



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**.

INDEE - Cairo, 2006

EEPC is organising an Indian Engineering Exhibition (INDEE) in Cairo, Egypt from 23rd to 26th November, 2006. Members are requested to register their participation within **25th September, 2006**.

India Engineering Center (IEC) at Johannesburg

India Engineering Center (IEC), Johannesburg, South Africa is opening on 09.10.2006. IEC is aimed at providing warehousing, showcasing and distribution of products. Members willing to avail of this facility may contact Council's offices **immediately**.



Shri P. K. Dash, Joint Secretary, Ministry of Commerce & Industry, Government of India is being presented with a flower bouquet by Shri C. S. Shukla, Executive Director, EEPC in an **Export Awareness Seminar on FOCUS ASEAN + 2** on 15th September, 2006 at New Delhi.

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For information about INDEE, Cairo visit
www.eepcindee.com

For information about IEC, Chicago visit
www.indiaengineeringchicago.com

Chairman's Pen



My dear fellow exporters,

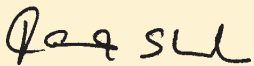
During a recent visit, Indian Prime Minister H.E. Dr. Manmohan Singh and his Brazilian counterpart H.E. Mr. Luiz Inacio Lula da Silva, President of the Federative Republic of Brazil, have resolved to create an enabling environment to deepen and diversify the growing commercial and economic interaction encompassing trade, investment and technology. They have also decided to undertake exchange of business delegations, increased participation in each others trade events and promotion of mutual investment and setting up of joint venture in a concerted manner.

The Government aims to increase the share of manufacturing sector in GDP from 17% to 25% and eventually to 33%. Dr. Ashwani Kumar, Minister of State for Industry, has stated that the manufacturing contributes about 53% of India's exports and receives more than two-thirds of the total foreign investments. It accounts for 11% of the workforce of about 45 million.

The Government has urged the exporting community to explore new markets for their products and make more foreign consumers get used to Indian goods and services. According to the DGFT, Shri K. T. Chacko, "the Central Government subsidy of Rs. 40,000 crores to the exporting community can not be increased as this would not be compliant with the WTO framework." The DGFT has also pointed out that in no case there will be a re-look at the cut in Duty Credit Entitlement to 5% under the Target Plus Scheme. Retrospectively, the Government has now fixed the duty credit entitlement for incremental growth in exports to 5% with a cap on 5% on 100% growth.

On the issue of DEPB bills verification by the customs, the DGFT has clarified that some new fields may be added to the customs software to smoothen the process of verification and authentication of the shipping bills.

Yours sincerely,


(RAKESH SHAH)



ENGINEERING EXPORT PROMOTION COUNCIL

Invites Participation in **INDEE - Cairo, 2006** (Indian Engineering Exhibition) during November 23 - 26, 2006 coinciding with **MACTECH '2006**

For the 2nd time, EEPC ventures into Egypt. The 1st exhibition was organised in the year 2000 and received very good response both from Indian as well as Egyptian sides.

The INDEE - Cairo, 2006 will be held at Hall No. 3 of Cairo Fair Ground.

MACTECH

- ◆ A leading International Exhibition for Machine Tools, Industrial Tools, Welding & Cutting Equipment in the Middle East and North Africa (MENA) region.
- ◆ Provides the right platform between manufacturing companies in Europe and USA, the far East and the importer countries in the MENA region.
- ◆ MACTECH '2006 is being organised for the sixth time by International Fairs Group with following concurrent exhibitions :
 - HANDLING EXPO – The Sixth International Exhibition for Material Handling and Storage Equipment.
 - AIRTECH – The Fifth International Exhibition for Compressed Air Technology and Accessories.

Some Important Facts

- ◆ Egyptian economy is showing sign of improvement since 2003 with GDP growth at 4.8% in 2005 and for 2006, the growth is projected at 5.0%;
- ◆ Foreign direct investment in Egypt has also grown significantly exceeding US\$ 1 billion in 2004 and share of foreign trade in GDP has crossed 50%;
- ◆ Total export from India has grown steadily since 2003-04 with a growth of 21% in 2004-05 over previous year. In the engineering sector, export growth is quite impressive – around 9% in 2004-05 and 52% in 2005-06 on Y-to-Y basis. Major sectors of growth are Iron & Steel, Machinery & Instrument, Manufactures of Metal, Transport Equipment etc.

- ◆ A very good relationship exists between India and Egypt both in economic and political spheres. India is a major investor in Egypt with many corporates having established their footprints.

