for import and export.

In 2003, the metal finishing industry of Lithuania had 920 enterprises with a total annual turnover of 466.3 million Euro. 78 per cent of the metal finishing enterprises had less than 50 employees, which is typical for the entire Lithuanian metal sector.

The mechatronics industry is an important area of the Lithuanian metal finishing industry. Frequently, the small enterprises of the Lithuanian metal finishing industry are equipped for customised, high quality manufactures. Employment figures deviate strongly : There are 19,200 employees in the metal finishing industry, 41,000 in the manufacturing of automotive parts. The wage level ranks in penultimate position in the EU, growth rates, however, are to be expected. Particularly promising industries are the non-ferrous metal waste & scrap (56 million Euro turnover in 2003), heating and cooling devices as well as sheet metal and other metal products.

26 Lithuanian enterprises produce metals and alloys with a total turnover of 18.5 million Euro in 2003. Here again, the bulk of enterprises employs less than 50 people. In 2002, the average monthly wage was at 292.80 Euro. The key buyers of the Lithuanian products of this sector are Germany, Latvia and the US. The most important import partners are Kazakhstan, Germany and Russia. Compared to 2003, the share of foreign direct investment in this sector rose by 12 per cent.

The mechanical engineering industry of Lithuania earned an annual turnover of 202.8 million Euro in 2003, which represents an increase by two per cent. In the year before, the turnover of the export-dependent Lithuanian mechanical engineering sector grew by 25 per cent. Turkey, Russia and Germany are the key export partners of Lithuania in this sector. In the year 2003, 10,100 people were employed by 302 mechanical engineering enterprises with an average monthly wage of 339 Euro. 61 per cent of these enterprises employed less than 50 people.

The Lithuanian automotive industry is strongly export-oriented with 95 per cent of the products being exported. This industry is characterised by small and medium-sized enterprises, too. The growth rates of the turnovers are positive : the year 2001 saw an increase in turnover by 11.5 per cent and the year 2002 saw a growth by 15 per cent to 88.7 million Euro.

The Lithuanian automotive industry concentrates on the manufacture of cables and wires for vehicles and for the electronic wiring, automotive electronics, fuel pumps, air compressors, diesel engines, oil and air filters, braking systems, trailer couplings, deco parts and cargo containers. Wires and cable components earn 79 per cent of the turnover. In addition, Lithuanian enterprises are experienced in equipping and assembling special vehicles such as, for example, double-deck engine-driven vehicles. In 2002, employees of the Lithuanian automotive industry earned 405.60 Euro per month on average.

The Grand Duchy of Luxembourg entered the age of industrialisation during the second half of the 19th century. The discovery of iron ore as well as new production technologies, skilfully carried out by clear-sited iron-masters, promoted the expansion of a powerful steel industry, which is efficient on a worldwide scale.

Though other sectors, such as ceramics, breweries and the textile industry were equally prosperous, the steel industry became the pillar of Luxembourg's industry, as is reflected in its predominant part in the national production and by the number of people employed in this sector.

For almost a century, the steel industry was the motor of the whole economy and allowed the Grand Duchy to join the leading industrialised countries and to achieve a high living standard.

The impact of the crisis, which unsettled the steel industry, was particularly felt in the Grand Duchy, due to the monolithic structure of the industrial network and the absence of a sound inner market. Therefore, at the very beginning of the crisis, it became essential to develop a strategy that was able to guarantee a perennial competitive steel industry.

Simultaneously to an intense internal restructuring process, Luxembourg's steel industry concluded strategic agreements with important steel groups. Thanks to the realisation of the most ambitious investment plan since World War II, including the replacement of classical steel making by electric steel making, the Luxembourg steel industry continued its efforts to improve its competitiveness for future openings. A continuous research policy supports the high standard of its present technology.



Besides the steel sector, which today employs approximately 7,700 persons, other sectors also reflect the diversity of the Grand Duchy's industrial structure.

The metal transformation sector is one of the most important sectors after the steel industry and includes sectors as foundries, wire mills, galvanisation, manufacturing of electrodeposited copper foils as well as a very diversified line for the construction of equipments and products ranging from blast furnaces to prefabricated factories, precision mechanics and steel and wool. Some of the most significant productions are metal buildings, handling and hoisting machinery, track material, thermostats, refrigerators, brass foundries and carbide parts.

New products like injection moulding machines, aluminium sheets, metal coating and hydraulic systems are becoming more important. This sector mainly aims at export. Its products are sold in Europe as well as on other continents.

One of today's most dynamic sectors of industry is the automotive industry. The Grand Duchy of Luxembourg has become a strategic location for suppliers to the automotive industry. The sector employs about 8,000 persons at 25 production sites. All car manufacturers in France, Germany and the United Kingdom as well as Belgian and Dutch assembly lines can be provided within 24 hours.

The Luxembourg companies active in Luxembourg's automotive industry offer a diversified range of products from steel, insulation products and interior coverings to batteries, thermostats, refrigerators, tyres and windscreens.

The Netherlands

Like in many other countries, the national metal industry suffered from the recession of the past years. For the year 2004, the German Office for Foreign Trade (BfAI) expects a slight export growth for the Netherlands. Therefore, the export-oriented Dutch metal and electrical industry should also benefit from this recovery in 2004.

At present, mechanical engineering has to face low investments of companies. In 2002, production dropped by 4.6 per cent compared to the previous year. At the same time, turnovers increased by 5 per cent since a few large projects from 2001 were transferred and booked in the subsequent year. The association of metal, plastics, electronics and electrotechnical industry (FME) in the Netherlands expects a drop in domestic sales by 1.5 per cent in the year 2003. International sales is the only sector where a growth of .5 per cent is anticipated.

The Dutch mechanical engineering industry is very export-oriented. According to a survey of the FME association carried out among its members, one out of ten enterprises has a subsidiary production plant abroad. Investments in rationalisation measures shall now help the Dutch mechanical engineering to overcome the recession where the hopes of the industry are geared to the year 2004.

Investments to increase efficiency, in particular, shall rise the demand in machinery by the end of 2003. The FME expects a domestic sales growth of 2.5 per cent and 3.5 per cent for abroad in 2004. Besides, Dutch mechanical engineering also shows signs of stronger specialisation and concentration to research and development.

The production of metals and alloys makes for a third of the production of Dutch industry representing the strongest branch of the metal industry. Typically, intermediate products for finishing are manufactured. Metal production is concentrated on the large enterprises. Simple metal products are manufactured typically by small and medium-sized enterprises. The general decline in demand also affected this industry : In 2003, the production of metal products dropped by 2.3 per cent.

