

IEWO

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BULLETIN



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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. Notices/ Notifications

Public Notice No. 65(RE-06)/2004-09 dated 20.10.2006 – All Industry Rate of Drawback of Rs. 1050/- per MT for both HSD and Furnace Oil.

Public Notice No. 67(RE-06)/2004-09 dated 30.10.2006 – Amendments/additions/deletions/corrections in the Handbook of Procedures, Vol. 2, 2004-09.



EEPC Multi Product Trade Delegation to South African Countries – Members of the Delegation with South African Chamber of Businesses.

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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,

In its mid term review of monetary policy, the Reserve Bank of India has liberalized foreign exchange management norms for importers and exporters which is a very positive step. Another very forward looking measure is allowing all exporters to retain 100% of their earnings in Exchange Earner's Foreign Currency (EEFC) accounts. Foreign exchange earners will now not be forced to repatriate money to India which will help them in handling exchange rate fluctuations.

We have drawn the attention of Ministry of Commerce regarding hardship faced by engineering exporters due to delay in refund of VAT. In a letter written to Shri G. K. Pillai, Commerce Secretary, I have highlighted the problems faced by exporters due to delay in refund and fund crunch as considerable amount of money is blocked. We have requested the ministry to take up the matter with the appropriate authority for resolving the issue.

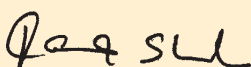
We have again made a representation Waiver of Service Tax on Inland Haulage and Terminal Handling Charges at the overseas destinations, which includes Emergency Fuel Surcharge. In our letter to the Ministry of Commerce, we have requested Commerce Secretary Shri G. K. Pillai to take up the matter with the Finance Department for waiver of this Service Tax in the best interest of export promotion.

In its endeavour to enhance engineering exports from India to the Focus country of Africa, EEPC took a 15-Member Multi-Product Delegation to South Africa, Botswana, Mozambique and Namibia. The members met several representatives of business community in all these countries and have received enquiries worth US\$ 8,50,000/-. The items which drew maximum interests of buyers were in the sectors of distribution and power transformers, electrical goods, steel welding electrodes, tractors, pump sets, diesel engines, hand tools and steel based components.

Friends, our preparations for INDEE – Cairo are on full swing. More than 110 member-firms have already booked space in the exhibition and many more have expressed keen interest on participating in the event. The exhibition will be coinciding with MACTECH '2006 which is a leading exhibition in the Middle East and North Africa region. Overall, INDEE in Cairo is definitely going to provide newer opportunities to Indian engineering exporters to penetrate into the North African region.

I extend my hearty greetings to all on the auspicious occasion of Prakash Parva – Guru Nanak Jayanti. May the festival brings joy, peace and harmony into your lives.

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)	<input type="radio"/> Manufacturer SSI	<input type="radio"/> Non-SSI	<input type="radio"/> Merchant 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.

Overseas Market Information



Market Survey Report on Machine/Cutting Tools Industry in Korea

Summary

The Korean machine tools and cutting tools industry play a vital role in helping Korea achieve its goal of becoming a major player in global trade. These sectors form a key component in the country's automobile, electronic, and construction industries - all of which have ignited rapid growth in much of Korea's economy. As Korea continues to improve economically and gradually move towards high-end manufacturing, the sourcing of components and other high technology inputs is becoming increasingly important for many of its industry sectors. As a result, demand for high quality but competitively priced machine and cutting tools is very high, offering millions of dollars in business opportunities.

Rapid technological, economic and market changes in Korea's manufacturing industry sectors are generating increased activities in this sector. This has a great influence on the quality, productivity and technological development of these manufacturing industry sectors. The activity of these sectors is regarded as a leading performance indicator in Korea's industry sectors since the first thing Korean manufacturers do at the start of an economic turn is to invest in new or additional tools, in order to renovate and replace existing facilities and develop new products. The Korean machine/cutting tools market is being spurred by rising demand for new and innovative technologies and products. Korea's major manufacturing industries continue to require new high-end machine tools that are generally unavailable in Korea, and foreign suppliers have been filling this important gap.

Domestic market demand for machine tools decreased sharply by 30% over the previous year in 1998 since the national economic downturn slowed investment in the manufacturing facilities, but recovered immediately in 1999. From 1998 to 1999, demand in the Korean market increased to 65%. This industry showed a decline again in production and imports in 2001, compared to the bullish 2000 market demand that recorded US\$ 2.4 billion. However, considering the world recession in 2001, the size of the domestic market exceeding US\$ 2.0 billion for three consecutive years from 1999 was remarkably attractive for the exporters.

Korea's market demand has changed from standard, cost-effective or general products to high-precision, high-speed, and high-powered machine tools. In line with this trend, market demand for computerized numerically controlled (CNC) machine tools has rapidly increased. Supply of CNC machine tools to Korea was once monopolized by the FANUC Corporation of Japan. Machine tools

for use in the Korean IT industry, including CAD, CAM and system engineering, also showed a drastic increase in the market demand. Korea's metal working sector accounted for 25% of the total machine tools market share, followed by the automobile industry at 24%, the general machinery sector at 22%, the electronics industry at 11%, and the shipbuilding industry at 5%. The CNC cutting machine that includes a lathe, a milling machine, a machining center, and a special purpose machine represented 45% of the total domestic production.

A. Market Highlights & Best Prospects

Market Profile

Korea's machine tools market is currently registering solid growth, spurred by rising end-user interest in new products and imported appliances. According to the statistics from the Korea Machine Tools Manufacturers' Association, the total market demand for machine tools in the first quarter of 2002 increased by 31% over the same period of the previous year. This current market trend reflects promising long-term prospects as an important generator of market demand for Korea's manufacturing industries.

The Korean market is expected to grow between 5% and 10%, led by investment in production facilities by the major manufacturing industries such as automobile, shipbuilding, telecommunications, and electronics. In particular, many small and medium-sized companies as well as large-sized companies are investing in factory automation, which will account for growing market demand for machine tools. As Korea has made progress in resolving technological difficulties that impede introducing high-end equipment and components, Korea's market will still rely on imports for wide range of new, upgraded technology from auto mechanics to information technology and aviation. Although major US companies currently hold strong competitive positions in the Korean market, the competition will be fierce as exporters from Japan and Germany plan to establish their joint ventures with their Korean partners for long-term strategies in the Korean market.