Exhibits

All kinds of Machines e.g. Sheet Metal Working, Metal Forming, Wire and Tube Forming, Welding, Cutting Equipments, Milling, Machining Centre, Grinding and Polishing, Honing and Lapping, Die Casting, Furnishing etc.

- Hand Tools
- Power Tools
- Mould and Dies
- All Types of Compressors
- Pumps
- Measuring and Testing Equipment
- Transport Equipment and Accessories
- Material Handling Equipment and Accessories
- Storage Equipment
- Container and Packaging Equipment
- Communication Equipment
- Automotive Components
- Generator and Accessories
- Castings & Forgings
- Fasteners
- Electrical items.

Date and Time of Exhibition

Date : November 23 - 26, 2006
 Time : 10.00 Hrs. - 20.00 Hrs.

Venue of Exhibition : Hall No. 3, Cairo Fair Ground, Cairo

Display Booth : Only built up booth of minimum 9 sq. mtrs. will be available with following standard furniture :

1 Table, 2 Chairs, 1 Waste Paper Basket, 1 Ashtray, 3 Spot Lights, Fascia, one 10 Amp. Electrical Socket, Carpet Tile.
 Larger booth in multiple of 3 sq. mtrs. will be available for booking.

Participation Charge

One side open booth : Rs. 1,20,000/- for each 9 sq. mtrs. booth
 Two sides open booth : Rs. 1,30,000/- for each 9 sq. mtrs. booth
 For additional area an amount of Rs. 40,000/- will be charged for every block of 3 sq. mtrs.

Due to limited availability of 2 sides open booths, allocation will be done on first-come-first-served basis subject to receiving full payment.

Payment : Full payment should be made along with **Application Form**, duly filled in, **latest by September 25, 2006**. The payment should be made by way of **Demand Draft** in favour of **“Engineering Export Promotion Council” payable at Kolkata**.

Reservation requests will be considered only on receipt of Full Payment.

Acceptance of application and allocation of stall will be at the sole discretion of the Council.

Cancellation : No request for cancellation shall be entertained. Any request for cancellation shall result in forfeiture of the amount paid on this account.

Shipment of Exhibits : In order to facilitate shipment of exhibits, Council will appoint a Shipping Agent. Shipping Manual will be forwarded to the confirmed participants.

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

Hotel Accommodation : International Fairs Group, the organiser of Mactech, has offered the following package for booking Hotel accommodation through them :

<i>Hotel Name</i>	<i>Single Room</i>	<i>Double Room</i>
Intercontintal Heliopolis 5*	165, - US\$	190, - US\$
Sheraton Heliopolis 5*	105, - US\$	125, - US\$
Sonesta Nasr City 5*	80, - US\$	90, - US\$
Baron Heliopolis 4*	65, - US\$	75, - US\$

N.B. : All above rates are per room per night on bed and buffet breakfast basis.

Inclusive of all service charge taxes and sales tax.

Including arrival and departure transfer from Hotel to Airport.

Including Shuttle Bus <Hotel/Exhibition/Hotel>

Including half day pyramids with English Guide + Lunch.

- Payment should be transferred to the travel department 2 weeks before The Exhibitions.

For further details, contact :

International Fairs Group
 10 Fok El Motawaset
 Osman Towers
 Maadi, Cairo, Egypt
 Tel. : + 20 2 524 7996/526 4499
 Fax : + 20 2 526 4499
 E-mail : ifg@access.com.eg

Note : It is expressly clarified that the offer is from the International Fairs Group and EEPC is in no way involved in the process.

MDA Grant : All eligible participants will be entitled to MDA grant under Focus Africa Programme of Ministry of Commerce, Government of India as per the MDA Guideline effective from April 01, 2006.

Assistance would be permissible on travel expenses by Air in Economy Excursion Class fare and/or charges of built up furnished stall subject to an upper ceiling of Rs. 1,50,000/- (Rupees One lakh fifty thousand) only.

Further, eligibility for MDA grant is subject to exporting companies having FOB value of exports up to Rs. 15 crores in the preceding year, having complete 12 months membership with EEPC with regular filing of returns and fulfilling other conditions, details of which can be obtained from respective Regional Offices of EEPC.

