



## 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 - 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. 58(RE-2006)/2004-2009 dated 26.9.2006* – Amendments/deletions/corrections and additions in the Handbook of Procedures, Vol. 2, 2004-09.

*Public Notice No. 60(RE-2006)/2004-2009 dated 29.9.2006* – Amendments in the book titled "Schedule of DEPB Rates".



*Catalogue Show of Indian Engineering Products in Hong Kong organised by EEPC in cooperation with Consulate General of India in Hong Kong.*

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For information about INDEE, Cairo  
visit  
[www.eepcindee.com](http://www.eepcindee.com)

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

## Chairman's Pen



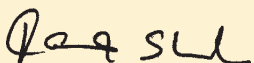
*My dear fellow exporters,*

*The empowered committee of State Finance Ministers has decided to make VAT structure uniform all over the country. States will now emulate the Centre's uniform tariff codes structure for Excise and Customs. This is a welcome move and would bring uniformity and standardization in the VAT structure.*

*We now have a new Secretary in our parent ministry. Senior IAS officer G. K. Pillai has assumed charge as the new Secretary in the Ministry of Commerce and Industry. Shri Pillai, a 1972 batch officer of the Kerala cadre, has succeeded Shri S. N. Menon who retired from services on 30th September, 2006. Prior to this appointment, he was Special Secretary in the same ministry. He is India's chief negotiator at WTO and I am sure, we will be enriched from his vast experience in various spheres.*

*Steel manufacturers are contemplating an increase in steel prices across the board very soon. Average increase for flat products is likely to be in the range of Rs. 800/- to Rs. 1,000/- per tonne while for long products it could be around Rs. 500 per tonne. The prices are going up due to spurt in demand, both from Government projects and private sector. We have to watch the impact of rise in steel prices on our exports.*

*Yours sincerely,*

  
(RAKESH SHAH)

## Council's Activities



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

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

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

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

#### Showroom Facility

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

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

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

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

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

#### Thrust Product Sectors

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

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

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

#### Warehousing

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

### Marketing Support

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

### Participation in Trade Fairs

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

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

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

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

### Publicity through Print Media

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

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

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

### Visa for South Africa

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

### Charges & General Terms & Conditions

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

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

\* **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 :

**Shri 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.**

## Overseas Market Information



### Market Survey on Tubes and Pipes in USA

#### Basic Economic Facts

GDP	: Purchasing power parity - US\$ 11.6 trillion (2006)
GDP per head	: Purchasing power parity - US\$ 39,496 (2006)
Annual GDP Growth	: 3.5% (2006)
Inflation	: 4.0% (January 2006)
Unemployment	: 4.7% (January 2006)
Major Industries	: Highly diversified and technologically advanced industry; petroleum, steel, motor vehicles, aerospace, telecommunications, chemicals, electronics, food processing, consumer goods, lumber, mining.
Major Trading Partners	: The US is a global trader with global markets. Its main trading partners are Canada, Mexico and China.
Exports	: US\$ 1.3 trillion (2005)
Exports – commodities	: Capital goods, automobiles, industrial supplies and raw materials, consumer goods, agricultural products.
Imports	: US\$ 2.0 trillion (2005)
Imports – commodities	: Crude oil and refined petroleum products, machinery, automobiles, consumer goods, industrial raw materials, food and beverages.
The Market	: It has an integrated economy and every major industry is represented. With the exceptions of a few import quotas and some strategic industry ownership restrictions, there are no limitations on foreign firms seeking to do business in the US.
Trade in goods	: The total US import market in 2005 was US\$ 1,996 billion, as against US\$ 1769 billion in 2004.
Balance of Trade	: The trade deficit at the end of 2005 was US\$ 723 billion as against US\$ 617 billion in 2004.
Investment	: FDI in the US reached US\$ 1,526 billion in 2004. Although the US restricts FDI in some sectors foreign investors are generally treated on par with domestic business. There are no restrictions on moving capital or profits.

**Current Economic Situation** : In the third quarter of 2005, GDP growth was 4.1% on the back of strong consumption and government spending. The forecast for 2006 growth is 3.4%. However, Hurricane Katrina has increased the risk of higher inflation. CPI inflation increased by 3.6% year-on-year in August 2005 due to higher energy prices.

#### Brief Economic Review

US GDP growth is projected to grow at 3.7% in 2006. World GDP growth is projected at 3.25 per cent in 2006. Thus we have seen strong, continuing U.S. and world growth in spite of slow growth in Europe, modest growth in Japan, and crude oil prices which are projected to remain high into the foreseeable future. High oil and natural gas prices will add significantly to U.S. costs in 2006.

As the US economy expanded at a healthy 3.5-per cent pace in 2005, US imports more than kept pace. Total import value for fiscal year 2006 is projected at US\$ 63.5 billion, up US\$ 2 billion from US\$ 61.5 billion in the November 2005 forecast. The dollar's exchange rate has recovered closer to its 2004 levels after depreciating in early 2005, helping Americans' purchasing power remain relatively strong.

Current factors affecting current US economic conditions are - Rising petroleum costs have had a ripple effect on virtually every market segment. With no relief in sight, future market conditions are uncertain. Coupled with inflation rising to a nearly four year record high, the US economy is in a somewhat sluggish growth cycle. Industrial output was 4.5% at annual rate, and manufacturing indicators show expansion. Moreover, consumer confidence is at a four year high.

Long-term US interest rates continue to rise in 2006 from the near-record lows of 2004 and the first half of 2005, reflecting increased world credit demand and higher short-term US interest rates. The Federal Reserve Board is expected to continue to raise short-term interest rates to prevent future run-ups in inflation. While consumer price index (CPI) faces inflation, largely due to higher energy and industrial commodity prices, was 3.6 per cent in 2005.

The trade-weighted dollar for high-valued products depreciated around 20 per cent from February 2002 to April 2005, but appreciated 5 per cent between April and November 2005. The dollar is expected to appreciate against the euro and yen in 2006. However, we anticipate that the dollar will weaken against developing country currencies in 2006. The net result is likely to be a modest depreciation of the trade-weighted dollar in 2006. The value of the dollar will continue to support US farm and manufacturing export growth in 2006.



## Introduction to Local Markets

Steel pipes and tubes are used in hydrocarbon industries, processing and general engineering industries. Casing on tubing is used in drilling of oil or gas whereas boiler pipes are used in boilers, heat exchangers, super heaters, etc. They consist of both alloy steel and carbon steel tubes. Seamless pipes are used where strength, resistance to corrosion and product life is crucial. There are six manufacturers of seamless pipes and tubes.

In the oil sector, 3 units have got American Petroleum Institute (API) certification for manufacture of line and casing pipes. In non-oil sectors, these are used in a number of important industries like boilers, ball bearings, automobiles, chemical plants, fertilizers, petrochemicals and industrial machinery, etc. Oil sector accounts for around 60% of total requirement of seamless pipes, other industrial sector contribute around 30% demand. The industry is able to manufacture tubes up to 245 OD mm and is, by and large, able to meet complete requirement of bearings, high pressure boilers industry.

The second annual Tubes Pipes Journal Symposium, which was held February 18-20 in Orlando, Fla., was an industry wide gathering of executives and managers from the tube production, tube fabrication, and equipment manufacturing industries. Although the manufacturing sector has had a tough time since late 2000, it was pointed out that the economy as a whole has demonstrated remarkable resilience during the last few years.