The Dutch automotive industry is characterised primarily by the manufacturing of automotive parts. The Netcar company is the only enterprise to assemble passenger cars. For the year 2003, the Dutch automotive industry estimated its sales growth to 3.5 per cent, for the year 2004, an even stronger growth of 6 per cent is expected. For a large part, this growth is due to the strong orientation towards export.

Poland

Poland is the largest automotive market of the countries of the former Eastern Bloc. Between 1990 and 2002, the automotive market grew by 70 per cent. So far, only 50 per cent of all Polish households own a car. Therefore, the automotive industry reckons with a high expansion potential in the domestic market.

Within the Polish economy, the automotive industry attracts most investment. 72 per cent of the means were invested in machinery and technical installations, 9.8 per cent in tools, devices and other equipment, and 15.1 per cent in buildings and accommodations. Many of the key enterprises are owned by foreigners. The manufacturers of automotive parts started to establish research and test labs for new products in Poland.

In 2001, 165,600 people were employed in the automotive sector with an average monthly wage of 2,266 Polish Zloty (507.78 Euro).

The Polish market for used cars is large. However, in 2003, it decreased. Likewise, the significance of finished products for the industry decreases while the manufacture of spare parts and automotive components is becoming more important. The centre of the automotive subcontracting industry is Upper Silesia.

Shipbuilding is included in the industry of manufacturing means of transportation. At present, the Polish shipbuilding industry undergoes the process of consolidation. Polish dockyards are mainly situated in the coastal areas in the north-west and north-east of the country. The enterprises have specialised in the manufacture of container ships and small coasters. The Polish shipbuilding industry owns 4 per cent of the world-wide shipbuilding capacity.

Currently, the Polish automation technology faces difficult market conditions. The market is dominated by foreign enterprises. The role of the purely Polish companies is limited to components or customised products. As far as modern control and measuring instruments are concerned, the country mainly depends on imports. In 2001, the Polish industrial automation sector produced goods amounting to a value of 3 billion Polish Zloty (671 million Euro). 60 per cent of the value were earned by manufacturing electrical distributors and control devices.

In contrast to the last years, building activity now also starts in cities other than Warsaw which is to the benefit of the metal working industry of Poland. Mainly trade, production and recreational amenities are being established. Structures made of aluminium are considered to be a growing market. The EU – Germany especially – is Poland's most important export partner.

In the year 2002, Poland produced metals and alloys amounting to a value of 5.2 million Euro. In 2003, the production of crude steel grew in this industry. The enterprises working in the production of metals and metal compounds are mainly small and medium-sized. In 2002, this industry employed 77,000 people with an average monthly wage of 2,334 Polish Zloty (523 Euro).

The metal products produced had a value of 6.6 million Euro in 2002. In this sector, too, the typical company is small or medium-sized. In 2002, 200,100 people were employed.

In 2002, the Polish mechanical engineering sector produced goods amounting to a value of 6.5 million Euro. The 202,500 employees worked 42.4 hour a week earning 550 Euro per month in 2002. Poland imports high precision and quality tools as well as welding technology and material.

Sweden

In the year 2000, Sweden's fine steel industry with its nimble strategy of market niches for high-quality products and its export orientation was still extraordinarily successful. Then, the market value of the annual production amounted to 42.9 billion Swedish krona (4.7 billion Euro). With the recession in 2001, the situation changed, and in the year 2003, real industrial production in the metal and ore sector dropped by as much as 1.7 per cent. Nevertheless, Sweden is the leading metal ore producer in the EU. The mines are situated in central Sweden and around Kiruna and Malmberget. Steel production is concentrated to central Sweden with special emphasis on the production of high quality alloyed steel.

In 2002, the Swedish automotive industry earned turnovers of 26 billion Euro. Though the automotive industry grew in 2003, the sector expects a stagnant demand in vehicles and automotive parts for the next years. The automotive sector is mainly located in southern and central Sweden.

The Swedish automotive industry is turning more international, which applies both to automotive subcontractors and manufacturers. Swedish car manufacturers have the lead in terms of developing telematics and active safety systems technology, design and mechanical engineering. They also hold a strong position for engines, engine parts and powertrains.

The Swedish automotive industry employs 185,000 people with 75,000 people working in the subcontracting sector. 50 per cent of the automotive subcontractors are small-sized enterprises.

The automation technology sector is situated in central Sweden. The industry offers a broad range of automation modules such as industrial robots, transportation means, industrial computers, pneumatic and hydraulic equipment as well as other mechanical and electrical components. Automation equipment and systems are developed in close co-operation with the industry.

The metal finishing industry of Sweden exports two thirds of its output. The sector employed 385,000 people in 2002 which means half of the people working in the finishing industry and in mining. The majority of the enterprises in this industry is small or medium-sized.

Modern production methods, quality and innovative ideas represent the key advantages of the industry. It is, therefore, not surprising that 65 per cent of the total costs are spent in research and development. For the year 2004, steel companies and metal finishing enterprises in particular expect a distinct recovery.

Serbia & Montenegro

The consequences of war-related destruction and the economic uncertainty after the political restart can still be felt in Serbia today. At present, it is difficult to give a comprehensive overview of the Serbian metal industry, even more so since restructuring and privatisation measures have not yet been completed. The figures change frequently and reflect a very imprecise image of the current market situation in the Serbian metal industry.

As a matter of fact, the economy of Serbia/Montenegro recovered remarkably fast after the political upheaval in October 2000. With the introduction of a controlled floating, the dinar became stunningly stable : The inflation rate of the year 2001 fell to 38 per cent, and in 2002 to 20 per cent - a complete success compared to three-digit inflation rates prior to the floating. The gross domestic product of Serbia/Montenegro grew by five per cent in 2001.

Privatisation and restructuring - the banking sector included - have made great progress, a tax reform has been started. With the introduction of new privatisation legislation, work legislation according to European standards and a modern legal basis for foreign enterprises, the Serbian government has undertaken a lot to attract foreign investors to a financial commitment in Serbia. The improved environment was absolutely necessary to relieve the precarious economic situation of the country and offer realistic prospects of foreign investment to the Serbian enterprises which suffered from a chronic lack of financial means.

A look into the economy of the country reveals the effects of an investment hold-up caused by years of isolation and the creeping erosion of technical equipment : The country has an urgent need of (new) equipment in many industries, mainly of agrarian machinery and packaging machines. The domestic production of Serbia does by far not cover this demand in equipment, vehicles, industrial robots and machines.

According to information by the German Office for Foreign Trade (BfAI), experts estimate that “today, the Serbian manufacturers cannot even supply 20 per cent of the technology needed in agriculture”. This implies good market opportunities for foreign manufacturers – however, the rural enterprises do not have the money to buy the equipment. Since 2002, a few businesses have HERMES guarantees resulting in a slightly improved situation compared to the years 2000/2001.