Submission of Application : Interested firms may please send their Application (as per enclosed format) duly filled in and signed, along with payment **latest by September 25, 2006** to :

Shri R. Maitra
Addl. Executive Director & Secretary
Engineering Export Promotion Council
 Vanijya Bhawan (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
 cairo@eepcindee.com
 Website : www.eepcindee.com

Application Form

INDEE - Cairo, 2006
(23 - 26 November, 2006)

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Name & Designation of the Chief Executive	:			
Name & Designation of the Participant	:			
Status	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	<input type="checkbox"/> Export House
Booth Requirement	:	<input type="checkbox"/> One side open	<input type="checkbox"/> Two sides open	
Area (Minimum Booth area : 9 sq. mtrs.)	:	Area :		
Total Annual Export (in Million US\$)	:	<u>2003-2004</u>	<u>2004-2005</u>	<u>2005-2006</u>
Total Export to Egypt and African countries (in Million US\$)	:	<u>2003-2004</u>	<u>2004-2005</u>	<u>2005-2006</u>
Foreign Collaboration, if any	:			
Products Manufactured/Exported	:			
Countries of Export	:			
Accreditation to International Standards (like ISO, QS, etc.)	:			
Nature of Display	:	<u>Display of Samples</u>	<input type="checkbox"/>	
		<u>Display of Posters</u>	<input type="checkbox"/>	

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

Please send us this Form duly completed and signed along with your participation fees by Demand Draft and 2 (two) copies of passport size colour photographs of the Participant.

Signature :

Date : Office Seal :

INDIA ENGINEERING CENTER (IEC) at Johannesburg, South Africa

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

Keeping in view the business scenario, Council is launching an “**India Engineering Center**” (IEC) – a multi-purpose outlet of Indian engineering exporters under MAI Scheme of the Ministry of Commerce, Government of India on **9th October, 2006**. 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 **latest by 25th September, 2006**.

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)	<input type="radio"/> 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 Report on Automobile Parts Industry in USA

Country Profile

- Full Country Name : United States of America
- Population : 298 million (February 2006 est.)
- Capital City : Washington, District of Columbia
- Ethnic Groups : White 81.1%, Black 12.9%, Asian 4.2%
- Currency : Dollar : 1 US Dollar or 100 cents.
- Government : Constitution-based Federal Republic
- Climate : Mostly temperate, but semi-arid in the great plains west of the Mississippi River.

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 US 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 US farm fuel and fertilizer costs in 2006.

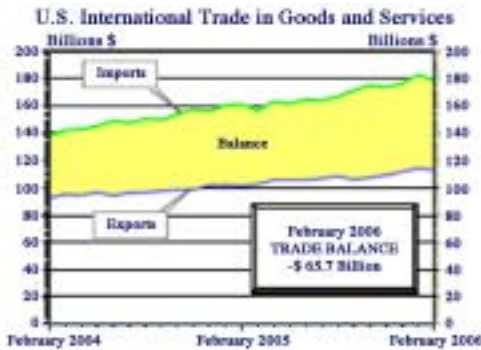
As the US economy expanded at a healthy 3.5 per cent pace in 2005, US agricultural imports more than kept pace. Total import value for fiscal year 2006 is projected at US\$ 63.5 billion, up US\$ 2 billion from US\$ 61.5 billion in the November 2005 forecast. The dollar's exchange rate has recovered closer 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 affect 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.



Introduction to Local Markets

The US auto parts industry is reeling from the effects of higher steel costs as a result of higher import tariffs imposed by the Bush administration. A bipartisan House of Representatives has introduced House Concurrent Resolution 23 that urges President Bush to request that the International Trade Commission (ITC) include an analysis of the impact of the Section 201 steel tariffs on steel consumers in the United States in its midterm review of the safeguard programme.

According to Christopher M. Bates, President and CEO of the Motor & Equipment Manufacturers Association (MEMA), the steel 201 programme hit the automotive products industry at a very bad time. Automotive suppliers said that the Bush administration’s protective tariffs on foreign steel have driven up their costs, forcing them to cut jobs and consider importing steel and other materials. The companies, who are some of the largest purchasers of US steel, said they may import more steel from countries that are exempt from the tariffs, such as Brazil, Argentina and Turkey. They may also import parts that use steel, they said.

General Motors announced that by 2008, it will source US\$ 1 billion worth of auto parts from India each year. This is more than eight times the US\$ 120 million the company currently spends on parts manufactured in that country. According to P. Balendran, Vice President of General Motors, India auto parts in India cost 25 per cent to 30 per cent less than in North America or Europe. They are also around 15 per cent cheaper than South Korea and Mexico, but the quality is on a par. GM now buys parts from about 110 Indian suppliers.