The consensus among many attendees was that steel prices and availability were the only two elements currently restraining manufacturing. Glen Kidd, director of market research for United States Steel Corp., identified growing demand for both steel and scrap as the main forces driving the prices upward. Current demand growth is due to two factors. The first is the global economic upswing, and the second is the construction boom in China.

Recent reports from tube and pipe producers that supply the oil and gas industry provide a snapshot of that market earlier this year and its potential. Maverick is the largest producer of oil country tubular goods and line pipe products for use in newly drilled oil and gas wells and for transporting oil and natural gas. Demand for its energy-related products depends primarily upon the number of oil and natural gas wells being drilled, completed, and worked over in the US and Canada and the depth and drilling conditions of these wells.

The level of end-user inventories at any given time also affects demand for its products. As a result of the decreased drilling activity, it is estimate that total US consumption decreased by 30.8 per cent, compared to the prior-year quarter. The level of imports also significantly affects domestic OCTG sales. End users choosing to import pipe hurt domestic sales and tend to push down domestic pipe prices. Maverick reviewed the industry's recent unsuccessful

attempts to seek import relief from the US government and concluded, "Recent high import rates into the US could continue to negatively impact our OCTG shipment levels and prices."

The price of steel is another critical factor in the cost of OCTG. Steel prices have long been volatile and were rising. Recent tariff increases on imported steel may increase steel prices even more.

A key indicator of domestic demand for OCTG is the average number of drilling rigs operating in the United States. The level of inventories maintained by manufacturers, distributors, and end users also affects the OCTG market at any point in time. Demand for tubular products is positively impacted by increased drilling of deeper horizontal and offshore wells. Demand for tubular services is highly correlated to movements in the rig count in the United States, which has began to weaken with the overall deterioration of industry fundamentals.

The tubular products industry in general is performing similarly to the OCTG segment. The Tubular Products continues to show decreased margins due to a slow economy, depressed markets, import tubing, and significant pricing pressure. There are many challenges facing us in the Tubular Products. The steel industry is very unsettled, and the cost of primary raw material is increasing rapidly. The economy, while showing signs of recovery, is still impacting demand as many of our customers in the manufacturing, construction, and distribution industries continue to act cautiously.

## Local Manufacturers

According to the US Census Bureau, more than 325 companies operated in this sector at the onset of the twenty-first century. Overall shipments for the industry were valued at almost US\$ 7.8 billion. After some years of declining sales, the American steel pipe and tubes industry entered a period of stronger economic growth in the mid-1990s. Total shipments were US\$ 6.3 billion in 1996, up almost 6 percent from the 1994 level of six billion. Rising demand, the increasing price of raw material, and energy costs drove the prices of seamless carbon tubing up to US\$ 973 per ton, welded tubing up to US\$ 739 per ton, seamless carbon casing up to US\$ 701 per ton, and welded casing up to US\$ 560 per ton. After climbing to US\$ 7.5 billion in 2000, largely due to the strength of the US economy in the late 1990s, the value of US steel and pipe industry shipments fell to US\$ 6.6 billion in 2001 due to domestic economic turmoil.

In the United States, the automotive, display fixture, juvenile furniture, and exercise and recreation equipment industries showed healthy increases in demand for steel pipes and tubes throughout the late 1990s. Regionally, the Midwest, mountain, and southern states exhibited high demand, while sales in the Northeast and on the West Coast remained stagnant.



The largest steel pipe and tube producing states in descending order are Pennsylvania, Ohio, Illinois, and California, which together ship 55 per cent of total US shipments. New capital expenditures on plant and equipment totaled US\$ 181.5 million, an increase of over 50 per cent from 1990 levels. The cost of materials totaled US\$ 4.8 billion in 2000.



In 1992, the US International Trade Commission and US Commerce Department ruled in favor of many American pipe and tube manufacturers, concluding that foreign countries were dumping their shipments into the US market at less than the cost of production or values sold at home. The countries guilty of dumping in 1992 (with corresponding duties assessed) were Brazil (103.38 per cent); South Korea (4.9 to 11.6 per cent); Mexico (32.6 per cent); Taiwan (19.5 to 27.7 per cent); and Venezuela (52.5 per cent).

The American steel mill products industry, which includes steel tubes and pipes, exported US\$ 13.4 billion worth of goods in 1995, a 44 per cent increase over the 1994 level. Imports of foreign steel pipe and tubes totaled US\$ 3.2 billion, an increase of 7.3 per cent from 1994. Increased competition from inexpensive steel imports throughout the late 1990s and early 2000s prompted the US to begin levying tariffs of up to 30 per cent on imports from countries such as China, Japan, South Korea, Russia, Brazil, Australia, and members of the European Union as of March 20, 2002.

Cleveland, Ohio-based LTV Steel Company Inc. led the industry with sales of more than US\$ 4.4 billion in 1997. LTV's Steel Tubular Products Co. division located in Youngstown, Ohio, contributed US\$ 300 million to the company's 1998 sales. In December of 2002, Maverick Tube Corporation, based in St. Louis, Missouri, acquired the tubular operations of LTV, which had filed for bankruptcy protection, for US\$ 120.2 million. Babcock and Wilcox Co. of Barberton, Ohio, was another industry leader in the early 2000s. It operated as a subsidiary of McDermott International Inc., which generated US\$ 2.3 billion in sales for 2003. To gain protection from mounting asbestos-related liability in the early 2000s, Babcock and Wilcox filed bankruptcy. Other industry leaders included Houston, Texas-based Quanex Corp., with US\$ 1.03 billion in sales for its fiscal year ended October 31, 2003; Ameron International Corp. of Pasadena, California, with US\$ 600.5 million in 2003 sales; Sandvik Coromant US of Fair Lawn, New Jersey, with US\$ 85 million in estimated sales for 2002; and Marmon/Keystone Corp. of Butler, Pennsylvania.

**Iron/steel pipes & tubes mfg from purchased steel (NAICS 33121)**  
(Millions of dollars)

	1997	1998	1999	2000	2001	2002	1998-1999	1999-2000	2000-2001
<b>Industry Data</b>									
Value of shipments	7450	7537	7349	7783	6908		-2.5%	5.9%	-11.2%
Value of shipments (1997 \$)	7450	7481	7645	7766	7069		2.2%	1.6%	-9.0%
Total employment (thousands)	26.9	27.3	26.2	27.2	25.2		-4.0%	3.8%	-7.4%
Production workers (thousands)	21.0	21.4	20.8	21.5	20.0		-2.8%	3.4%	-7.0%
Capital expenditures	216	229	212	232	232		-7.4%	9.4%	0.0%
<b>Product Data</b>									
Value of shipments	7267	7355	7087	7525	6624		-3.6%	6.2%	-12.0%
Value of shipments (1997 \$)	7267	7300	7371	7508	6778		1.0%	1.9%	-9.7%
<b>Trade Data</b>									
Value of exports									
Value of imports									

[Source : US Department of Commerce: Bureau of the Census; International Trade Administration (ITA)]





Steel imports from China are creating uproar in the US steel and manufacturing industries and drawing the ire of the Congressional Steel Caucus, including US Rep. Pete Visclosky. Chinese imports have surged from 10,000 tons in 2002 to an estimated 380,000 tons this year. The domestic industry says the low-cost imports are unfair because the Chinese producers are subsidized by their government. In exchange for granting China "most favored nation" trading status in 2000, Congress provided a way for domestic industries to request quotas. The pipe case was the third case sent to the president after US International Trade Commission found evidence of unfair trading by China, and recommended quotas. All have been denied by the president.