Statistical Data

Table 1. Korean Production (US\$ million)

	2000	2001
NC Cutting Machine	802.4	810.8
Metal Cutting Machine	198.0	136.3
Metal Forming Machine	530.1	413.8
Machine Parts	179.4	167.5
Total	1,709.9	1,528.4

Table 2. Korean Imports in 2001 (US\$ thousand)

	<i>USA</i>	<i>Japan</i>	<i>Germany</i>	<i>Switzerland</i>	<i>Britain</i>	<i>Other Countries</i>	<i>Taiwan</i>	<i>Total</i>
NC Cutting Machine	26,979	106,781	30,250	11,476	807	3,986	1,343	192,207
Metal Cutting Machine	22,916	169,442	33,507	20,024	5,455	14,003	1,160	288,602
Metal Forming Machine	10,881	68,318	15,964	2,750	4,408	5,381	2,251	127,884
Machine for Semi-conductor Production	236,676	81,579	1,429	0	1,503	36	0	322,753
Total	297,452	426,120	81,150	34,250	12,173	23,406	4,754	931,446

Table 3. Korean Imports in 2002 (US\$ thousand)

	<i>USA</i>	<i>Japan</i>	<i>Germany</i>	<i>Switzerland</i>	<i>Britain</i>	<i>Other Countries</i>	<i>Total</i>
NC Cutting Machine	16,542	135,428	17,693	8,445	3,098	18,688	199,894
Metal Cutting Machine	45,406	205,325	32,104	18,313	3,630	35,906	340,684
Metal Forming Machine	3,792	83,817	12,568	4,523	2,582	28,694	141,638
Machine for Semi-conductor Production	349,811	141,938	798	727	1,557	1,102	495,933
Total	421,213	566,508	63,163	32,008	10,867	84,390	1,178,149

Best Sales Prospects

The Korean tools market will continue to offer vast opportunities for exporters. The private industrial manufacturing sector is expected to grow faster than the public and retail sectors. Thus, the suppliers will have greater sales potential with business applications for the shipbuilding, automobile, telecommunications, electronics, defence, and general machinery industries that will continue to show high growth potential. Opportunities for small and medium-sized firms specializing in machine tool replacement parts and components also will be increasing in the next several years. In Korea, many core parts and components for NC machine tools such as NC controllers, ball screws, linear bearings, servo-motors, and hydraulic parts are still not available from local sources. Imported products supply the current market for core parts and components and a few capable local companies have begun manufacturing these items.

More major opportunities in the public sector will come from the high-speed railway integrated hardware system projects. The high-speed railway that is currently under construction is scheduled to start its operations in the Seoul-Daegu section in 2004. The high-speed railway integrated hardware system is expected to require over US\$ 100 million of high technology machine tools to support the successful startup. Korea's NC gear grinding machines, NC multi-spindle auto lathes, NC jig grinding machines, and

electrical discharge machines still lag behind products imported from overseas.

The following items are forecast to have the best sales potential in the Korean market over the next several years :

- HS 8456-10-2000 Laser cutters for cutting contacting tracks in semi-conductor production
- HS 8456-10-9000 Machines for the production of semi-conductor wafers
- HS 8457-30-0000 Multi-station transfer machines
- HS 8461-50-0000 Sawing or cutting-off machines
- HS 8462-91-3000 Machines of the maximum pressure more than 300 metric tons
- HS 8462-99-1000 Machines of the maximum pressure between 30 & 100 metric tons
- HS 8463-10-0000 Draw-benches for bars, tubes, profiles, and wires
- HS 8454-10-1000 Machines for sawing monocrystal semi-conductor wafers into chips
- HS 8464-20-3000 Machines for processing of semi-conductor wafers, including lapping machines

B. Competitive Analysis

Domestic Production

The Korean machine/cutting tools industry has gradually upgraded levels of technology mostly through technology imports from Japan, the US, Germany, Switzerland, and Italy. Thus, Korea-made products are considered compatible in the world market in terms of functional technologies such as machining and assembly process, but local capabilities for designing and developing highly functional, speedy, versatile, ultra-precise and automated machine tools still lag behind those of advanced nations.

There are about 150 machine tools manufacturers in Korea, most of which are medium and small-sized companies. Korea's production of machine tools recorded a brisk performance for the past three years. In particular, Korea's production of numerically controlled (NC) machine tools grew constantly at a 2% annual rate from 1989 through 2000, accounting for 45% of total production. This is because Korean manufacturing industries have expanded factory automation facilities and exports to overseas markets. The Korean machine tools industry aims at increasing NC production ratio up to 70%. In 2001, Korean exports of NC machine tools were valued at US\$ 276 million in 2000, and US\$ 272 million in 2001. (Korean exports of total machine tools were valued at US\$ 459 million in 2000 and US\$ 411 million in 2001). Most of the Korean NC machine manufacturers have made technical licensing agreements with foreign companies that include Ingersol Milling, Haas Automation, Simmons Machine Tools, and CADD/CAM Tools from the US.

In Korea, Daewoo Heavy Industries & Machinery, Hyundai Motor Company, WIA (formerly known as Kia Heavy Industries), Hwacheon Machinery, Doosan Mecatec, SIMPAC, Tongil Heavy Industries, Hanwha Machinery, and Hankook Metal & Machine are leading manufacturers that collectively share about 50% of the total domestic production. Korea-made machine/cutting tools are more price-competitive since they are still labour-intensive products. Koreans also recently developed a new product, an innovative offset link press, the first in the world. However, it should be noted that Korea's machine tools industry is still seriously confronted with such problems as a lack of qualified design engineers and insufficient financial support for research and development (R&D).

Imports

The current size of the Korean market of imported machine tools is valued at US\$ 1 billion, accounting for 40-50% of total market share. In 2001, total imports decreased to US\$ 931 million, a decrease of 20% over the previous year due to sluggish facility investment and devaluation of the Korean currency. In particular, demand for imported machine tools for semiconductor facilities that accounted for 34% of the total import market share declined drastically in 2001. Japan is the largest import source of the Korean machine tools market. Japanese products enjoyed over 60% of total import market share until 1994, when most of the imported products were large-sized, high-end precision machines

that could not be produced in Korea. However, the number of Japanese products in the Korean market has decreased substantially, dropping Japan's import market share to its current level of 45% while Korean imports from the US rose to over 35% of the total import market share. Though US products have gained an increasingly competitive edge in the Korean market, the positive reputation of Japan's products is both long-standing and well-affected to the extent that Japanese manufacturers continue to hold an average 45% share of the total import market. Brand image is the most important factor for this market segment in determining the performance of the suppliers.