In the present phase of restructuring and privatisation, most of the enterprises do neither have a clear view of their short nor medium-term future. There is hardly any enterprise which does not struggle with enormous liquidity problems.

The difficulties become most obvious at Zastava Automobil in Kragujevac. The year 2002 was meant to bring about the turn for the largest passenger car and commercial vehicle manufacturer in Serbia. Production, however, stayed far behind expectations, mainly because of non-delivered engines from the Belgrad-located engine manufacturers FAM and FMM. For 2002, 18,000 cars were planned, but only 10,500 vehicles were actually produced. The delivering difficulties of the engine manufacturers, in turn, were mainly caused by the enormous problems of their subcontractors. Zastava Automobil now hopes for assistance by the Italian automotive manufacturer Fiat.

The situation is difficult, but not hopeless - mechanical engineering, in particular packaging machines, represents an example. In an analysis of May 2003, the German Office for Foreign Trade expected “the packaging machine sector to develop into one of the most dynamic machine markets of the country” and “Serbia/Montenegro to climb to the largest selling market for packaging technology in the central and southern Balkan after Greece during the next years”.

The “many years of investment hold-up, strong growth rates in the food and stimulant industry, rapidly growing demands of the population regarding the look and quality of the goods” as well as a “strikingly strong tendency towards packaging intensive super markets” are mentioned as reasons. Serbian food producers would have an opportunity to return to the foreign markets only if they managed to produce goods with a convincing packaging quality. The Serbian engineering of packaging machines, however, was “not competitive neither in quality nor technology after many years of negligence”.

UK

Whilst some technologies of the metal forming and finishing industries are very well established, others are newly emerging. Increasingly, metal forming companies are producing specialised products or systems aimed at particular markets. In addition to direct exports, many of the component parts produced by the sector are indirectly exported via overseas sales of the end product.

In Great Britain, there are 40 manufacturers of vehicles and 7,000 enterprises producing automotive parts. According to information by the British automotive association, 1.82 million vehicles were produced in 2002, representing a plus of 8 per cent compared to the previous year. Thus, the stagnation of the year 2001 was compensated. In 2002, the turnover of the entire industry amounted to 53.1 billion Euro. The 376,000 people employed in the industry earned 12.20 Pound on average (18.24 Euro at present).

Mechanical engineering and the production of metals and alloys are also very export-oriented. In mechanical engineering, exporting earns a third of the turnovers. In 2002, mechanical engineering achieved a turnover of 32 billion Pound (47.8 billion Euro), and the turnovers with machine tools reached 191.5 million Pound (286.3 million Euro). The employment figures as specified by the International Labour Organisation (ILO) and in industry-own sources differ greatly. ILO stated 489,000 employees for 2002, while own figures of mechanical engineering mention 850,000 workplaces. The average hourly wage in 2002 was 10.66 Pound (15.94 Euro at present).

Half of the goods produced in the metal and alloy sector is exported. Great Britain is the third largest lead producer of the world, other important products are copper and aluminium. In 2002, the industry employed 250,000 people worked in the production of metals and alloys according to own information sources.

For many years worldwide demand has grown steadily in the non-ferrous metals industries sector. More aluminium is produced each year than any other non-ferrous metal, its main user industries in the UK being transport, construction and packaging. Construction takes up 54% of the market of extrusions, most of this being suitable for export. Of the other major base metals processed, copper accounts for nearly 50% of the sector’s total net output, but the UK is also the world’s third largest producer of lead.

The UK’s metal forming and finishing industries employ around 250,000 people in 7,000 companies, which account for about £8 billion of sales. Whilst some technologies are very well established, others are newly emerging.

Increasingly, metal forming companies are producing specialised products or systems aimed at particular markets. In addition to direct exports, many of the component parts produced by the sector are indirectly exported via overseas sales of the end product - e.g. as vital components in a diverse range of products, from jet engine turbine blades to artificial hips. In 2002, the turnovers of the metal finishing industry amounted to 8 billion Pound (almost 12 billion Euro), the average hourly wage was 11.03 Pound (16.49 Euro).

The metal finishing industry is the most productive sector of the finishing industry. The British economic climate index, however, does not reflect this situation : automotive industry and mechanical engineering expect a promising future, whereas the manufacturers of metal products have a rather pessimistic outlook for the future.

(Source : EEPC Duesseldorf Office)

Tender Information



Lao PDR

(EEPC Ref. No. DB-1581)

Project : Health Service Improvement Project
IDA Grant No. H1830-LA; Project ID No. P074027
Grant from IDA

Notice No. : **WB3344-691/06**

Issued by : Health Services Improvement Project
Project Management Unit (PMU)
1st Floor, Simoung Road, Simoung Village
PO Box 2236, Vientiane, Lao PDR
Attn. : Dr. Sisamone Keola
Director of Health Service
Improvement Project
Tel. : (856-21) 214-059
Fax : (856-21) 214-058
E-mail : pcumoh@laotel.com

For : Procurement and Installation of Office Equipment.

Tender cost : US\$ 80 (Non-refundable) + US\$ 60 (delivery charge)

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

Bid deadline : **13.12.2006**

Nepal

(EEPC Ref. No. DB-1582)

Project : Power Development Project Part-C
Credit No. 3766-NEP, Grant No. H039-NEP
Credit and Grant from IDA

Notice No. : **WB3477-691/06**

Issued by : The Project Manager
Distribution and Rural Electrification
NEA Transmission and Distribution
Power Development Project
Nepal Electricity Authority
168/22 Saraswati Marg-1
Thapagaon, New Baneshwor
PO Box 5117
Kathmandu, Nepal
Tel.: (977-1) 447-9840/7119
Fax : (977-1) 449-9203
E-mail : neatnd@wlink.com.np

For : - Lot C.5 : Supply and Delivery of Distribution
Transformer, Distribution Panel
Board and Line Equipment :
- Package 1 : Distribution Transformer, Tender
No. : ICB-04D/2006-1
- Package 2 : MCCBS & LV Distribution Panel
Board, Tender No. : ICB-04D/2006-2

Tender cost : NRs.10,000 (Non-refundable) + NRs 5000
(postal charge)

Bid security : 2.5% of bid price or an equivalent amount in a
freely convertible currency.