The pipe industry asked for Chinese imports to be capped at 90,000 tons a year, while the ITC recommended 160,000 tons. President Bush said the industry would not have been helped by the quotas. More than 50 countries supply the US market, and these countries would have stepped up shipments if Chinese supplies were limited, he said. He added that quotas would be bad for the US economy. The cost to consumers would be five times higher than the additional income that would be provided to the industry, he said.

Imports of standard pipe from China increased from 10,114 tons in 2002 to 267,468 in 2004 and were 185,000 tons in first half 2005, or 370,000 tons on an annual basis. The industry's profits fell by 62% in 2005. The ITC found that in 2005 the average selling price of Chinese pipe of US\$ 653 per ton was 3.7% below US producers average cost of raw materials, and 26% below US producers average per ton cost of goods sold.

Without relief industry executives have publicly announced that more plant closures at pipe mills are imminent. The surge of imports from China came entirely at the expense of US industry. Market share of imports from China increased to 16.6% in first half 2005, as the domestic industry lost market share. The market share of all other import sources declined by only 2%, from 34 to 32% during the time of the Chinese import surge. Because imports from 7 major exporting countries to the United States are subject to antidumping (ad) and/or countervailing duty (cvd) orders, the vast majority of the volume and revenue benefits from relief will accrue to the US industry and its workers, not to foreign producers in other countries. The industry is requesting a 90,000-ton per year quota, in line with the quantity of imports from China in 2003 before the import surge occurred.

The US Senate letter states the Chinese government has refused to respect international trade obligations by continuing to manipulate its currency, violating intellectual property rights and by providing domestic and export subsidies. Faced with international competition, the US steel industry continues to respond by modernizing its manufacturing processes and consolidating businesses to increase productivity.

Hofmann Industries, Inc. - Manufacturer of steel tubing- 3/8" O.D. to 2-1/2 O.D.

Aerospace Tube & Pipe - Manufactures seamless & welded tube & pipe

West Coast Tube & Pipe - Manufactures seamless & welded tube & pipe

McHone Industries Inc. - Manufactures electric welded steel tubing

P C Campana Inc. - Steel tubing & tube fabricating; rolling mill;

Allied Tube & Conduit Corp.;

IPSCO Tubulars Inc.;

Maruichi American Corp.;

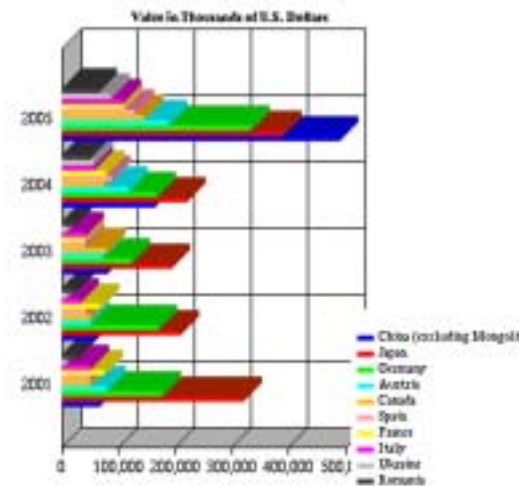
Maverick Tube Corp.;

Sharon Tube Co.;

Western Tube & Conduit Corp.; and

Wheatland Tube Co.

### Global Imports



ExcelChart Services from VL.com

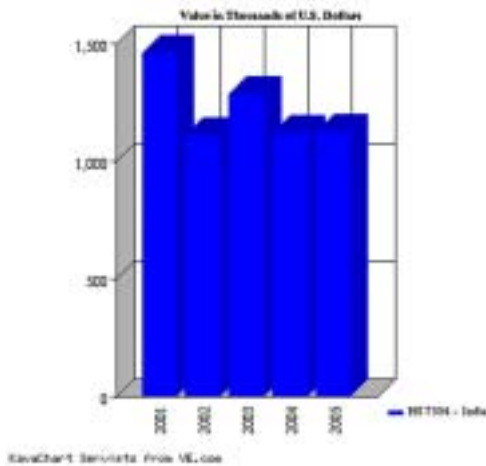
### Major Competitors

	2001	2002	2003	2004	2005
China	67,692	60,337	81,239	163,936	488,985
Japan	320,909	208,260	194,061	220,418	389,988
Germany	177,703	170,492	123,369	169,283	334,325
Austria	80,033	50,178	73,692	118,698	189,493
Canada	50,763	51,058	79,208	75,274	145,483
Spain	50,512	43,248	42,082	90,306	130,607
France	76,347	68,530	42,871	78,285	108,680
Italy	50,117	32,896	41,981	57,470	107,873
Ukraine	7,265	10,327	11,139	57,498	87,937
Romania	27,704	25,777	23,006	49,276	63,864
Sub-Total	909,046	721,103	712,648	1,080,444	2,047,233
Others	201,277	166,650	214,309	322,508	440,356
Total (All Countries)	1,110,323	887,753	926,957	1,402,952	2,487,589



**Imports from India**

	2001	2002	2003	2004	2005
India	13,820	11,058	12,614	27,049	53,932
Others	1,096,503	876,695	914,343	1,375,903	2,433,657
Total	1,110,323	887,753	926,957	1,402,951	2,487,589