C. End-User Analysis

The Korean machine tools market consists of the following end-user sectors :

- Metal working equipment (25%)
- Automobile & rolling stocks (24%)
- General machinery (22%)
- Electrical & electronic equipment (11%)
- Precision machinery (10%)
- Shipbuilding (5%)
- Others (4%)

*Percentages represent a share of the contract value of the Korean machine tools market.

Major end-user clients of machine tools in Korea, as noted above, are private manufacturing companies engaged in high technology industries, and machine tool suppliers' technical capability is usually the key determinant to these major end-user groups. Demand for machine tools has greatly expanded across major high technology industries and has also rapidly increased among medium-sized manufacturing companies as major end-user clients expand their investment in production facilities on a large-scale. Machine tools suppliers are requested to provide constant updating in the latest techniques, product developments, and current market trends. Most large foreign and local suppliers provide training to keep their customers informed of these factors.

D. Market Access

There are no non-tariff barriers imposed to imports of machine tools in Korea. Tariff rates are 8%. Korea's market for machine tools is highly receptive to US products since most of the industrial machinery and equipment for high technology industries were established according to American standards.

Korea is a challenging market for new suppliers of machine tools and cutting tools, and local competition to launch new products to key end-users is heavy. In order to generate better business relationships with leading end-users, establishing branch offices in Korea or establishing alliances with leading end-users is recommended. Hiring a well-qualified local agent also is one of the most effective ways for foreign suppliers to sell their products

in Korea. New companies with less brand recognition among local end-users will need to spend much time and efforts in marketing their products. They will also be requested to provide a high level of technical and educational services to end-users, and to maintain a comprehensive stock of all the common parts for a prolonged period.

Since foreign suppliers sell their products through local distributors, financial plans to cope with the long lead-time of investment returns for distributors is essential for new entries to the Korean machine tools market, particularly for sales of high-end products. Korean end-users typically require an assortment of core parts and components in their in-house inventories on consignment. In addition, local end-users pay suppliers with a promissory note for cashing in a few months later, which is a normal commercial practice unique to Korea. Foreign suppliers should take into consideration such a long lead-time of investment returns for their Korean clients.

Economy

The economy of the Republic of Korea (South Korea) has grown in the last 35 years. Per capita gross national product, only US\$ 100 in 1963, exceeded US\$ 20,000 in 2005. South Korea is now one of the world's largest economies (as of 2006, it is 14th in the world according to GDP measured in PPP, tenth when measured nominally).

The core of the South Korean economy has changed substantially over the country's six-decade existence. In the 1940s, the country was predominantly agricultural, with little industry.[1] The emphasis shifted to light industry and consumer products in the following decades, and then to heavy industry in the 1970s and 1980s. As in other developed countries, the service sector has become increasingly dominant since the 1990s; it now comprises about two-thirds of the GDP.

In the early 1960s, the government of Park Chunghee instituted sweeping economic reforms emphasizing exports and labour-intensive light industries. The government carried out a currency reform, strengthened financial institutions, introduced flexible economic planning, and arrested competing leaders of industries it was trying to control. In the 1970s South Korea began directing fiscal and financial policies toward promoting heavy and chemical industries, as well as consumer electronics and automobiles. Manufacturing continued to grow rapidly in the 1980s and early 1990s. During the late 1990s and the 21st century, Korean high-tech industries became very competitive in global market, especially in comparison with that of Japan and Taiwan, and dominated in various international semi-conductor chip production.

In recent years South Korea's economy moved away from the centrally planned, government-directed investment model toward a more market-oriented one. South Korea bounced back from the 1997-98 crisis with International Monetary Fund assistance, and carried out extensive financial reforms that restored stability to markets. These economic reforms pushed by President Kim Dae-jung, helped Korea maintain one of Asia's few expanding economies,

with growth rates of 10% in 1999 and 9% in 2000. The slowing global economy and falling exports account for the drop in growth rates in 2001 to 3.3%, but in 2002 Korea pulled out a very respectable 6.0% growth rate. Restructuring of Korean conglomerates (chaebols), bank privatization, and creating a more liberalized economy with a mechanism for bankrupt firms to exit the market remain Korea's most important unfinished reform tasks. As of 2004 the economic situation looks less promising than in the years before. Increasing trade with the People's Republic of China, however, is expected to boost Korea to a leading position among Asia's developed economies. It is also expected to lead the world in penetrating Japan's trade barriers.

South Korea relies largely upon exports to fuel the impressive growth of its economy, with finished products such as electronics, textiles, ships, automobiles, and steel being some of its most important exports. Although the import market has liberalized in recent years, the agricultural market has remained largely protectionist due to serious disparities in the price of domestic agricultural products such as rice with the international market. As of 2005, the price of rice in South Korea is about four times that of the average price of rice on the international market, and it was generally feared that opening the agricultural market would have disastrous effects upon the South Korean agricultural sector. In late 2004, however, an agreement was reached through the WTO by which South Korean rice imports will gradually increase from 4% of consumption to 8% of consumption by 2014. In addition, up to 30% of imported rice will be made available directly to consumers by 2010, where previously imported rice was only used for processed foods. Following 2014, the South Korean rice market will be fully opened.