The automotive aftermarket industry is made up of replacement parts, specialty products (accessories, performance and racing products), equipment, and services. Due to a well-established and mature automotive parts and accessories industry in India, excellent opportunities exist for Indian automotive suppliers in America in these areas. Companies with products and services that are innovative and price competitive have the greatest potential in the market. Indian suppliers have performed well in the accessories and equipment markets, but have been less successful in the hard parts, replacement parts and services areas.

The performance, racing, and accessories segments have shown the greatest growth in the American automotive aftermarket sector and are forecast to remain strong in the future. Products for the compact performance car market show the strongest growth in the USA. There is a strong trend toward greater cooperation between the automotive aftermarket industry and the original equipment manufacturers (OEMs) to incorporate more aftermarket products into their original equipment products.

Americans love their cars. There are over 200 million passenger cars and trucks in operation in the USA and Canada, with more than 20 million vehicles in California alone. There are nearly 200 million licensed drivers in North America and the average age for the cars and trucks in use is about 8.5 years. The North American automotive aftermarket consists of more than 2500 suppliers. It is the largest in the world, generating revenue of US\$ 270 billion per year. It is comprised of four major segments :

1. replacement parts
2. services and maintenance
3. equipment
4. specialty equipment (racing and performance accessories)

Movements to shorten and simplify the distribution chain are opening up more opportunities for e-commerce, direct sales, and importation by distributors. Additionally OEMs are getting out of the parts manufacturing business and are tasking tier one and tier two companies to provide sub-assemblies and modules. This opens the market for supply to the OEM of subsequent replacement parts through the USA tier one, tier two and even tier three supplier chains.

Industry standards : There are a number of industry standards required by automotive aftermarket companies depending on the specific product and its purpose. These can include standards from :

- The American National Standards Institute (ANSI)
- Society of Automotive Engineers (SAE)
- Underwriters Laboratories (UL)
- Department of Transportation (DOT)
- Environmental Protection Agency (EPA)
- Federal Communications Commission (FCC)
- The Consumer Product Safety Commission (CPSC)
- Occupational Safety and Health Administration (OSHA)

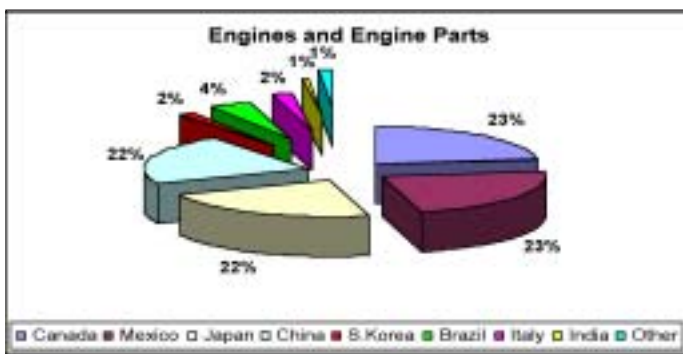
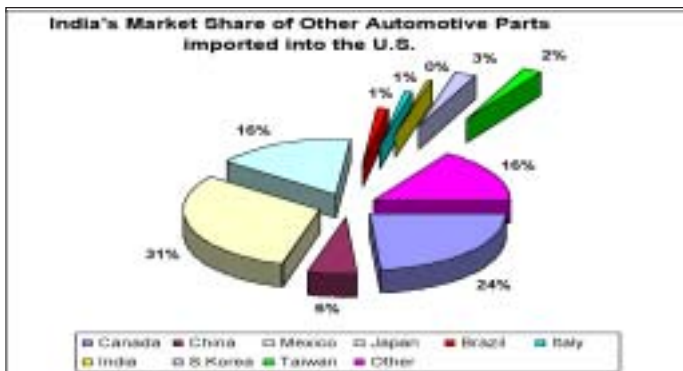
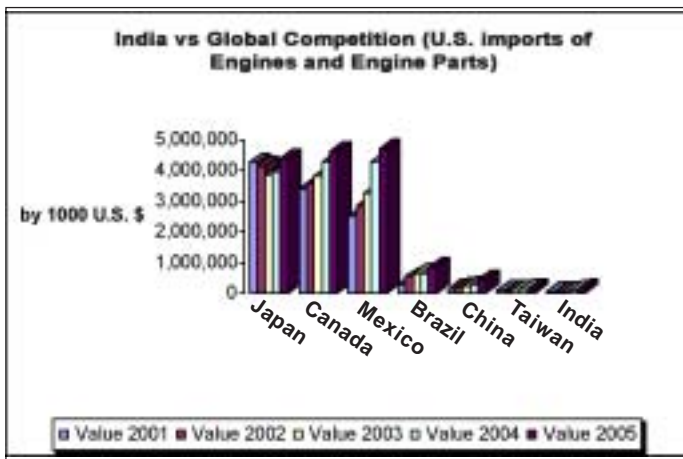
Local Manufacturers