**Trade Shows & Events**

**Damage Prevention Conference and Exposition**

6 to 7 December 2006  
<http://www.damageprevention.com>

**Pump User Symposium 2007**

March 5 - 8, 2007  
<http://turbolab.tamu.edu/pumpshow/pump.html>

**Importers**

**OATEY**  
 Middleburg, OH, 44130  
 Tel. : 216-433-1450  
 Fax : 216-433-1452

**GFF INC**  
 Stone Mountain, GA, 30087  
 Tel. : 770-491-7333  
 Fax : 770-491-1590

**VILLANDRY**  
 Coral Springs, FL, 33065  
 Tel. : 954-757-0127  
 Fax : 954-757-8227

**DRILLING TECHNIQUE**  
 Lawrence, PA, 15055-0459  
 Tel. : 724-873-7300  
 Fax : 724-873-7301

**ROVANCO PIPING SYSTEMS**  
 Joliet, IL, 60431-9357  
 Tel. : 815-741-6700  
 Fax : 815-741-4229

**SHAW ALLOY PIPING PRODUCTS**

Shreveport, LA, 71137-7368  
 Tel. : 318-674-9860  
 Fax : 318-222-4887

**HUTCHINSONFTS**

Reading, MI, 49274  
 Tel. : 517-283-2161  
 Fax : 517-283-3293

**CRISPIN**

Houston, TX, 77007-7621  
 Tel. : 713-224-8000  
 Fax: 713-224-1120

**DIETL INTL**

Jamaica, NY, 11413  
 Tel. : 718-244-6954  
 Fax : 718-244-6956

**GREENWOOD INTL**

Portland, OR, 97239-4654  
 Tel. : 503-222-3022  
 Fax : 503-222-0556

**KANEMATSU GOSHO**

Houston, TX, 77057-3287  
 Tel. : 713-975-7200  
 Fax : 713-975-7966

**KINSHO INTL**

New York, NY, 10005-2401  
 Tel. : 212-269-8600  
 Fax : 212-344-6758

**METAL ONE**

Santa Fe Springs, CA, 90670  
 Tel. : 562-944-5100  
 Fax : 562-944-7009

**PAC STAINLESS**

Seattle, WA, 98198  
 Tel. : 206-824-7780  
 Fax : 206-878-2475

**PUSAN PIPE**

Santa Fe Springs, CA, 90670  
 Tel. : 562-692-0600  
 Fax : 562-692-9295

**WINZER**

Dallas, TX, 75238  
 Tel. : 214-341-2122  
 Fax : 214-348-7714

**DEVONENERGY**

Houston, TX, 77002-4400  
 Tel. : 713-286-5700  
 Fax : 713-286-5787

**PLUSPETROL**

Houston, TX, 77056  
 Tel. : 713-961-1095  
 Fax : 713-961-1097



TAM INTL Houston, TX, 77092 Tel. : 713-462-7617 Fax : 713-462-1536	SCHOELLER BLECKMANN PIPE & TUBE Houston, TX, 77041 Tel. : 713-466-9446 Fax : 713-466-9012	PIPING TECHNOLOGY & PRODUCTS Houston, TX, 77234-4506 Tel. : 713-731-0030 Fax : 713-731-8640
VETCO GRAY Houston, TX, 77086 Tel. : 713-681-4685 Fax : 713-683-2497	TEXAS PIPE & SUPPLY Houston, TX, 77051 Tel. : 713-799-9235 Fax : 713-799-8701	BENTELER STEEL & TUBE Houston, TX, 77055-5406 Tel. : 713-629-9111 Fax : 713-629-9993
ARRAY PRODUCTS Muskogee, OK, 77037 Tel. : 918-682-7952 Fax : 918-682-7904	TUBULAR PRODUCTS Houston, TX, 77079-4528 Tel. : 281-870-1212 Fax : 281-588-6588	GRANT PRIDECO Navasota, TX, 77868-1310 Tel. : 936-825-7070 Fax : 936-825-7318
WSI SERVICE Houston, TX, 77042-3365 Tel. : 713-785-7075 Fax : 713-785-7099	DMV STAINLESS STEEL Houston, TX, 77041 Tel. : 713-466-7278 Fax : 713-466-0092	HANDY & HARMAN Norristown, PA, 19403 Tel. : 610-539-3900 Fax : 610-539-3250
AMERICAN PIPING PRODUCTS Chesterfield, MO, 63006-0928 Tel. : 636-536-1775 Fax : 636-536-1363		MARMON KEYSTONE Norcross, GA, 30071-1692 Tel. : 770-476-4111 Fax : 770-476-5930

### Customs Tariff of the United States (2006)

Heading/Subheading	Article Description	Rates of Duty	
		1	2
		General	Special
7303	Tubes, pipes and hollow profiles, of cast iron	Free	33%
7304	Tubes, pipes and hollow profiles, seamless, of iron (other than cast iron) or steel :	Free	up to 35%
7305	Other tubes and pipes (for example, welded, riveted or similarly closed), having circular cross sections, the external diameter of which exceeds 406.4 mm, of iron or steel :	Free	up to 28%
7305	Other tubes and pipes (for example, welded, riveted or similarly closed), having circular cross sections, the external diameter of which exceeds 406.4 mm, of iron or steel :	Free	up to 45%

*For detailed information visit- <http://hotdocs.usitc.gov/docs/tata/hts/bychapter/0610C73.pdf>*

#### General Contracts

Indian Embassy in USA 2107 Massachusetts Avenue, NW Washington, DC 20008 Tel. : (202) 939-7000 Fax : (202) 265-4351 Website : <a href="http://www.indianembassy.org">www.indianembassy.org</a>	Consulate General of India 3 East, 64th Street, New York, NY 10021 Tel. : 212-774-0600 Fax : 212-861-3788 Website : <a href="http://www.indiacgny.org">www.indiacgny.org</a>	Consulate General of India 540 Arguello Boulevard San Francisco, CA 94118 Tel. : (415) 668 0662 Fax : (415) 668 2073 Website : <a href="http://www.cgisf.org">www.cgisf.org</a>
US Embassy Shantipath, Chanakyapuri New Delhi - 110021 Tel. : 011-2419-8000 Fax : +91-11-2419-0017 Website : <a href="http://www.newdelhi.usembassy.gov">www.newdelhi.usembassy.gov</a>	Consulate General of US 5/1, Ho Chi Minh Sarani Calcutta- 700071 Tel. : 033-2282-3611 Website : <a href="http://www.calcutta.usconsulate.gov">www.calcutta.usconsulate.gov</a>	Consulate General of US No. 220, Anna Salai Chennai - 600006 Tel. : 044-2811-2000 Website : <a href="http://www.chennai.usconsulate.gov">www.chennai.usconsulate.gov</a>



Consulate General of India  
455 North City front Plaza Drive,  
Chicago, IL 60611  
Tel. : 312-595-0405  
Fax : 312-595-0416  
Website : [www.chicago.indianconsulate.com](http://www.chicago.indianconsulate.com)

Consulate General of US  
Lincoln House  
78, Bhulabhai Desai Road  
Mumbai - 400026  
Tel. : 022-2363-3611  
Website : [www.mumbai.usconsulate.gov](http://www.mumbai.usconsulate.gov)

Consulate General of India  
1990 Post Oak Blvd.  
Houston, TX 77056  
Tel. : 713-626-2148/9  
Fax : 713-626-2450  
Website : [www.cgihouston.org](http://www.cgihouston.org)

U.S. Department of Agriculture  
Foreign Agricultural Service  
1400 Independence Ave., S.W.  
Washington, DC 20250  
Website : [www.fas.usda.gov](http://www.fas.usda.gov)

### United Association

United Association Building  
901 Massachusetts Ave., N.W.  
Washington, D.C. 20001-4397  
Tel. : 202-628-5823  
Fax : 202-628-5024  
Website : <http://www.ua.org/Official Harmonized Customs Tariff Schedule>

US International Trade Commission.  
500 E Street, SW  
Washington, DC 20436  
Tel. : 202-205-2000  
Website : [www.usitc.gov/tata/hts/bychapter/index.htm](http://www.usitc.gov/tata/hts/bychapter/index.htm)

Tube & Pipe Association, International  
833 Featherstone Rd.  
Rockford, IL 61107  
Tel. : +1-815-399-8775  
Fax : +1-815-484-7701  
E-mail : [info@fmanet.org](mailto:info@fmanet.org)  
URL : <http://www.tpatube.org>

National Association of Pipe Fabricators  
<http://www.napf.com>

National association of steel pipe Distributors  
1501 E. Mockingbird Lane, Suite 307  
Victoria, TX 77904  
Tel. : 361-574-7878  
Fax : 832-201-9479  
Website : <http://www.naspd.com>

Association of Oil Pipe Lines  
1101 Vermont Ave., NW , Suite 604, Washington, DC 20005  
Tel. : 202-408-7970  
Fax : 202-408-7983  
Website : [www.aopl.org](http://www.aopl.org)

Ductile Iron Pipe Research Association  
245 Riverchase Parkway E.,  
Birmingham, AL 35244-1856  
Tel. : 205-402-8700  
Fax : 205-402-8730  
Web Site: [www.dipra.org](http://www.dipra.org)

American Water Works Association  
6666 West Quincy Ave.  
Denver, CO 80235  
Tel. : 303-794-7711  
Website : [www.awwa.org](http://www.awwa.org)