North-South Trade

Since 1988, two-way trade between the two Korean countries has increased from \$ 18.8 million in 1989 to \$ 647.1 million in 2002. In 2002, South Korea imported \$ 271.57 million worth of goods from North Korea, mostly agro-fisheries and metal products, while shipping \$ 371.55 million worth of goods, mostly humanitarian aid commodities including fertilizer and textiles as inputs for North Korean garment manufacturers. South Korea is now North Korea's third-largest trading partner, after China and Japan. Numerous ventures by the Hyundai Group have contributed to North Korea's economy, including the Kumgang-san (Diamond Mountain) tourist site. Last year alone, 84,347 visitors travelled by Hyundai-operated passenger ships, and most recently via land routes, as part of this tourism initiative, raising the total number of South Korean visitors to over half a million (see Kumgang-san Tourist Region). A mere 1,141 North Koreans travelled to South Korea, mainly for joint sporting events. Hyundai Asan is also lined up to be the South Korean party that will help develop an 800 acre (3.2 km²) industrial complex in Kaesong, located near the Demilitarized Zone (DMZ), subject to final

agreements, including between Seoul and Pyongyang. The year 2002 witnessed significant progress on the Seoul-Shinuiju railroad, on both reconstructing road and rail links across the DMZ (as of early 2004 this process was stalled). However, the constructiveness of these efforts is still on question, as North Korea still declines to abandon its Stalinist style of government and is hardly showing any reliable economic growth.

Macro-Economic Trend

This is a chart of trend of gross domestic product of South Korea at market prices estimated by the International Monetary Fund with figures in millions of South Korean Won.

Year	Gross Domestic Product	US Dollar Exchange	Inflation Index (2000=100)
1980	38,774,900	605.85	Won 33
1985	84,061,000	869.51	Won 46
1990	186,690,900	707.59	Won 60
1995	398,837,700	771.27	Won 82
2000	578,664,500	1,130.95	Won 100
2005	812,196,561	1,024.11	Won 117

For purchasing power parity comparisons, the US Dollar is exchanged at 841.39 Won only. This implies that for 2006, with exchange rates of 945 per dollar, and nominal GDP over 850 trillion won, the GDP will reach over US\$ 900 Billion.

Other Economic Indicators

Industrial production growth rate : 10.1% (2004 est.)

Electricity

- production : 322.5 TWh (2003)
- consumption : 293.6 TWh (2003)
- exports : 0 kWh (2003)
- imports : 0 kWh (2003)

Electricity - production by source

- fossil fuel : 62.4%
- hydro : 0.8%
- other : 0.2% (2001)
- nuclear : 36.6%

Oil

- production : 0 barrel/day (2004 est.)
- consumption : 2.07 million barrel/day (2004 est.)
- exports : 0.63 million barrel/day (2003)
- imports : 2.263 million barrel/day (2003)

Natural Gas

- production : 0 cu m (2003 est.)
- consumption : 20.92 billion cu m (2003 est.)
- exports : 0 cu m (2003 est.)
- imports : 21.11 billion cu m (2003 est.)

Agriculture - products : rice, root crops, barley, vegetables, fruit; cattle, pigs, chickens, milk, eggs; fish

Exports - commodities : electronics (5000 of Export - 2004 estatictics) - semi-conductors, LCD panel, mobile phone, computers related, television, and others, motor vehicle, steel, ships, petrochemicals

Imports - commodities : machinery, electronics and electronic equipment, oil, steel, transport equipment, organic chemicals, plastics

Exchange Rates

South Korean Won (W) per US\$ 1 - 945.3 (May 2006), 1,143.7 (2004), 1,191.61 (2003), 1,251.09 (2002), 1,290.99 (2001), 1,130.32 (January 2000), 1,188.82 (1999), 1,401.44 (1998), 951.29 (1997), 804.45 (1996), 771.27 (1995)

Important Offices

The Korea Chamber of Commerce and Industry
 45, Namdaemunno 4-ga, Chung-gu
 Seoul 100-743
 Tel. : 316-3114
 Fax : 757-9475
 E-mail : trade@www.kcci.or.kr

Busan Chamber of Commerce and Industry
 853-1 Bumchun1-dong
 Busanjin-gu, Busan, 614-721, Korea
 Tel. : +82-51-645-7771
 Fax : +82-51-645-7795
 Website : http://www.pcci.or.kr

Korean Customs Service
 71, Nonhyun-dong, Gangnam-gu
 Seoul, Korea 135-702
 Tel. : 82-2-3438-1114
 Fax : 82-2-3438-1665

Ministry of Commerce, Industry, and Energy (MOCIE)
 1 Jungang-Dong, Gwacheon-Si, Gyeonggi-Do, 427-723, K
 Tel. : 82-2-2110-2114
 Website : http://www.mocie.go.kr

Korea Importers Association
 KOIMA Bldg.
 218 Hankangro 2-ka
 Yongsan-ku, Seoul 140-875
 Tel. : 82-2-792-1581
 Fax : 82-2-785-4373

(Source : EEPC Singapore Office)

Tender Information

**Armenia****(EEPC Ref. No. DB-1572)**

Project : Health System Modernization Project
Credit No. 3920-AM; Project ID No. P073974
Credit from IDA

Notice No. : **WB3708-690/06**

Issued by : Health Project Implementation Unit State Agency
2 Acharyan Str. (in front of "Avan Salt Factory"
State CJSC; The Terminal Station of micro-bus
No. 10)
2nd Floor, Avan
Yerevan 375040, Armenia
Attn. : Mr. Narek Yervandyan
Procurement Officer
Tel. : (374-10) 622-310, 622-148
Fax : (374-10) 622-334
E-mail : hpiu@arminco.com

For : Procurement of Medical & Diagnostic Equipment
for "Surb Grigor Lusavorich" Medical Center CJSC.

Tender cost : AMD 45,000 or US\$ 100 (Non-refundable)

Bid security : US\$ 60,000 or an equivalent amount in a freely convertible currency.

Bid deadline : **05.12.2006****Azerbaijan****(EEPC Ref. No. DB-1573)**

Project : Pension and Social Assistance Project
Credit No. 3923-AZ; Project ID No. P049892
Credit from IDA

Issued by : Project Implementation Unit of the Pension and
Social Assistance under the Ministry of Labour
and Social Protection of Population of Azerbaijan
Republic
85, S. Asgerova St., 4th Floor
Baku, Azerbaijan
Attn. : Mr. Elnur Sultanov
Director
Tel. : (994-12) 596-0936, 596-0923
Fax : (994-12) 596-0984
E-mail : ESultanov@psap.az

Notice No. : **WB3792-690/06**

For : Procurement of Vehicles :

- Lot 1 : 4 WD, 1600-2000cc Petrol Engine (32)
- Lot 2 : 4-doors sedan, 1600-1800cc Petrol Engine (2)

Tender cost : US\$ 200 (Non-refundable)

Bid security : 3% of the total bid price.