Bid deadline : **24.12.2006**

Romania

(EEPC Ref. No. DB-1583)

Project : Modernizing Agricultural Knowledge and
Information Systems (MAKIS) Project
Loan No. 4758-RO, Project ID No. P086949
Loan from IBRD

Notice No. : **WB3475-691/06**

Issued by : Project Management Unit of the Modernizing
Agricultural Knowledge and Information Systems
Project within the Ministry of Agriculture
Forests and Rural Development
1B Negustori St.
1st Floor, Room No. 14, Sector 3
Bucharest, Romania
Attn. : Ms. Rozina Tomadini
Assistant Manager
Tel/Fax : (40-21) 315-2950/2955/2965
E-mail : rozinat@pmu-assp.ro

For : Laboratory equipment organized in one single
lot including (with quantities indicated) :
- *Item No. 1* : Real-time PCR machine or ABI
PRISM (1)
- *Item No. 2* : Water purification system (1)
- *Item No. 3* : BioDoc-It System (1)
- *Item No. 4* : Fume hood (1)
- *Item No. 5* : Air conditioner (5)
- *Item No. 6* : Electrophoresis equipment -
horizontal + Power supply (1)
- *Item No. 7* : Microwave (2)
- *Item No. 8* : Mobile minilaboratory (1)
- *Item No. 9* : Microcentrifuge (1)

- Item No. 10 : Magnetic stirrer (1)
- Item No. 11 : Digital hot plate (2)
- Item No. 12 : Mixer with whisks (1)
- Item No. 13 : Vortex one handed with microtubes (1)
- Item No. 14 : Station for purification process of the water (1)

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

Bid deadline : **27.12.2006**

Uzbekistan

EEPC Ref. No. **DB-1584**

Project : Rural Enterprise Support Project
Loan No. 4644-UZ, Project ID No. P046043
Loan from IBRD

Notice No. : **WB3404-691/06**

Issued by : Rural Restructuring Agency
39 B, Kary Niyazi St.
Tashkent 700000, Uzbekistan
Attn. : Mr. A. Fayzullaev
Director General
Tel. : (998-71) 137-1659
Fax : (998-71) 137-1658
E-mail : resp@sks.uz

For : Supply of the following machinery :
- 2 Hydraulic crawler-mounted 125 kW excavators with 0.45 m³ bucket.

Tender cost : US\$ 100 (Non-refundable) (including VAT at 20 per cent) or the equivalent in Uzbek soums.

Bid security : Not less than US\$ 4,500 or equivalent in freely convertible currency.

Bid deadline : **12.12.2006**

Zambia

(EEPC Ref. No. **DB-1585**)

Project : Support for Economic Expansion and Diversification
Project ID No. P071407
Credit from IDA

Notice No. : **WB3836-691/06**

Issued by : Zambia National Tender Board
Red Cross House, Plot 2837
Los Angeles Blvd., Longacres
PO Box 31009, Lusaka, Zambia
Tel. : (260-1) 250-632/642/687
Fax : (260-1) 250-633
E-mail : kapitolo_d@tenderboard.gov.zm
Website : www.tenderboard.gov.zm

For : Supply and installation of street lighting and road signage in selected tourist priority roads in Livingstone town.

- (a) Removal of existing fittings
- (b) Supply and selection of new wiring
- (c) Supply and installation of meter and control boxes
- (d) Installation of street light poles
- (e) Light fittings
- (f) Supply of maintenance equipment

Tender cost : K 1,000,000 (Non-refundable) or its equivalent in any convertible currency.

Bid security : K 100,000,000

Bid deadline : **08.12.2006**

(Source : UN Development Business Website)

Iran

Exposed PVC Geocomposite Sealing System

Issued by : National Iranian Copper Industries Company
Public Relations Department
Contracts & Legal Department
Sarcheshmeh, Rafsanjan, Iran
Tel. : (9839) 1288 3403-8
Fax : (9839) 1288 3402
Website : www.nivico.com

For : Supply and installations of an exposed polyvinyl chloride (PVC) geocomposite sealing system (GSS) to be fitted to the upstream face of the main tailings retaining embankment at the Sarcheshmeh copper mine, 55 kilometers south of Rafsanjan city, in Kerman Province. The scope of works comprises : (1) dam details : a 19-metre-high zone rock-fill embankment, a two-stage raise of an existing 75-metre-high embankment; (2) GSS properties : PVC geocomposite (3 millimeter thick PVC geomembrane thermally coupled to 500 grammes per square metre geotextile); (3) GSS surface area : the total face area is 34,100 square meters; (4) GSS perimeter anchorage : a trench anchorage on existing embankment crest, mechanical tie-down to remainder; and (5) GSS face anchorage : exposed installation, mechanical anchorage to the porous concrete curb base layer in continuous vertical lines, without gluing and without use of point anchors. The total construction time of the main embankment raise is nine months.

Bid bond : Bid bond is IR 2,000 million.
Details on payment of IR 20 million.

Closing date : **Not stated**

Iran

Condensate Storage Tank Farm

Issued by : Pars Oil & Gas Company
National Iranian Oil Company
Director, Engineering & Construction Department
132 Parvin Etesami Street
Fatemi Avenue
Tehran, Iran
Tel. : (9821) 88989240
Fax : (9821) 88989241

for : Carrying out, on an engineering, procurement and construction (EPC) basis, the Assaluyeh condensate storage tank farm construction project as back up storage facilities for all phases of the South Pars development in Assaluyeh. The project's scope comprises : (1) total gross required storage capacity of 600,000 cubic meters consisting of three double-deck floating roof single shell tanks; (2) each tank will be installed in a dedicated bank; (3) designs will be in accordance with API 620; (4) filling and draw-off rates for each tank will be 4,000 cubic meters an hour (cm/h); (5) filling of the tanks will be made by the existing loading pumps of various phases of the South Pars development through a common 32-inch incoming pipeline, and overall draw-off from tanks will be achieved by three electric motor driven pumps with capacity of 2,000 cm/h; (6) one electric motor driven inter-tank transfer pump of 500 cm/h will be installed; (7) a 20,000-cubic meter fire water tank and three diesel driven fire water pumps will be installed; (8) oily water from tank and roof drains will be treated in a dedicated package prior to disposal; (9) recovered oils will be injected to condensate tanks and be injected to condensate tanks and oil free water will be disposed of; and 10) all pipe works including incoming and outgoing condensate, desalinated firewater, seawater as firewater backup and de-oiled water disposal within the area are included in the scope of works. The allocated plot area is about 70 hectares and located in the south of the old airport of Assaluyeh. The plot area will be fenced and all access and patrol roads will be constructed.

Closing date : *Not stated*

(Source : MEED, Vol. 50, No. 42 dated 20-26 October, 2006)

Kuwait

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

Tender No. : ME/EW/56/2006-2007

Requirements : Connecting of (15 Nos.) Main Electrical Transformer Stations for Control & Monitoring Centers.