### List of Industry Associations

- American Iron and Steel Institute (AISI)  
Website : <http://www.steel.org>
- American Petroleum Institute (API)  
Website : <http://www.api.org>
- American Society for Testing and Materials (ASTM)  
Website : <http://www.astm.org>
- Association of Iron and Steel Engineers (AISE)  
Website : <http://www.aise.org>
- Bureau of International Recycling (BIR)  
Website : <http://www.bir.org>
- International Iron and Steel Institute (IISI)  
Website : <http://www.worldsteel.org>
- Steel Manufacturers Association (SMA)  
Website : <http://www.steelnet.org>
- Steel Recycling Institute (SRI)  
Website : <http://www.recycle-steel.org>
- Steel Service Center Institute (SSCI)  
Website : <http://www.ssci.org/welcome.adp>
- International Metalworkers Federation (IMF)  
Website : <http://www.imfmetal.org/imf/main/main.cfm>
- United Steelworkers of America (USWA): Canada  
Website : <http://www.uswa.ca>
- Pipeline & Gas Journal  
Website : [http://www.oildompublishing.com/PGJ/pgj\\_home.html](http://www.oildompublishing.com/PGJ/pgj_home.html)

(Source : EEPC Chicago Office)

Tender Information



**Iran**

**Copper Project Consultancy**

Issued by : National Iranian Copper Industries Company  
Public Relations Department, B Mokhtari  
Tehran, Iran  
Mobile : (98912) 1354386

For : Prequalification. Provision of consultancy services for all or part of the following projects :

- (1) The Sarcheshmeh copper concentrator, phase 2, expansion project in Kerman province;
- (2) The Khatoonabad copper smelter, phase 1, expansion project in Kerman province;
- (3) The Khatoonabad copper refinery project in Kerman province;
- (4) The Khatoonabad sulphuric acid plant project in Kerman province;
- (5) The Sungun copper concentrator, phase 1, expansion project in east Azerbaijan province;
- (6) The Sungun copper smelter project in east Azerbaijan province;
- (7) The Sungun refinery project in east Azerbaijan province; and
- (8) The Sungun sulphuric acid plant project in east Azerbaijan province.

Details on payment of IR 1 million to Account No. 47228964, Bank Tejarat, Park-e Saei branch, Code 358.

Closing date : *Not stated*

**Iran**

**Foroozan Complex Platforms**

Issued by : Iranian Offshore Oil Company  
National Iranian Oil Company  
Contracts Department, Fifth Floor  
38 Touraj Street, Vali-e Asr Avenue  
Before Vali-e Asr Avenue and Modarres Crossroads  
PO Box 5591, Tehran – 19395, Iran  
Tel. : (9821) 22024565/22024570  
Fax : (9821) 22024566  
Website : www.iooc.co.ir

Tender No. : **AT/85/080**

For : Prequalification. (Open only to joint ventures or local/international consortiums). Provision of engineering, procurement and construction (EPC) services for the renovation and reconstruction of the existing Foroozan complex platforms in the Gulf.

Closing date : *Not stated*

(Source : MEED, Vol. 50, No. 36 dated 8 - 14 September, 2006)

**Iran**

**Railway Turnouts**

Issued by : Iranian Islamic Republic Railways  
General Purchasing Department  
Room 438, Fourth Floor  
Shahid Kalantari Building  
Rah-Ahan Square  
Tehran, Iran  
Tel. : 9821-5122923/5467051  
Fax : 9821-5647083

Tender No. : **18-84-13**

For : Supply of 600 railway turnouts with concrete sleepers and related parts, type UIC60 and U33.

Bid bond : IR 4,550 million or \$ 500,000.  
Details available on payment of IR 100,000, Account No. 574, 67, Bank Mellii, Iran, Central Branch.

Closing date : **04.11.2006**

**Jordan**

**Dam Construction Consultancy**

Issued by : Public Works & Housing Ministry  
Central Tenders Committee  
Government Tenders Directorate  
King Abdullah Street  
Jabal Amman Eighth Circle  
Amman, Jordan  
Tel. : 9626-585831-3  
Fax : 9626-5857583/5857639  
E-mail : biddings@gttd.gov.jo  
Website : www.gttd.gov.jo

Tender No. : **124/2006**

For : Provision of consultancy services comprising the updating of an existing technical and economic feasibility study, and preliminary design and preparation of final design and tender documents for the construction of the Kufranja dam for the Jordan Valley Authority. The objectives of the present study include, but are not limited to, the following : (1) updating the technical and economic feasibility, and preliminary design for the construction of the storage facility on the dam; and (2) preparing the final design and tender documents for the construction of the storage facility.

Closing date : **30.10.2006**

## Lebanon

### Hospital Equipment

Issued by : Council for Development & Reconstruction  
Tallet el-Serail  
PO Box 116-5351  
Beirut Central District, Lebanon  
Tel. : (9611) 980096-7  
Fax : (9611) 981252-3  
E-mail : general@cdr.gov.lb

For : Supply and installation of medical equipment and furniture for the Public Health Ministry's 70-bed Ftouh Governmental Hospital. Financed by the OPEC Fund for International Development. Details on payment of \$ 500.

Closing date : **31.10.2006**

## Oman

### Water Pipeline Replacement

Issued by : Tender Board  
PO Box 787, PC 133  
Al-Khuwair, Oman  
Tel. : (968) 602073  
Fax : (968) 602063

Tender No. : **137/2006**

For : Relocation of water pipelines as part of the Seeb International Airport project for the Transport & Communication Ministry. Details available on payment of RO 1,500.

Closing date : **30.10.2006**

## UAE

### Power and Desalination Station

Issued by : Dubai Electricity & Water Authority  
Office of the Contracts Manager  
PO Box 564, Dubai, UAE  
Tel. : 9714-3244444  
Fax : 9714-3248111  
E-mail : contracts@dewa.gov.ae

Tender No. : **CNE/001/2006**

For : Construction of the 2,000-MW, 105 million-gallon-a-day Jebel Ali power and desalination station M at the existing Jebel Ali power station complex adjacent to the station L phase II plant currently under construction. The scope of works comprises : (1) the power plant package 'P' : gas turbines associated with heat recovery steam generators, condensing extraction steam turbines and all associated works : and (2) the desalination package 'D' : multi-stageflash desalination units, auxiliary boilers, sea water pumps, portable water pipes and all associated works. Station M will be

commissioned in stages during 2009 and 2010. Contractors may bid for one or both packages. Bid bond is 5 per cent of tender price. Details on payment of AED 5,000.

Closing date : **05.12.2006**

(Source : MEED, Vol. 50, No. 37 dated 15 - 21 September, 2006)

## Iran

### Rail Grinding Machine Knives

Issued by : Iranian Islamic Republic Railways  
General Purchasing Department  
Room 438, Fourth Floor  
Shahid Kalantari Building  
Rah-Ahan Square, Tehran, Iran  
Tel. : 9821-5122923/5467051  
Fax : 9821-5647083

Tender No. : **18-84-02**

For : Supply of 3,750 rail grinding machine knives.

Bid bond : \$ 55,000.  
Details available until 17th October, 2006 on payment of IR 100,000 to Account No. 574.67, Bank Melli, Iran, Central Branch.