According to a study, sourcing in the auto component industry will generate US\$ 700 billions to low cost countries by 2015. Additionally, auto component sourcing from low cost countries may increase from the present level of US\$ 65 billion to about US\$ 375 billion in the same year. India, who already supplies components to leading automobile companies in the world, could be a major beneficiary of increased sourcing, as it could scale up its component outsourcing business. At present, India is on its way as the global hub for international auto majors for exporting Completely Built Units (CBUs), as well as for outsourcing components. India is the manufacturing hub for particular car models of Hyundai, Ford, Skoda, Suzuki and Mahindra. The country is also the component destination for Toyota, GM, and Daimler Chrysler. In addition, India is also the 125 cc motorcycle centre for Mitsubishi and Yamaha.



BMW is considering building a manufacturing site in India and may finalize plans of entering the Indian market this year. According to Helmut Panke, BMW chairman of the management board, India offered good prospects for the company and BMW was holding concrete talks on different options. Just last February 2004, Panke said that it could be years before BMW moved production to India. However, Panke's recent comments reveal that BMW is speeding up production plans in India. The car giant may form a partnership with a local company as it did in Russia, China and Thailand.

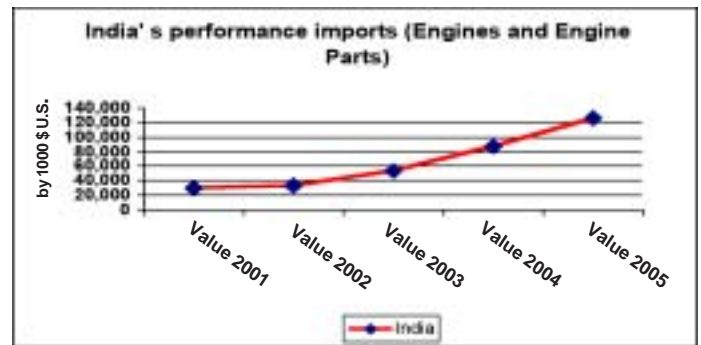
Global Imports



Imports From India

Many other auto companies, such as Ford Motor Co., Daimler Chrysler AG, Volvo AB, Volkswagen AB, and Mitsubishi Motors Corp., also buy parts from low-cost countries. It is predicted that exports of auto parts from India will grow to US\$ 2.7 billion by 2010 from more than US\$ 1 billion currently. This partly explains the troubles being suffered by US auto parts giants Delphi Corp. and Visteon Corp. Both companies have been hurt by production cuts at GM and Ford.

Toyota Motor Co. (TM) which makes Land Cruiser, Prado, Innova and Camry in India has just started exporting 150,000 transmissions to other Toyota plants in Southeast Asia. US auto giant General Motors said last week it expects to source US\$ 1 billion worth of auto parts a year from India by 2008, compared with US\$ 120 million this year. Domestic car sales have soared by 25% in the past year, to more than 1 million vehicles. Tata and Mahindra are exporting, while Hyundai Motor Co. is using India as a manufacturing and export base for its compacts to Europe. Indian forging and castings companies such as Bharat Forge Ltd. are exporting 40% of production to clients like DaimlerChrysler and Cummins Engine Co. Some Indian parts makers are seeing sales growth of as much as 30% a year, and India's exports are expected to reach US\$ 2.7 billion by 2010 from US\$ 1 billion today.



In fact, Delphi said it is trying to hammer out a restructuring arrangement with General Motors and the United Auto Workers in an attempt to stave off bankruptcy. Delphi and Visteon also blamed their financial woes on high labour costs put in place before the companies were spun off from their former parents GM and Ford. It is reported that Delphi is shelling out a total of US\$ 130,000 per hourly worker in annual wages and benefits. In the second quarter, Delphi spent more than US\$ 100 million to pay hourly workers who were idle but still entitled to some compensation.