Bid deadline : **07.12.2006****Bulgaria****(EEPC Ref. No. DB-1574)**

Project : Health Sector Reform Project
Loan No. 4565-BUL; Project No. P055157
Loan from IBRD

Notice No. : **WB3701-690/06**

Issued by : PMU Health Sector Reform Project
54 "Vassil Levski" Blvd., 5th Floor
Sofia 1000, Bulgaria
Attn. : Dr. Michaela Michailova
Tel/Fax : (359-2) 988-9430
E-mail : pobox@pmu-hsrp.com

For : Procurement of Medical Equipment :

- Lot 1 :

- Item 1.1 : Anesthesia Workstation (5)
- Item 1.2 : Anesthesia Monitors (5)

- Lot 2:

- Item 2.1 : Ceiling Suspended Surgical Lamp (4)
- Item 2.2 : Mobile Surgical Lamp Type "Snowdrop" (1)

- Lot 3 :

- Item 3.1 : Laparoscopic System (3)

- Lot 4 :

- Item 4.1 : Standard Surgical Instrumentation (3)

- Lot 5 :

- Item 5.1 : Operating/Surgical Table (5)
- Item 5.2 : Basic Instrumental Table - big (5)
- Item 5.3 : Basic Instrumental Table - small (5)
- Item 5.4 : Instrumental Table - Hydraulic (5)
- Item 5.5 : Instrumental Table - Mechanical (5)

- Lot 6 :

- Item 6.1 : Sterilizer (1)
- Item 6.2 : Long Container - Type 1 (8)
- Item 6.3 : Long Container - Type 2 (8)
- Item 6.4 : Medium size Container - Type 1 (4)
- Item 6.5 : Medium size Container - Type 2 (4)
- Item 6.6 : Short Containers - Type 1 (8)
- Item 6.7 : Short Containers - Type 2 (8)

- Lot 7 :

- Item 7.1 : Four Sectioned Mechanical Bed (27)

- Lot 8 :

- Item 8.1 : Mobile X-Ray System (2)

- Lot 9 :

- Item 9.1 : C-arm (1)

- Lot 10 :

- Item 10.1 : Electrical Knife (4)

- Lot 11 :

- Item 11.1 : Electrocardiograph (3)

Bid security : - Lot 1 : Euro 7,000 or an equivalent amount in a freely convertible currency.

- Lot 2 : Euro 1,500 or an equivalent amount in a freely convertible currency.

- Lot 3 : Euro 1,500 or an equivalent amount in a freely convertible currency.

- Lot 4 : Euro 1,000 or an equivalent amount in a freely convertible currency.

- Lot 5 : Euro 4,000 or an equivalent amount in a freely convertible currency.

- Lot 6 : Euro 1,800 or an equivalent amount in a freely convertible currency.

- Lot 7 : Euro 600 or an equivalent amount in a freely convertible currency.

- Lot 8 : Euro 1 800 or an equivalent amount in a freely convertible currency.

- Lot 9 : Euro 1,200 or an equivalent amount in a freely convertible currency.

- Lot 10 : Euro 500 or an equivalent amount in a freely convertible currency.

- Lot 11 : Euro 500 or an equivalent amount in a freely convertible currency.

Bid deadline : **05.12.2006**

China

(EEPC Ref. No. DB-1575)

Project : Agriculture Technology Transfer Project
Loan No. 4773-CHA; Project ID No. P069862
Loan from IBRD

Notice No. : **WB3635-689/06**

Issued by : China International Tendering Company
Genertec Plaza, Room 1012
No. 90, Xisanhuan Zhonglu, Fengtai District
Beijing, China, Zip Code : 100055
Tel. : (86-10) 6334-8565, 6334-8628
Fax : (86-10) 6337-3576
E-mail : lvwei@itc.genertec.com.cn

For : Supply of the Equipment and Technical Service of
Xianyang Agricultural Products Market Sub-Project.

Tender cost : CNY 2000 or in US\$ 250 (Non-refundable)

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

Bid deadline : **01.12.2006**

Romania

(EEPC Ref. No. DB-1576)

Project : Knowledge Economy Project
Loan No. 4809-RO; Project ID P088165
Loan from IBRD

Notice No. : **WB3275-690/06**

Issued by : Ministry of Communications and Information
Technology
Knowledge Economy Project Management Unit
14, Unirii Blvd., BL. 6C, mezzanine
Bucharest, Sector 4, PC 040106, Romania
Attn. : Mrs. Diana Voicu
Project Director
Tel. : (40-31) 710-4020/4021/4023
Fax : (40-31) 710-4024
E-mail : kep@mcti.ro

For : Procurement of Vehicles for PMU :

- Lot I : Two vehicles, limousine class, minimum
of 5 seats with minimum of 4 doors

- Lot II : One 4 wheel drive vehicle, diesel engine,
minimum of 5 seats with 5 doors.

Tender cost : US\$ 100 (Non-refundable) or the equivalent amount
in RON.

Bid deadline : **04.12.2006**

(Source : UN Development Business Website)

Ethiopia

Tendaho Sugar Factory Project (TSFP), Ethiopia on behalf of the Government of Federal Democratic Republic of Ethiopia intends to install one new sugar factory with designed cane crushing capacity of 26,000 TCD (tons per day) including co-generation. The project site is located about 600 km from Addis Ababa North-East direction, in the Lower Awash valley of the Afar Administrative region of Ethiopia. Tendaho project site is adjacent to the Addis-Djibouti tarmac highway with a convenient distance of about 350 km from port Djibouti, in west direction.

TSFP invites bids from interested bidders to design, manufacture, supply, delivery to port Djibouti, transport locally to the site, store, erection of mechanical and electrical equipment, train employer's personnel, commission test and hand over under terms of single turnkey contract of :-

Lot 1 : Juice extraction plant
Tender No. : TSFP-F/001/06/JE

Lot 2 : Steam generation plant
Tender No. : TSFP-F/002/06/SG

Lot 3 : Power generation plant
Tender No. : TSFP-F/003/06/PG

The juice extraction plant shall comprise of two options, viz, Milling & Diffuser. In both options juice extraction plant shall be in two streams as per specifications defined in bid document and each stream shall be suitable for 13000 TCD capacity. The steam generation plant shall comprise of five boilers with all accessories and auxiliary equipment, each of Maximum Continuous Rating (MCR) of 150 t/h at 65 bar (g) steam pressure and 510+/-5°C temperature at the outlet of super heater header and as per the specification defined in bid document. The power generation plant shall comprise of three double extractions condensing type turbo alternators with all accessory and auxiliary equipment, each of 40 MWe capacity, as per the specifications defined in bid document.