Closing date : **25.11.2006**

## Kuwait

### Well Development Project

Issued by : Central Tenders Committee  
PO Box 1070, Safat 13011, Kuwait  
Tel. : (965) 2401200  
Fax : (965) 2416574

Tender No. : **RFP/1330**

For : (Open to prequalified contractors only.) Provision of completion equipment and associated services for the development of wells for Kuwait Oil Company.

Bid bond : 2.5 per cent of tender price.

Details on payment of KD 2,500.

Closing date : **07.11.2006**

## Oman

### Water Production Well Drilling

Issued by : Tender Board  
PO Box 787, PC 133  
Al-Khuwair, Oman  
Tel. : (96824) 602073  
Fax : (96824) 602063

Tender No. : **145/2006**

For : Drilling of production wells to supply drinking water to some villages in the Dhofar governorate

for the Regional Municipalities, Environment & Water Resources Ministry. Details, available until 18 October, on payment of RO 347.

Closing date : **06.11.2006**

#### Substation Cable Feeder

Tender No. : **146/2006**

For : Supply of a 33-kV cable feeder from the Sohar grid substation to the 33/11-kV Sohar primary substation and replacement of an existing wooden pole switching arrangement at the Sohar primary substation in the north Batinah region for the Majan Electricity Company. Details available until 18 October on payment of RO 247.

Closing date : **06.11.2006**

#### Passenger Service Vessel

Tender No. : **147/2006**

For : Delivery and commissioning of a passenger service vessel for the Tourism Ministry. Details available until 18 October, on payment of RO 150.

Closing date : **06.11.2006**

## Yemen

### Hydro-meteorological Network and Survey Equipment

Issued by : Agriculture & Irrigation Ministry  
Project Co-ordination Unit  
P.O. Box 18733  
Al-Hay al-Seyasi, Near Djibouti Embassy  
Sana'a, Yemen  
Tel. : (9671) 445315/443219  
Fax : (9671) 445261  
E-mail : GSCP@yemen.net.ye

Tender No. : **MGS/06-19**

For : Supply of the following hydro-meteorological network and survey equipment as part of a ground-water and soil conservation project :

- (1) 150 complete rainfall stations;
- (2) 15 complete weather stations;
- (3) 50 complete wadi flow level stations; and
- (4) 10 items of survey equipment.

Bidders may bid for one lot or for all lots. Financed by the International Development Association.

Bid bond : 2 per cent of tender price.

Details on payment of YR 20,000 or \$100.

Closing date : **15.11.2006**

(Source : MEED, Vol. 50, No. 38 dated 22 - 28 September, 2006)

## Egypt

Issued by : Alexandria Co. for Containers & Cargo Handling  
The Foreign Purchases Committee  
Dock 49 - 59, Alexandria Port  
Alexandria, Egypt, Cairo  
Tel. : + 2 03 - 4800633/4  
Fax : + 2 03 - 4862124

For : Import, for settlement in foreign currency, of spare parts for the handling equipment.

Tender Cost : LE 200

Bid Bond : LE 10,000

Closing date : **29.10.2006**

For further details, please contact :

Shri Debashish Banerjee  
Commercial Attaché  
Embassy of India  
Cairo, Egypt  
Tel. : 00 20 2-7360223  
Fax : 00 20 2-7364038  
E-mail : attachecom@indembcairo.com

(Source : Embassy of India, Cairo)

## Kuwait

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

Tender No. : **75-2006/2007**

Requirements : Supply, Installation & Operation of Medical Device for Faculty of Dentistry, Dental Clinics - Kuwait University.

Fee (KD) : 20.000

Initial Guarantee : 2% of offers value.

Closing Date : **29.10.2006**

Tender No. : **KPA/42/2006**

Requirements : Supply & Installation of Split Air-condition Units for KPA

Fee (KD) : 20

Initial Guarantee : 5% of offers value.

Closing Date : **31.10.2006**

For further details, please contact :

Shri 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
Air Control Engineering Ltd.	802 Dominion Center 43-55, Queens Road East Wanchai Hong Kong	Attn. : Mr. Virendra K. Anand Tel. : 25769012 Fax : 25769369 E-mail : anand@aceltd.com.hk	Air pollution control for sewage plants and other pollution/ventilation related products and services.
S. T. Enterprise Ltd.	G/F., 43 Ki Lung Street, Mongkok Kowloon Hong Kong	Attn. : Mr. Ivan Chow Tel. : (852) 2345-9123 Fax : (852) 2345-9297 E-mail : ikcchow@netvigator.com stenter@netvigator.com	- Electric cable (with the BS standard) and enamelled winding wires. - Electric motor, explosive proof motor, brake motor, etc. - Timer & relay, etc.

**Singapore**

(Source : EEPC Singapore Office)

Winston Engineering Corpn. Pte Ltd.	Singapore	Attn. : Mr. Terence Tan Regional Marketing Manager Tel. : 65-68633338 Fax : 65-68983338 E-mail : terencet@winstonengineering.com.sg	Castings of pump component using lost wax or investment castings. The materials are CI, SS or its alloy.
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**Trade enquiries received from various Indian Missions Overseas**

**Ghana**

(Source : High Commission of India, Ghana)

Ahafo Palm Oil Mill Company C/o : Appiah Menka Complex Ltd.	Asokwa Industrial Area P. O. Box : ASH 8258 Kumasi, Ghana	Tel. : 233 51-23055 Mobile : 233 24 4460819/4597003 E-mail : apinomama@yahoo.com	Diesel generating set (boiler) operating system for use in him palm oil mill, as per following specifications : Combination boiler 8000 kg/hr Intake conveyer (12m) Steam turbine - 500 Kw Diesel drive - 280 K Diesel storage tank 10,000 L.
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**Hong Kong**

(Source : Consulate General of India, Hong Kong)

Meadic International	PO Box 787 Yuen Long Delivery Office Yuen Long NT (Hong Kong)	Attn. : M. S. Anderson Purchasing Manager Tel. : 852- 21216126 Fax : 852- 31065920 E-mail : info@meadic.net	Post screws (bookscrews) made of cold press steel. (Drawings can be obtained from any of the EEPC offices in India.)
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Council's Activities



## 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 an 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 September, 2006 only**.

**For further details & enlistment, please contact :**

**Shri 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>

*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
<b>Total</b>	<b>11552.79</b>	<b>15394.24</b>	<b>19183.32</b>

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 5400 sq. mtrs. space for organizing the Exhibition in Hall No. 5 of India Expo Centre. The participation will be limited to 300 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 January 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 31st October, 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 :

**Shri 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"/>		
	<b>Please tick mark preferred BSM for Option II :</b> <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.

## EEPC INTRODUCES EXECUTIVE DEVELOPMENT PROGRAMME ON INTERNATIONAL TRADE UNDER WTO FRAMEWORK

### “PREPARING LEADERS WITH A GLOBAL PERSPECTIVE”

In partnership with **Institute of International Trade, Centre for WTO Studies**, EEPC has introduced **EXECUTIVE DEVELOPMENT PROGRAMME**. The objective of the programme is to enlighten and empower the businessmen engaged in international trade on the Rules of trade and the opportunities available in global markets.

#### Trade Policy Measures – its impact on Indian Economy under WTO framework

- The programme would cover :
- Anti-Dumping Rules, Subsidies and Countervailing Measures, Special Safeguard Duties, Custom Valuation Rules, Pre-shipment Inspection, Rules of Origin
  - Tariff and Non-Tariff Measures such as technical barriers to trade
  - Sanitary and Phyto-Sanitary Measures and other quality standards for exports.