Fee (KD) : 50.000

Initial guarantee : 2.5% of offers value.

Closing date : **10.12.2006**

Tender No. : ME/EW/68/2006-2007

Requirements : Construction, Completion & Maintenance of Main Sweat Water Distribution Line 1200 mm diameter extended from West Jileeb Tower up to link with 600 mm diameter through Sixth Ring Road.

Fee (KD) : 800.000

Initial guarantee : 2.5% of offers value.

Closing date : **19.12.2006**

For further details, please contact :

Mr. Satish Sakleshpur
Attache (Commercial)
Embassy of India
P.O. Box 1450
Safat 13015
Kuwait
Tel. : 2530600/612/613
Fax : 2525811
E-mail : indecomk@qualitynet.net

(Source : Embassy of India, Safat)

Trade Enquiries



Hong Kong

(Source : EEPC Singapore Office)

Name of the Company	Addresses	Contact Person/Tel./Fax/E-mail	Items interested
Ka Kong Trading Company	G/F., 385, Reclamation Street Mongkok, Kowloon Hong Kong	Attn. : Helen Leung Tel. : 852-26251281 Fax : 852-26251262 E-mail : kakong@netvigator.com	Carbide end mill, grinding tools, high quality hand tools etc.

Finland

(Source : Direct from the party)

M/s. Krogerus Consulting Oy, Metsänneidonkuja 10, 02130 Espoo, Finland, Business ID : 1959891-1, Tel. : +358 9 435 77530, Fax : +358 9 435 77533, E-mail : romy@krogerusconsulting.com, Website : www.krogerusconsulting.com, Attn. : Romy Kumar, Vice-President are interested to import Brass Components made from brass profiles and Brass Profiles (raw material).

Description of the product : The requirement is for the electrical industry and most of the products are small but the perfection/precision levels should be of international standards. The annual purchase levels are to the tune of around 2M Euros.

Only manufacturer-exporters with ISO certified quality management system are requested to contact directly.

Trade enquiries received from various Indian Missions Overseas

Ghana

(Source : High Commission of India, Accra)

Name of the Company	Addresses	Contact Person/Tel./Fax/E-mail	Items interested
Samworth Limited	P.O. BOX KA 16502 Accra Ghana	Attn. : Mr. Sam Anyidoho Tel/Fax : +233 21 511487 E-mail : samworth@hotmail.com	Bulldozers D-6; D-5; D-4; D-3 & D-2 for land clearing in Liberia. Also Agricultural Machinery as per details given below : A. Wheel Tractors T-75HP; T-60HP; T-35HP B. Crawler T-60HP; T-35HP; 7HP with rotary tiller C. Backhoes BH-60HP; BH-35HP D. Power Tillers with attachment 5-7HP; 8-10HP; 10-14HP Attachments/implements for agricultural machines T-75, T-50, T-60, T-35 are some plough mould board, plough comb harrow two 14 inch plows 40 inch rotary tiller, power cultivator, heavy duty disc plough.
Bany Laboratory	X CT 1498 Accra Ghana	Attn. : Mr. Kwasi Nyanteh Chief Executive Officer Tel. : 233-244-381414/ 233-212-56822 E-mail : banylab@yahoo.com	Laboratory equipment.
Addis-com Ltd.	P.O. Box 13114 Accra Ghana	Attn. : Mr. Alhaji Abdul Yusuf Managing Director Tel. : 233 21-666550 Fax : 233 21-674059	Generators.

Iran

(Source : Embassy of India, Tehran)

Name of the Company	Addresses	Contact Person/Tel./Fax/E-mail	Items interested
Machine Sazi Tabriz	P.O. Box 518-183 Tabriz Iran	Tel/Fax : 0098411-2893992/5009/ 8129/5035 E-mail : msttad@mst-group.com Website : www.mst.ir	Lathes, milling, drilling and grinding machines; hydraulic pumps, magnetic table, telescopic covers, couplings, hydro motors, control systems, ball screws, el-motors, lubricating pumps, lubricating fittings, digital or solar scales, multi-tooled turrets, sheet metal covering of machine tools, turcite B.

UAE

(Source : Embassy of India, Abu Dhabi)

Al Ghofran General Trading (AGGT)	P.O. Box 121741 Dubai UAE	Attn. : Mr. Naiyer Hussain Business Development Manager Tel. : +971-4-2712097 Fax : +971-4-2712385 E-mail : aggtdxb@eim.ae	Hand tools, power tools, pneumatic tools and hardware etc. for construction companies, oil field services companies and other industrial companies, cast iron & ductile iron, manhole covers.
Enorta Electromechanical Works LLC	P.O. Box 184208 Dubai UAE	Attn. : Mr. Bob Bahrami Tel. : +971 50 2823831 Fax : +971 4 2881619 E-mail : bbahrami@sbcglobal.net	Ductile iron pipe, water treatment compact units.

Exhibitions and Trade Fairs



Iran

3rd Int'l Exhibition for Animal Husbandry, Poultry, Livestock & Fishery Industries

And

2nd Int'l Exhibition for Agricultural Machinery, Related Industries & Equipment

Date	: 13 - 16 February, 2006
Venue	: Mashhad Exhibition Center, Vakeil Abad Blvd., Mashhad, Iran
Exhibits Profile	: 1. Animal Husbandry : Animal Breeding and Related Equipment, Poultry, Livestock and Related Equipment, Fishery. 2. Veterinary : Veterinary Equipment and Related Services, Veterinary Laboratory and Clinics, Pharmaceuticals. 3. Agriculture : Agricultural Machinery, Horticultural Equipment, Watering and Watering Equipment, Forestry, Greenhouses and Related Services, Agrochemicals. 4. Research and Scientific Centers : Research centers, Universities and Training Centers, Specialty Press and Media.

Space Rent	: • Indoor Stand : Equipped with partitions, one tables, 2 chairs, fascia, electricity connection (220V-600W), 5 lights (100W), floor carpet. Price : Euro 120 per sq.m. (minimum size : 12 sq.m. – a multiple of 12 sq.m.). • Outdoor Stand : Price : Euro 60 per sq.m. (minimum size : 50 sq.m.). • Colour advertising (page 15 x 21) in official catalogue; Price : Euro 350. • Black & white advertising (page 15 x 21) in official catalogue. Price : Euro 200.
Organizer	: Jorhani Institute Co-Organizer of Mashhad Exhibition P No. 6, YAAS Complex East Hasht Behesht St. Bozorgmehr Ave. P.O. Box : 81785/174 Isfahan, Iran Attn. : Ms. Maryam Tel. : 98311 2662976/2642717, 98212 2015831 Fax : 98311 2662976, 98212 2051042 E-mail : marketing@expoweb.ir Website : www.expo.ir

(Source : Organizer)



INDIA ENGINEERING MEET & EXHIBITION

(22nd to 25th January, 2007)

**4 Days Action Packed B2b interactions of
Buyer Seller Meets • Exhibition • Seminars**

A Platform for building Business Contacts with approx. 400 Leading Businessmen viz. Importers, Buyers, Dealers, Distributors and Wholesalers of Engineering Products from America, Europe, Africa, Latin America, ASEAN, Australia & New Zealand and CIS Countries.