Bidding will be conducted through Competitive Bidding Procedures specified in the bid documents and are open to all the eligible bidders from the Indian firms, joint ventures, consortiums. Bidders will be selected through a transparent process in accordance with

the requirement defined in the bid document for selection of bidders. However, the minimum eligibility criteria of the three lots shall be based on the following :-

- (a) The bidder should have been in existence for at least 10 years. In case of a joint venture of consortium, the lead bidder should be mentioned and each of its partners or combination of partners must have been in existence for at least 10 years.
- (b) The bidder should have at minimum current net worth of US\$ 10 million, certified by a Chartered Accountant. In case of Consortium, the cumulative minimum average net worth/fund flow of the bidders would be considered. However, the lead bidder should satisfy at least 50% of the financial criteria.
- (c) The Bidder, a firm, consortium or a member of Joint Venture, must have executed a minimum of two such projects in the past ten years and on project outside India, preferably in Africa in the past five years.
 - (i) Of cane juice extraction plant not less than 5000 TCD capacity as a single stream for Juice Extraction Plant Tender, Tender No. TSFP-F/001/06/JE.
 - (ii) Of steam generation plant not less than 60 t/h boiler capacity 65 kg/cm² (g) pressure and 510°C temperature for Steam Generation Plant Tender, Tender No. TSFP-F/002/06/SG.
 - (iii) Of power generation plant not less than 10 MWe capacity as a single turbo-alternator set for Power Generation Plant Tender, Tender No. TSFP-F/003/06/PG.
- (d) The Bidder must have his associate/representative in Ethiopia, who is knowledgeable in the procedures of customs, immigration, etc.
- (e) The Bid is to be accompanied with a bid security in the amount of US\$ 50,000 for each Lot.

Bidders, who fulfill the above eligibility criteria can purchase each bid document either directly or on submission of written application upon payment of non-refundable fee of Ethiopian Birr 5000 (US\$ 575) for each Lot. But, if it is from India there will be an additional Ethiopian Birr 500 (US\$ 60) for each Lot in the name of Tendaho Sugar Factory Project (TSFP), Ethiopia, payable at Addis Ababa, by Demand Draft or Banker's Cheque. An additional amount of Ethiopian Birr 500 (US\$ 60) for each Lot is to be added towards postage/courier, if required. Bid

documents will be available for purchase at TSFP, Ethiopia from 25th October, 2006 up to the bid closing day and also at JPMA, Pune, India from 25th October, 2006 to 8th November, 2006.

Bid closing date : **24.01.2007** at 12:00 local time. Bid Opening date : 24.01.2007 at 13:00 local time. Bids must be delivered on the specified address & date in Addis Ababa, Ethiopia. Bids will be opened in the presence of bidders or their representatives on the specified address & date in Addis Ababa, Ethiopia. TSFP will have the discretion to modify the minimum eligibility criteria, if required. TSFP reserves the right to accept or reject any or all bids.

Address in Ethiopia

Tendhao Sugar Factory Project (TSFP)

P.O. Box 2574

6th Floor, Bole Road

Addis Ababa

Ethiopia

Attn. : Mr. Gebre Asrat

Factory Manager

Tel. : 00251-11-5154711/5154440/5154608

Fax : 00251-115159792

E-mail : tsfp@ethionet.et

Address in India

J. P. Mukherji & Associates (JPMA) Pvt. Ltd.

“Jyoti House”

172, Dahanukar Colony

Kothrud, Pune - 411029, India

Attn. : Mr. B. Gowri Prasad

Technical Director

Tel. : 0091-20-25397303

0091-20-25397305

Fax : 0091-20-26397307

0091-20-25399287

E-mail : jpma@vsnl.com

Ethiopia

The Government of Ethiopia has secured financing from the Kuwait Fund for Arab Economic Development in various currencies towards the cost of the Universal Electricity Access Program. The Ethiopian Electric Power Corporation (EEPCO) now invites sealed bids from eligible countries to participate for the design, supply, construction, installation and commissioning of Distribution Line Networks. The Distribution Line Network construction works are in Afar, Oromia and Amhara region. The works under these contract shall include the supply of Distribution Lines (33 kV and Low voltage) with concrete pole posts, Transformers (33/0.4 kV) and Lighting network and all labour, materials, including spare parts and special tools, equipment and installations necessary to the design, manufacture, shop testing, painting, transport to site, erection, site testing and commissioning. Tendering will be by International Competitive Bidding (ICB) procedures conducted through the Kuwait Fund for Arab Economic Development rules of procedures for procurement of goods and services. Only bidders from countries which are not subject to boycott under the regulations in force in the state of Kuwait are eligible to bid. All goods and auxiliary services to be supplied must have origin from countries which are not subject to boycott under the regulations in force in the state of Kuwait. Tender document costs US\$ 200 and the last date for submission is **9th January, 2007**. All bids must be accompanied by a bid security in the amount of the equivalent of US\$ 240,000 in a freely convertible currency.

For further details of the above Egyptian tenders, please contact :

Mr. Ramesh Kumar

Second Secretary (Com.)

Embassy of India

Kabena (Aware District)

Post Box No. 528

Addis Ababa

Ethiopia

Tel. : 00-251-1-552100

Fax : 00-251-1-552521

E-mail : india.com@ethionet.et

(Source : Embassy of India, Addis Ababa)

Trade Enquiries



Trade enquiries received from various Indian Missions Overseas

Ghana

(Source : High Commission of India, Ghana)

Name of the Company	Addresses	Contact Person/Tel./Fax/E-mail	Items interested
Broadline Engineer Co. Ltd.	P.O. Box 4526 Kumasi Ghana	Attn. : Mr. Steve Ocran Managing Director Tel. : 233 51-23566	Block & pavement machines, wood working machines, plate compactor & pedestrian rollers.
Xtra Vision Investment Ltd.	P.O. Box AD-1138 Adabraka, Accra Ghana	Attn. : Mr. Kofi Owusu Sekyere Chief Executive Officer Tel. : 233 21-662836, 6679917 Fax : 233 21-662803	Palm oil processing equipment, palm kernel extraction equipment, palm kernel cracking machine.
Mega Zillion Ltd.	P.O. Box 1337 Tema Ghana	Attn. : Ms. Rejoice Dorcoo Managing Director Tel. : 233 22-300777 Fax : 233 22-300375	Agricultural equipment, seed germi- nator cabinets, hand lenses, lab. proto seed cleaners, soil moisture tester, electronic scales (50 kg).