#### Faculty

The programme would be conducted by **highly skilled professionals** drawn from reputed institutes and experts on International Trade.

#### Principal Facilitator

##### Dr. D. R. Agarwal

Director of Institute of International Trade

He is an expert on WTO and has been a delegate to various WTO conferences including the Ministerial Conferences at Cancun and Hong Kong.

#### The Course Structure :

**Day : Saturday, Date : 14th October, 2006**

**Duration : 10.30 a.m. - 1.30 p.m.**

**Course Fee : Rs. 1,500/-**

(including Course Materials and Refreshments)

(Demand Draft/Cheque for **Rs. 1,500/-** may be drawn in favour of **Engineering Export Promotion Council**)

#### Venue

##### Engineering Export Promotion Council

World Trade Centre, 14/1B, Ezra Street (4th Fl.) Kolkata 700 001

**Seats : Each BATCH 25 Candidates**

(*First-come-first-serve basis*)

**Eligibility : Executives, Entrepreneurs (Preferred Graduates)**

For registration, please contact **Shri Arijit Sengupta**, Deputy Director, Engineering Export Promotion Council (Eastern Region), Phone : 033-22890673/74, Mobile : 9831057757, Fax : 033-22890687, E-mail : eepcrokol@vsnl.net/arijit.sgeepckol@gmail.com or **Shri Ashis Majumder** of Institute of International Trade, Kolkata, Phone : 033-22436504, E-mail : info@iitrade.ac.in

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#### Confirmation Slip

Yes, I will attend the programme

Name : \_\_\_\_\_ Organisation : \_\_\_\_\_

Enclosed Cheque No. \_\_\_\_\_ dated \_\_\_\_\_

*Please send the same to EEPC and Fax the same to 033-2289-0687*

## Engineering Export Promotion Council (EEPC)

(Sponsored by Ministry of Commerce, Govt. of India)

An ISO 9001 : 2000 Certified Organization

### *Announces*

### *Admission to the 3rd Batch of Training Programme*

### **Certified Export Manager (CEM)**

<b>Seats</b>	: 3rd BATCH - 25 Candidates (First-come-first-serve basis)
<b>Duration</b>	: 40 Sessions (5 days a week)
<b>Timing</b>	: 6 - 8 p.m.
<b>Venue</b>	: EEPC, World Trade Centre 14/1B Ezra Street, (1st Floor) Kolkata 700 001
<b>Course Fees</b>	: Rs. 5,000/- (inclusive of Course Material and Refreshments). Cheque should be in favour of EEPC.
<b>Focus Area</b>	: Foreign Trade Policy, Export-Import Procedures, Documentation, International Trade & Marketing, Export-Import Finance, Market Research, Shipping, Insurance, Packaging, WTO, IPR/Patent, Human Resource Management, Quality Management, etc.
<b>Faculty</b>	: Reputed Academics, Exporters and Professionals.
<b>Eligibility</b>	: Working Executives, Trainees, Entrepreneurs, Students (Preferred Graduates).
<b>Evaluation</b>	: Project Reports, Presentation, Term Exam.

The export oriented growth, enthused by the new economic policy and globalization have unleashed spectacular changes in the competitive position of various sectors of Indian economy, including Engineering. Addition of Facilities, adoption of Quality Control Measures and aggressive marketing already have established the Indian brands & products abroad.

The recent plans announced by some global majors to outsource products & services from India, also opened great opportunities for the Indian manufacturers.

Under the emerging scenario, we in EEPC, strongly believe that the manufacturers of engineering products & services need to equip their human resources to meet the challenges of Export Marketing. Therefore, the Council in association with AQL Systems & Consultants, has jointly launched a short term Management Development Programme leading to award of honours as Certified Export Manager.

The designed course is aimed to bridge the knowledge gap of the Entrepreneurs, Executives, Managers of organizations and provide training to the aspiring candidates who are looking forward to tap the export markets and/or make export promotion their career and achieve competence in the field.

Since March, 2006 already two successful programmes were conducted and the feedback of the participants were overwhelming.

#### **For Registration – Contact**

**Shri K. Ghosh, EPO, EEPC, Eastern Regional Office, 1/1 Wood Street, Kolkata - 700 016**  
**Phone : 22890673/74, Fax : 91-33-22890687, E-mail : eepcokol@vsnl.net**

**OR**

**Shri A. Dasgupta, Mobile : 9231595819**  
**E-mail : eepc\_training@yahoo.co.in**

**3rd Batch Commencing from 11th October, 2006 (Wednesday)**

***Rush & Avail the unique opportunity and become a Certified Export Manager***

***Limited Seats Available***

***Prospectus and Application Form can be downloaded from EEPC Website : [www.eepcindia.org](http://www.eepcindia.org)***

Public Notice



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

**Public Notice No. 58(RE-2006)/2004-2009**

Dated 26th September, 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. 58(RE-2006)/2004-2009 dated 26th September, 2006 has made certain amendments/deletions/corrections and additions in the Handbook of Procedures, Vol. 2, 2004-2009. The amendments/deletions/corrections/additions 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 in the Handbook of Procedures, Vol. 2, 2004-2009 (as amended from time to time).

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

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

**Annexure "A"**

**Amendments/Corrections**

<i>Sl. No.</i>	<i>Page No.</i>	<i>Reference</i>	<i>Amendments/Corrections</i>
5.	C41	Engineering Products SION at Sl. No. C-323	(i) The description of export product is amended to read as follows :- "Transformer lamination/Cut Core made of Silicon Electrical Steel (CRGO/CRNGO)"  (ii) The description and the quantity of import item is amended to read as follows :- "Relevant grade of Silicon - Electrical Steel (CRGO/CRNGO) sheets/ strips/wide coil ..... 1.07 MT/MT content in the export product"

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

**Public Notice No. 60(RE-2006)/2004-2009**

Dated 29th September, 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. 60(RE-2006)/2004-2009 dated 29th September, 2006 has made certain amendments in the book titled "Schedule of DEPB Rates". The amendments 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 (Updated as on 7th April, 2006) and Paragraph 1.1 of Handbook of Procedures (Vol. 1), (Updated as on 7th April, 2006), the Director General of Foreign Trade hereby makes the following amendments in the Book titled "Schedule of DEPB rates" (as amended from time to time) :

**Product Group : Engineering                      Product Code : 61**

The existing DEPB entry at Sl. No. 20 is amended as under :

<i>Sl. No.</i>	<i>Description</i>	<i>DEPB Rate</i>	<i>Value cap</i>
20	Complete Ceiling Fan with metal blades (36"/42"/48"/56"/60")	5%	Rs. 600/pc

Sd/-  
(K. T. CHACKO)

(File No. 01/87/171/00001/AM07/DES VIII)

Director General of Foreign Trade





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

**Notification No. 33(RE-2006)/2004-2009**

Dated 14th September, 2006

S.O.1534(E) : - In exercise of the powers conferred by Section 13 of the Foreign Trade (Development and Regulation) Act, 1992 (22 of 1992), the Central Government hereby authorises the officers specified in the column (2) of the Table below for the purposes of exercising powers under Section 13 read with Section 11, subject to the limits specified against such officers in the corresponding entry in column (3) of the said Table and makes the following amendments in the Notification of the Government of India in the Ministry of Commerce (Director General of Foreign Trade) No. S.O. 24 (E), dated the 20th January, 1999, namely :-