Venue

India Expo Centre
New Delhi-Greater Noida Expressway

This is a unique opportunity to showcase India's Engineering Capabilities

Members are cordially invited to enlist their participation for the mega event
"India Engineering Meet & Exhibition"

Participation Fee

Option I : Rs. 1,00,000/- per Participating Company

This fee will include participation in 5 BSMs (Maximum 20 Meetings) + Built up Booth of 9 sq. mtrs. for 4 exhibition days to provide an opportunity to interact with approx. 400 Overseas Buyers, Domestic Business Visitors, Government Officials, Diplomats from Embassies etc.

Option II : Rs. 80,000/- per Participating Company

This fee will include participation in 3 BSMs (Maximum 12 Meetings) + Built up Booth of 9 sq. mtrs. for 4 exhibition days.

Additional Space may be booked in multiples of 3 sq. mtrs. @ Rs. 10,000/- per sq. mtr.

Bare Space may be booked @ Rs. 8,000/- per sq. mtr. with minimum Space of 27 sq. mtrs.

Early Bird Incentive : Rs. 10,000/- per participating Company (**Option I**) and Rs. 5,000/- per participating Company (**Option II**) up to 30th November, 2006 only.

For further details & enlistment, please contact :

C. S. Shukla

Executive Director

Engineering Export Promotion Council

Vandhna (4th Floor), 11-Tolstoy Marg, New Delhi 110 001

Tel. : 91-11-23711124/25, 23353353, Fax : 91-11-23310920

E-mail : eepcto@eepc.gov.in / csshukla@eepc.gov.in

Website : <http://www.eepcindia.org> / www.indiaengineeringmeet.com

Note : Council reserves the right to accept or reject participation of any Indian company.

INDIA ENGINEERING MEET & EXHIBITION

(22nd to 25th January, 2007)

Engineering Export Promotion Council is pleased to announce one of its mega events “India Engineering Meet & Exhibition”, to be held at India Expo Centre, New Delhi-Greater Noida Expressway from 22nd to 25th January, 2007. Member-exporters have the golden opportunity to meet a wide spectrum of buyers from Africa, Latin America, ASEAN+2, CIS, America and Europe at one single point.

India’s Engineering Exports

Exports of engineering goods and services from India have reached to US\$ 19.8 billion in the year 2005-06 and registered a robust growth of 24.68%.

<i>Region</i>	<i>Engineering Exports in Million US\$</i>		
	<i>2003-04</i>	<i>2004-05</i>	<i>2005-06</i>
Europe	2398.29	3900.95	4307.95
USA & Canada	1411.40	2472.43	2892.19
ASEAN+2	1225.06	1911.00	2695.63
AFRICA	1158.66	1782.45	2294.01
LAC Region	210.13	461.57	572.12
CIS Region	79.74	110.90	186.86
Others – Asia & Services	5069.51	4754.94	6234.56
Total	11552.79	15394.24	19183.32

The trend of growth in exports of engineering goods and services over the last three years indicates a steady growth of above 20%. In terms of regional groupings, the most important three markets - NAFTA, EU and ASEAN accounted for more than 47% of the Indian engineering exports. The most important individual market remains the United States, which accounts for more than 14% of the total exports of engineering products and services from India. The European Union in particular the UK, Germany, France, Belgium and Italy are the most important contributors to the engineering exports basket of India. It is notable that South Africa and Nigeria have emerged as top destinations in the African markets. Certain important countries of Indian exports that are primarily trading centres for further distribution include the UAE and Singapore.

Indian exports have shown a higher year - to - year increase in terms of global market share of engineering exports, however, this remains a low at about 0.47%. In order to foster the engineering exports growth, the Council continues its endeavour to double exports of engineering items from India in next 5 years and to take India’s share in the world engineering close to 1%.

India Engineering Meet and Exhibition

The Council has been organising the Buyer Seller Meets periodically to benefit its members. Indo-LAC, Afro-India, Euro-India, Indo-ASEAN, Indo-CIS and Indo-NAFTA etc. have been successfully organized by the Council in the recent past. However, this year being a “Golden Jubilee” year of the Council, it has been decided to coincide 5 BSMs together along with the exhibition and organize a mega event “INDIA ENGINEERING MEET AND EXHIBITION”. The Council is planning this event to be a regular feature of the Council’s promotional activity for its members.

Buyer Seller Meets

The details of the Buyer Seller Meets (BSM) are given below :

<i>S. No.</i>	<i>Buyer Seller Meet</i>	<i>Tentative Dates</i>
BSM- 1	Afro-India Buyer Seller Meet	Monday, 22nd January, 2007
BSM- 2	Indo-ASEAN Buyer Seller Meet	Tuesday, 23rd January, 2007
BSM- 3	Indo-CIS Buyer Seller Meet	Wednesday, 24th January, 2007
BSM- 4	Indo-LAC Buyer Seller Meet	Wednesday, 24th January, 2007
BSM- 5	Buyer Seller Meet of Europe, USA & Canada	Thursday, 25th January, 2007

A participating company can nominate only one delegate per BSM. However, the company can depute additional personnel to man their company’s booth.

Exhibition

The Council has booked 6,900 sq. mtrs. space for organizing the Exhibition in Hall Nos. 2 & 4 of India Expo Centre. The participation will be limited to 250 Indian companies only. The exhibitors will have the opportunity to :

- Meet more than 400 overseas buyers in just four days
- Make face-to-face contacts with potential buyers
- Launch new products/generate new business
- Raise Industry awareness of your company
- Communicate with current clients
- Identify new agents and distributors
- Attract media attention
- Demonstrate technological developments

The exhibition will be primarily focused on serious Business Visitors – Chief Executive Officers/Business Heads, Sourcing/Vendor Development Executives, Technical Experts & Consultants, Officials from Public Sector Undertakings, Government Officials, Diplomats from Embassies etc.

The built-up booth of 9 sq. mtrs. in size (3m x 3m) will include carpeted floor, one-plug socket, two spotlights, three plastic chairs, one table, one ashtray, one waste basket, one catalogue display stand and fascia. In the event of additional space requirement, minimum space in the multiple of 3 sq. mtrs. may be booked. Any additional furniture/accessories required will be charged extra.