Sweden

(Source : Embassy of India, Stockholm)

Highland Group AB	Lyngåsvägen 12 SE 430 17 Skällinge Sweden	Attn. : Mr. Anders Ostring Export & Sales Manager Tel. : +46-(0) 340-35565 Fax : +46-(0) 340-35585 E-mail : info@highland.se, anders@highland.se Website : http://www.highland.se	Motorcycles.
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Exhibitions and Trade Fairs



China

AUTOMATION '2007

**The 11th Int'l Industrial Control & Automation Show
for South China**

Duration	: June 3 - 5, 2007
Venue	: Shenzhen Convention & Exhibition Center
Exhibits Profile	: • Industrial Control & Automation, all Automation Systems. • PLC, VVVF & Automation Components, STD, DCD, DAS, CAD. • Instrument & Sensor, Test & Measurement Equipment. • IT, Industrial Process Control, CAD, CIMS, Intelligent Building System. • Power Transmission and Control, Electrical Machinery & Machatronics. • Lasers, Interactive Connector Automatic-discern, Electron Elements.

WATER EXPO '2007**The 9th Int'l Water Supply & Purification, Pump, Valve & Pipe Exhibition**

Duration : June 3 - 5, 2007

Venue : Shenzhen Convention & Exhibition Center

- Exhibits Profile :
- All sorts of water supply systems and facilities, Water building systems, Equipment of water plant and relevant techniques and materials, etc.
 - Water processing technology and facilities, Sewage purification technology, Water ingredient supervision equipment and checkers, etc.
 - Water producing technology and facilities, Producing technology and products of pure water, distillate water and mineral spring water as well as techniques and materials concerned.
 - Industrial wastewater and urban polluted water treatment technology and facilities, water saving and wastewater recycling technology and facilities.
 - Various pipe equipment and materials, Pipe-line monitoring and treatment technology & materials.
 - Water resources comprehensive protection and usage, Hydraulic equipment and agricultural water saving.
 - Various pumps, Valves and hydraulics seal parts.
 - Various water purification equipments.

GIMEE & AME '2007**The 4th China (Guangzhou) International Machinery Equipment Manufacturing Expo & 2006 Asia Machine Tool Expo**

Duration : December 2007

Venue : Guangzhou International Convention and Exhibition Center

- Exhibits Profile :
- Machine Tools and Advanced Manufacturing Technology.
 - Power Transmission, Hydraulics, Pneumatics, Sealing, Compressed Air Technology.
 - Rubber and Package Machinery.
 - Automobile Components and Accessories Manufacture.

- Machinery Parts & Raw Materials.
- Transportation Equipment and Logistics Equipment.
- Industrial Control & Factory Automation.
- Optical, Mechanical and Electrical Integration and Laser Technology.

Organizer : Guangdong Convention & Exhibition Promotion Ltd.
[A professional Member of IAEM]
Times Focus, Tower B, Suit 812
168-170 Yuanjing Road
Guangzhou 510403, China
Attn. : Mr. Jacket Huang
Tel. : (86+20) 61198878
Fax : (86+20) 61198841/42
E-mail : gdexpo@126.com
Website : www.gdexpo.com, www.gimee.com

(Source : EEPC Singapore Office)

METALS INDUSTRY FAIR**The 3rd China International Metals Industry Fair**

Duration : May 18 - 20, 2007

Venue : Guangzhou International Convention and Exhibition Center

- Exhibits Profile :
- Steel Products.
 - Aluminium Copper.
 - Products Foundry.
 - Forging.
 - Furnace Ferro-Alloy.
 - Refractory Stainless.
 - Steel Sheets, Tube & Wire Metal.
 - Recycling.

Organizer : Metallurgical Council of China Council for the Promotion of International Trade (MC-CCPIT)
Guangdong Convention & Exhibition Promotion Ltd.
[A professional Member of IAEM]
Times Focus, Tower B, Suit 812
168-170 Yuanjing Road
Guangzhou 510403, China
Attn. : Mr. Jacket Huang
Tel. : (86+20) 61198878
Fax : (86+20) 61198841/42
E-mail : gdexpo@126.com
Website : www.gdexpo.com, www.gimee.com

(Source : EEPC Singapore Office)



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

Public Notice No. 65(RE-2006)/2004-2009

Dated 20th October, 2006

S. O. (E) In exercise of powers conferred under Paragraph 2.4 of the Foreign Trade Policy, 2004-09, the Director General of Foreign Trade hereby announces the All Industry Rate of Drawback of Rs. 1050/- per MT for both HSD and Furnace Oil, supplied by Domestic Oil Companies to EOU Units under various Schemes as contained in Chapters 4, 6 and 8 of the Foreign Trade Policy, until further orders.

Sd/-

(K. T. CHACKO)

Director General of Foreign Trade

(F. No. Misc.-9/AM 2000/DBK Cell)

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

Public Notice No. 67(RE-2006)/2004-2009

Dated 30th October, 2006

The Directorate General of Foreign Trade, Ministry of Commerce and Industry, Department of Commerce, Government of India, New Delhi vide its Public Notice No. 67(RE-2006)/2004-2009 dated 30th October, 2006 has made certain amendments/deletions/corrections and additions in the Handbook of Procedures, Vol. 2, 2004-2009. The amendments/additions/deletions/corrections made with reference to engineering products are reproduced below :

In exercise of the powers conferred under Paragraph 2.4 of the Foreign Trade Policy, 2004-09 and Paragraph 1.1 of Handbook of Procedures (Vol. 1), the Director General of Foreign Trade hereby makes the following amendments/additions/deletions/corrections in the Handbook of Procedures, Vol. 2, 2004-2009 (as amended from time to time).