In the said Notification in the Table, serial number 2 and the entries relating thereto, shall be amended as under :-

<i>Sl. No.</i>	<i>Designation of Officer</i>	<i>Value of the goods in relation to which the power may be exercised</i>
2.	Zonal Jt. Director General of Foreign Trade/ Export Commissioner	Up to Rs. 10 Crores

*Sd/-*  
(K. T. CHACKO)  
Director General of Foreign Trade

(F. No.18/27/HQ/06-07/ECA-II)

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

**Notification No. 34(RE-2006)/2004-2009**

Dated 14th September, 2006

S.O.1535(E).- In exercise of the powers conferred by clause (b) of Sub-Section (1) of Section 15 of the Foreign Trade (Development and Regulation) Act, 1992 (22 of 1992), the Central Government hereby authorises the officers specified in the column (3) of the Table below to function as Appellate Authority against the orders passed by the Adjudicating Authorities authorized by the Central Government under Section 13 of the said Act and specified in column (2) of the said Table, and makes the following amendments in the Notification of the Government of India in the Ministry of Commerce No. S.O. 1059 (E), dated the 31st December, 1993, namely :-

In the said Notification in the table, serial number 4 and the entries relating thereto, the following serial numbers and the entries shall be inserted, namely :-

<i>Sl. No.</i>	<i>Designation of Adjudicating Authority</i>	<i>Appellate Authority</i>
5.	Export Commissioner	Additional Director General of Foreign Trade
6.	Additional Director General of Foreign Trade	Appellate Committee as constituted by Department of Commerce

*Sd/-*  
(K. T. CHACKO)  
Director General of Foreign Trade

(F. No.18/27/HQ/06-07/ECA-II)

## OFFICE BEARERS OF THE COUNCIL

### CHAIRMAN

#### Rakesh Shah

Phone : Off : 91-33-22872511/22876640/  
22874447/22804929  
Res : 91-33-24071637/1638/24689706  
Fax : Off : 91-33-22875104/22870780  
Res : 91-33-24456925  
E-mail: rakesh@niphaindia.com  
nipa@niphaindia.com

### VICE CHAIRMEN

#### V. S. Anand

##### Indore

Phone : Off : 91-731-2412821/2410568  
Res : 91-731-2561085/2565421  
Fax : 91-731-2411988  
E-mail: ail@sancharnet.in

##### Mumbai

Phone : Off : 91-22-23828972  
Res : 91-22-26498515  
Fax : 91-22-23854038

#### Mahesh K. Desai

Phone : Off : 91-40-27615131/27617098  
Res : 91-40-27765793  
Fax : 91-40-27614376  
E-mail: hyd1\_meera@sancharnet.in

### REGIONAL CHAIRMEN

#### Eastern Region

##### R. P. Sehgal

Phone : Off : 91-33-22472256/22478229  
Res : 91-33-22407094  
Fax : 91-33-22479938  
E-mail: carcast@vsnl.net

#### Northern Region

##### S. C. Ralhan

Phone : Off : 91-161-2673805/806/2670219  
Res : 91-161-2670129/2672542  
Fax : 91-161-2671049/2676817  
E-mail: sritools@jla.vsnl.net.in

#### Southern Region

##### B. Chandrasekharan

Phone : Off : 91-80-26570711/12  
91-80-26570718 (D)  
Res : 91-80-26764665  
Fax : 91-80-26570713/14  
E-mail: sai\_bcn@yahoo.com  
kwkpv1@blr.vsnl.net.in

#### Western Region

##### Kuldip Singh Chadha

Phone : Off : 91-22-66355155/56/57  
66355869 (D)  
Res : 91-22-23516865/23514408  
Fax : 91-22-23854428  
E-mail: chadha@nikkobearings.com

## EPEC OFFICES IN INDIA AND ABROAD

#### C. S. Shukla

*Executive Director*  
Engineering Export Promotion Council  
Vandhna (4th Floor), 11 Tolstoy Marg  
New Delhi 110 001  
Tel. : 91-11-23353353, 23711124/25  
Fax : 91-11-23310920  
E-mail : eepcto@eepc.gov.in  
URL : www.eepcindia.org

## HEAD OFFICE

#### R. Maitra

*Addl. Executive Director & Secretary*  
Engineering Export Promotion Council  
Vanijya Bhavan (1st Floor)  
International Trade Facilitation Centre  
1/1 Wood Street  
Kolkata 700 016  
Tel. : 91-33-22890651/52  
Fax : 91-33-22890654  
E-mail : eepcho@eth.net  
URL : www.eepcindia.org

## TERRITORIAL DIVISION

#### Vandhna (4th Floor)

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

## REGIONAL OFFICES

### Chennai

M. Ganesan  
*Regional Director*  
Greems Dugar (3rd Floor)  
149 Greems Road  
Chennai 600 006  
Tel. : 91-44-28295501, 28295502  
Fax : 91-44-28290495  
E-mail : eepcchen@md4.vsnl.net.in

### Kolkata

Ms. Anima Pandey  
*Regional Director*  
Vanijya Bhavan (2nd Floor)  
International Trade Facilitation Centre  
1/1, Wood Street  
Kolkata 700 016  
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Fax : 91-33-22890687  
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### Mumbai

Rajat Srivastava  
*Regional Director*  
Centre 1, 12th Floor  
World Trade Centre  
Cuffe Parade, Mumbai 400 005  
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eepcmum@vsnl.com

### New Delhi

Shrikar Dole  
*Regional Director*  
Surya Kiran (4th Floor)  
19 Kasturba Gandhi Marg  
New Delhi 110 001  
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Fax : 91-11-23317795  
E-mail : eepc@spectranet.com

## SUB-REGIONAL OFFICES

### Bangalore

C. H. Nadiger  
*Asst. Director*  
Vinayaka Complex (2nd Floor)  
44/45, Residency Road Cross  
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Tel. : 91-80-25581396/25588669  
Fax : 91-80-25586914  
E-mail : eepcsrob@vsnl.net

### Hyderabad

J. V. Raja Gopal Rao  
*Asst. Director*  
'Soham Mansion' (1st Floor)  
No. 5-4-187/3 & 4/4, M. G. Road  
Secunderabad 500 003  
Tel. : 91-40-27536704  
Telefax : 91-40-27536705  
E-mail : eepchyd@eth.net

### Jalandhar

Opinder Singh  
*Asst. Director*  
Plot Comm. 1, Focal Point, Jalandhar 144004  
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engcorp\_jld@dataone.in

## FOREIGN OFFICES

### Germany

Arvind Singh, *Resident Director*  
Indische Technische Handelsberatung  
Immermannstr. 59, D-40210 Duesseldorf  
Tel. : 49-211-1795327/1795417  
Fax : 49-211-3558063  
E-mail : eepc@eepc-europe.net

### Singapore

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

### South Africa

M. K. Sharma, *Resident Director*  
3/28, 158 Jan Smuts, 9 Walters Avenue  
Rosebank, Johannesburg-2196, South Africa  
Tel. : 27-11-8802973, Fax : 27-11-3274000  
E-mail : eepcindia@telkomsa.net

### U.S.A.

Rana Roy, *Resident Director*  
India Engineering Center  
1601 Feehanville Drive, Suite # 200  
Kensington Business Center  
Mount Prospect, IL, 60056, USA  
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