Seminars

The International Conferences & Seminars on the topical issues related to the latest trends in the engineering industry will be organized coinciding with the event.

Thrust Products for India Engineering Meet & Exhibition

A. Capital Goods

- Cement Machinery
- Chemical, Paper, Water Treatment Plant
- Commercial Vehicles including Jeeps, Cars etc.
- Construction Machinery including Earth Moving Equipment, Cranes, Lifts and Winches etc.
- Electric Power Equipments
- Electric Wires & Cables
- Fencing Structures
- Food Processing
- Heating & Cooling Equipment
- Knitting Machinery
- Machine Tools and Accessories
- Other Industrial Machinery
- Pharmaceutical Machinery
- Sugar Machinery
- Textile & Jute Mill Machinery
- Tractors & Agricultural Equipment
- Transmission Line Towers & Parts
- Two and Three Wheelers

B. Primary Iron & Steel and related items

- Bolts, Nuts, Screws and other Fasteners
- Bright Bars
- Electrodes
- Ferrous Hollowware
- Forgings
- Industrial Castings
- Prime Iron & Steel
- Railway Track Materials
- S. S. Utensils
- Sanitary Castings
- Steel Furniture & Other Steel Products
- Steel Pipes and Tubes
- Steel Wire including Wire Nails & Nettings etc.
- Wire Ropes & Strands

C. Non-Ferrous Metals & Products

- Aluminium & Aluminium Products
- Other Non-Ferrous Metals Products

D. Consumer Durables

- Air Compressors
- Auto Parts
- Bicycle & Parts
- Cutting Tools and Steel Files
- Dry & Storage Batteries
- Electric Fans & Parts
- Electrical Manufactures
- Hand Tools
- I. C. Engines & Parts
- Mechanical Pumps
- Mica & Mica Products
- Office Equipment
- Scientific, Surgical & Other Instruments
- Sewing Machines & Needles etc.

E. Other Engineering Products



Exhibition Venue

India Expo Centre, New Delhi-Greater Noida Expressway
Plot No. 25,27,28,29, Knowledge Park-II
Dist. Gautam Budh Nagar, Greater Noida, UP
Tel. : 95120- 2328011-20
Fax : 95120-2328010
Website : www.indiaexpoctr.com

For the convenience of Indian participants, the Council has made arrangements for coaches from different destinations in Delhi for attending the exhibition. The shuttle services will also be available from Sector 44 Noida (Starting point of Greater Noida Expressway) to India Expo Centre, Greater Noida on regular intervals.

Dates & Duration

22nd to 25th January, 2007 (Monday to Thursday, 4 days)
9:30 A.M. to 5:00 P.M.

Participation Charges

Option I : Rs. 1,00,000/- per Participating Company

This fee will include participation in 5 BSMs (Maximum 20 Meetings) + Built up Booth of 9 sq. mtrs. for 4 exhibition days to provide an opportunity to interact with approx. 400 Overseas Buyers, Domestic Business Visitors, Government Officials, Diplomats from Embassies etc.

OPTION II : Rs. 80,000/- per Participating Company

This fee will include participation in 3 BSMs (Maximum 12 Meetings) + Built up Booth of 9 sq. mtrs. for 4 exhibition days.

The confirmations received well in advance will help us in selecting the Overseas Buyers as per business activities and areas of specialisation of participating companies.

Additional Space may be booked in multiples of 3 sq. mtrs. @ Rs. 10,000/- per sq. mtr.

Bare Space may be booked @ Rs. 8,000/- per sq. mtr. with minimum Space of 27 sq. mtrs.

Payment and Cancellation

- Amount payable at the time of booking Rs. 50,000/- (Fifty Thousand only).
- 50% cancellation charge applicable if reservation is cancelled before *30th November, 2006*. Any cancellation after this date would result in 100% forfeiture of the paid amount.
- The balance payments have to be paid by *15th December, 2006*.

Selection Criteria for Indian Participating Company

Final selection of the participants will be done by a Committee based on the criteria such as Accreditation to International Standards (like ISO, QS, etc.), foreign collaboration, and annual export.

Selection Criteria for Overseas Buyers

In order to ensure that buyers of repute and interest are invited to attend the proposed BSM, the Council has devised a questionnaire, which will be circulated through Council's Overseas Offices, Indian Missions, Associations and Chambers of Commerce to the prospective buyers. On receipt of the filled-in questionnaire, the Council would finally select the buyers keeping in view the interest of member-exporters so that one to one meetings may result into some concrete business at the end of the meet.

Publicity

Council will undertake wider publicity campaign for this event through various media in India and abroad through its overseas offices.

Please send the Application Form duly filled in to :

C. S. Shukla

Executive Director

Engineering Export Promotion Council

Vandhna (4th Floor), 11, Tolstoy Marg, New Delhi-110 001

Tel. : 91-11-23711124/25, 23353353

Fax : 91-11-23310920

E-mail : eepcto@eepc.gov.in

COUNCIL RESERVES THE RIGHT TO ACCEPT OR REJECT PARTICIPATION OF ANY INDIAN COMPANY.

Application Form

INDIA ENGINEERING MEET AND EXHIBITION (22nd to 25th January, 2007)

Name of the Company (In Block Letters)			
Address (In Block Letters)			
	City		Pin Code
Phone (with STD Code)		Fax No.	
E-mail		Website	
Name(s) of the Executive(s) with Designation(s) attending the India Engineering Meet	1.		3.
	2.		4.
Items Manufactured/Exported (HS Codes if possible)			
Industrial Application			
Foreign Collaborations if any, please specify			
Annual Turnover in US\$		Annual Export in US\$	
Countries of Export			
International Accreditations (ISO, QS, etc.)			
Nature of Business (Please tick mark)	Manufacturer		
	<input type="checkbox"/> SSI	<input type="checkbox"/> Non-SSI	<input type="checkbox"/> Merchant <input type="checkbox"/> Export House
Option of Participation	Option I <input type="checkbox"/> Option II <input type="checkbox"/>		
	Please tick mark preferred BSM for Option II : <input type="checkbox"/> Afro-India <input type="checkbox"/> India-ASEAN <input type="checkbox"/> Indo-CIS <input type="checkbox"/> Indo-LAC <input type="checkbox"/> Indo Europe, USA and Canada		
Area of specific interest for this BSM/Meet			

Signature with Office Seal

N.B. : Following should be sent with this Form :

1. Two passport size colour photographs of each participant with their names at the back of the photographs.



**Government of India
Ministry of Finance
Department of Revenue
Central Board of Excise & Customs
New Delhi**

Notification No. 24/2006-Central Excise (N.T.)