In the statement of Standard Input Output Norms (SION) as contained in the Handbook of Procedures (Vol. 2), 2004-2009, as amended from time to time, the amendments/additions/deletions/corrections at appropriate places as mentioned in **Annexure "A"** to this Public Notice are made.

(F. No. 01/87/171/00002/AM07/DES-VIII)

Amendments/Corrections

Sl. No.	Page No.	Reference	Amendments/Additions/Deletions/Corrections
6.	C121	Engineering Products SION at Sl. No. C948	The description of the export product is amended to read as under :- "Plastic Injection/Extrusion Mould/Dies/Cavities/Punches/Housing/Inserts made of Alloy Steel/Tool Steel"
7.	C173	Engineering Products SION at Sl. No. C1289	The following item is added in the list of Misc. Items at Sl. No. 6 of Import Items within the existing value limit of 6% of FOB value of export : "Lubricating Oil"
8.	C173	Engineering Products SION at Sl. No. C1290	The following item is added in the list of Misc. Items at Sl. No. 6 of Import Items within the existing value limit of 6% of FOB value of export : "Lubricating Oil"
9.	C174	Engineering Products SION at Sl. No. C1291	The following item is added in the list of Misc. Items at Sl. No. 6 of Import Items within the existing value limit of 6% of FOB value of export : "Lubricating Oil"
10.	C174	Engineering Products SION at Sl. No. C1292	The following item is added in the list of Misc. Items at Sl. No. 6 of Import Items within the existing value limit of 6% of FOB value of export : "Lubricating Oil"

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

Notification No. 110/2006-NT-Customs

Dated 26th October, 2006

S.O.(E) – In exercise of the powers conferred by Sub-Clause (i) of Clause (a) of Sub-Section (3) of Section 14 of the Customs Act, 1962 (52 of 1962) and in supersession of the Notification of the Government of India in the Ministry of Finance (Department of Revenue) No. 106/2006-NT-Customs, dated the 26th September, 2006 [S.O. 1606(E) dated the 26th September, 2006], the Board hereby determines for the purposes of said Section, relating to **imported goods**, that the rate of exchange of conversion of each of the foreign currency specified in column (2) of each of *Schedule-I* and *Schedule-II* appended hereto into Indian currency or *vice versa* shall, with effect from the 1st November, 2006, be the rate mentioned against it in the corresponding entry in column (3) thereof.

SCHEDULE - I

S. No.	Foreign Currency	Rate of exchange of one unit of foreign currency equivalent to Indian rupees
(1)	(2)	(3)
1.	Australian Dollar	34.85
2.	Canadian Dollar	40.65
3.	Danish Kroner	7.75
4.	EURO	57.70
5.	Hong Kong Dollar	5.85
6.	Norwegian Kroner	6.95
7.	Pound Sterling	85.80
8.	Swedish Kroner	6.25
9.	Swiss Franc	36.20
10.	Singapore Dollar	29.10
11.	US Dollar	45.55

SCHEDULE - II

S. No.	Foreign Currency	Rate of exchange of 100 units of foreign currency equivalent to Indian rupees
(1)	(2)	(3)
1.	Japanese Yen	38.40

Sd/-
(S. P. RAO)

Under Secretary to the Government of India
(F. No. 468/14/2006-Cus.-V)



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

Notification No. 111/2006-NT-Customs

Dated 26th October, 2006

S.O.(E) – In exercise of the powers conferred by Sub-Clause (i) of Clause (a) of Sub-Section (3) of Section 14 of the Customs Act, 1962 (52 of 1962) and in supersession of the Notification of the Government of India in the Ministry of Finance (Department of Revenue) No. 107/2006-NT-Customs, dated the 26th September, 2006 [S.O. 1607(E), dated the 26th September, 2006], the Board hereby column (2) of each of *Schedule-I* and *Schedule-II* appended hereto into Indian currency or *vice versa* shall, with effect from the 1st November, 2006 determines for the purposes of said Section relating to **export goods**, that the rate of exchange of conversion of each of the foreign currency specified in, be the rate mentioned against it in the corresponding entry in column (3) thereof.

SCHEDULE - I

S. No.	Foreign Currency	Rate of exchange of one unit of foreign currency equivalent to Indian rupees
(1)	(2)	(3)
1.	Australian Dollar	34.30
2.	Canadian Dollar	40.10
3.	Danish Kroner	7.65
4.	EURO	56.85
5.	Hong Kong Dollar	5.80
6.	Norwegian Kroner	6.85
7.	Pound Sterling	84.70
8.	Swedish Kroner	6.15
9.	Swiss Franc	35.75
10.	Singapore Dollar	28.70
11.	US Dollar	45.10

SCHEDULE - II

S. No.	Foreign Currency	Rate of exchange of 100 units of foreign currency equivalent to Indian rupees
(1)	(2)	(3)
1.	Japanese Yen	37.90

Sd/-

(S. P. RAO)

Under Secretary to the Government of India
(F. No. 468/14/2006-Cus.-V)



Forex News

The spot rupee opened at 44.92, but closed higher at 44.88 to a dollar. Six-month and one-year annualised premiums closed at 2.10 per cent and 1.85 per cent against a close of 2.18 per cent and 1.89 per cent respectively on Tuesday.

Liquidity constraint got reflected in one-month premium that shot up 3.25 per cent against 3 per cent on Tuesday.

(Source : Business Standard, Kolkata dated 1st November, 2006)



Forex Rates

Currency	T.T. Buying	T.T. Selling
Australian Dollar	34.4375	34.9600
British Pound	85.0825	86.0275
Canadian Dollar	39.7750	40.3800
Danish Krone	7.6425	7.7600
Euro	56.9150	57.5475
Hong Kong Dollar	5.7275	5.8175
Japanese Yen	38.1100	38.6875
New Zealand Dollar	29.7800	30.2325
Singapore Dollar	28.6200	29.0575
Swedish Krona	6.1775	6.2750
Swiss Franc	35.8400	36.3850
UAE Dirham	12.1350	12.3200
US Dollar	44.7525	45.0900

(Source : The Economic Times, Kolkata dated 1st November, 2006)

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CHAIRMAN

Rakesh Shah

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URL : www.eepcindia.org

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