Dated 14th November, 2006

G.S.R.(E).- In exercise of the powers conferred by Sub-Section (1) and Sub-Section (2) of Section 4A of the Central Excise Act, 1944 (1 of 1944), the Central Government, on being satisfied that it is necessary in the public interest so to do, hereby makes the following further amendment in the Notification of the Government of India in the Ministry of Finance (Department of Revenue), No. 2/2006-Central Excise (N.T.), dated the 1st March, 2006, G.S.R. 113(E), dated the 1st March, 2006, namely :-

In the said Notification, in the TABLE, against S. No. 91, in column (3), for the words "The following goods", the words "The following goods, other than lamps for automobiles" shall be substituted.

Sd/-

(R. SRIRAM)

Deputy Secretary to the Government of India

[F. No. 354/148/2006-TRU]

Note.- The principal Notification No. 2/2006-Central Excise (N.T.), dated the 1st March, 2006, was published *vide* number G.S.R. 113(E), dated the 1st March, 2006 and was last amended by Notification No. 16/2006-Central Excise (N.T.), dated the 11th July, 2006, G.S.R. 415(E), dated the 11th July, 2006.

**Forex News**

Heavy dollar demand from banks led the spot rupee to close at a low of 45.19 after opening at 44.97 against the dollar.

The annualised premiums for the six-month and one-year forward dollars closed at 1.86 per cent and 1.76 per cent, respectively.

(Source : Business Standard, Kolkata dated 15th November, 2006)

**Forex Rates**

Currency	T.T. Buying	T.T. Selling
Australian Dollar	34.2250	34.7450
British Pound	85.5350	86.4850
Canadian Dollar	39.4525	40.0500
Danish Krone	7.7100	7.8300
Euro	57.5775	58.2175
Hong Kong Dollar	5.7625	5.8500
Japanese Yen	38.1600	38.7400
New Zealand Dollar	29.6050	30.0550
Singapore Dollar	28.8375	29.2750
Swedish Krona	6.3300	6.4275
Swiss Franc	36.0875	36.6350
UAE Dirham	12.2175	12.4050
US Dollar	45.0600	45.4025

(Source : The Economic Times, Kolkata dated 15th November, 2006)

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

Mandi Gobindgarh

Open Market Rates of Rerollables (October 28, 2006)

(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)	25,900/-	Cut Tyre (Big)	19,900/-	Cut Tyre (Small)	19,600/-
round quality (21x25)	22,600/-	Above 251 mm Bloom (MS)	25,900/-	Melting Scrap (F.O.R.)			
structural quality (28x30)	22,550/-	Bloom 160x250 mm (DSP)	25,800/-	Rolling Mill end	18,600/-	Good Godown	16,900/-
Low carbon (12x16)	23,000/-	130/135/140 mm (Tisco) MS	-	Godown Scrap	16,600/-	Turning	16,600/-
Semi-low carbon (16x20)	22,550/-	150x150 mm Concast (DSP)	28,950/-	Tin Tapper	15,100/-	Sponge Iron	14,800/-
5x6 girder quality (28x30)	21,600/-	150x150 mm MS (SAIL)	28,950/-	Pig Iron (F.O.R.)			
Runners/Risers	20,900/-	Bloom Cut into pcs. (MS)	26,950/-	Foundry Grade	20,600/-	Steel Grade	18,600/-
Bones/Clean	19,700/-	Bloom Cut into pcs. (Medium)	23,800/-	C.I. Turning	15,500/-	Degi Scrap	17,700/-
Billets & Squares		Bloom Cut into (Patra Pass)	24,900/-	Deg Casting	25,000/-	Ingot Moulds (Old)	17,900/-
50x50x63x63x65x65 mm MS	-	Slabs		Ingot Moulds (New)	24,000/-	Cut Ingot Moulds	17,700/-
75x75x80x80x90x90 mm MS	23,000/-	Durgapur Slabs 14"x3"	-				
100x100 mm MS	23,000/-	Durgapur Slabs	23,700/-				
125x125 mm MS	-	Bokaro Slab Heavy	23,400/-				
100x100 mm Concast-Billets	23,100/-	Tata Concast Slab (Heavy)	23,400/-				
100x100 Concast-SAIL DSP	23,000/-	Skelp Tisco	-				
H.C. Billet SAIL 150x150 mm	-	Rails					
H.C. Billets-Tisco 75x75 mm	-	Untested Rail - 75 lbs.	20,000/-				
		Untested Rail - 90 lbs.	20,000/-				
		Untested Rail - 105 lbs.	20,000/-				

Open Market Rates of Finished Goods (October 28, 2006)

(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	2490/-	2390/-	2290/-	2360/-	2420/-	2520/-	2520/-	2500/-	
Medium-Semi	-	-	-	-	2450/-	2520/-	-	-	
Zindi Pass (Drawing)	-	-	-	2530/-	2530/-	2530/-	2530/-	2520/-	
Above rates of 6 mm rounds are of length up to 14' Above 18' = 2300/-									
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	2560/-	2570/-	2660/-	2760/-	2800/-	2820/-	2840/-		
M. S. Squares	4 mm	5 mm	6 mm	8 mm	10 mm	12 mm	16/20 mm	22/25 mm	
Mild	2490/-	2400/-	2290/-	2300/-	2370/-	2520/-	2520/-	2500/-	
M. S. Angles	20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	90 mm	100 mm
3 mm	2600/-	2530/-	2530/-	2530/-	2550/-	2560/-	-	-	-
5 mm	-	2520/-	2520/-	2510/-	2500/-	2510/-	2510/-	2570/-	2620/-
6 mm	-	2520/-	2520/-	2510/-	2500/-	2510/-	2510/-	2570/-	2620/-
M. S. Flats	20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	100 mm	
3 mm	2380/-	2400/-	2420/-	2440/-	2460/-	2700/-	2700/-	2670/-	
5 mm	2480/-	2530/-	2530/-	2510/-	2510/-	2510/-	2510/-	2520/-	
6 mm	2480/-	2530/-	2530/-	2510/-	2510/-	2510/-	2510/-	2520/-	
8 mm	2480/-	2530/-	2530/-	2510/-	2510/-	2510/-	2510/-	2520/-	
10 mm	-	-	2530/-	2510/-	2510/-	2510/-	2510/-	2520/-	
12/25 mm	-	-	2530/-	2510/-	2510/-	2510/-	2510/-	2520/-	
18/19 Gauge	2600/-	2610/-	2620/-	2640/-	2650/-	2750/-	2750/-	2750/-	

[Prices at other stockyards may vary]

[Source : Steel Town (Weekly), October 28, 2006]

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