"We can no longer wait to address this issue," said Delphi's acting chief financial officer John Sheehan. "Our business outside of the US is going very well, and non-GM business is growing. This high US legacy cost structure is overtaking the good side of our company." Low production cost is major advantage of India. Automobile parts made in India can cost as much as 30% less than equivalent ones made in the US and Europe and are about 15% cheaper than those from South Korea and Mexico, according to General Motors.

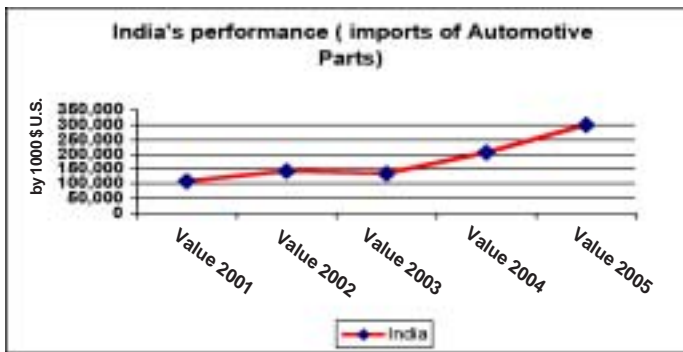


Indian automotive aftermarket manufacturers can take advantage of the multitude of niche opportunities that exist in the lucrative American automotive aftermarket if they have :

1. An innovative product
2. Competitive pricing
3. Aggressive marketing
4. Adequate production capabilities

Indian automotive aftermarket companies can also leverage their ability in producing 'short-runs' – production runs of a limited number of a product which might be considered unprofitable to a larger, less-efficient China firm.

Continued consolidation and increasing global competition are forecast for the automotive parts industry. For smaller second and third tier suppliers, the key is likely to be establishing strong relationships with primary suppliers.



Market Entry Strategies

Typically your market entry strategy will require a solid business and marketing plan which includes a local presence plus warehousing, etc. It is advisable to visit the market prior to finalizing your plan. There are a variety of potential market entry strategies that can vary according to the product and service, incorporating such elements as :

- Regulatory
- Pricing
- Competition
- Positioning
- Strengths, weaknesses, opportunities, threats (SWOT)
- Promotion
- After-sales-service

Many automotive companies have developed websites for marketing their products online B2C and B2B. Additionally e-hubs or sourcing portals are being developed whereby entire groupings of automotive aftermarket companies can be found competing for medium to large orders.

Distribution Channels

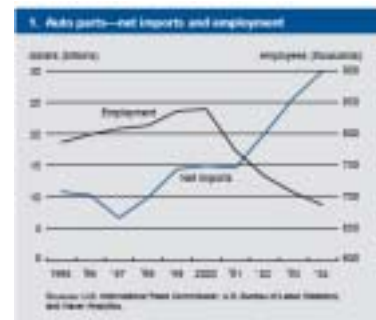
The distribution channels in the North American automotive aftermarket industry can vary according to product and segment. These channels can include :

- Utilizing the services of a manufacturer's agent or representative
- A local distributor

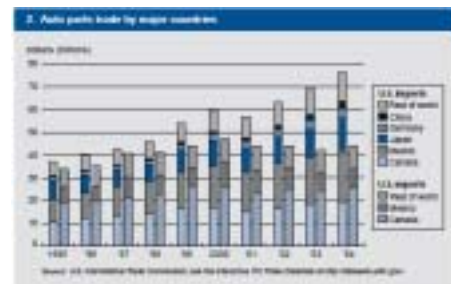
- Direct sales
- Joint venture
- Manufacturing under licence
- Franchising
- Online sales

Major Competitors

While US auto parts suppliers employ over three times as many people as the vehicle assembly sector, auto parts employment continues to trend downward as import levels continue to swell.

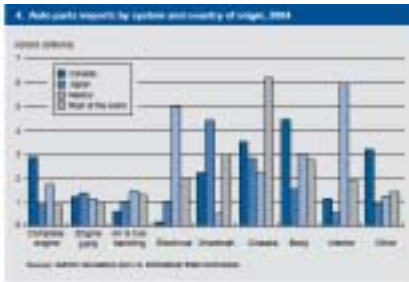


The market share of the Big Three US vehicle producers has fallen steadily from 73% in 1996 to under 52.2% in October of 2005. With continued strong growth in parts imports, US parts makers are facing calls by automakers to accelerate and pass on cost savings in parts production. The US imported US\$ 77 billion of motor vehicle parts in 2004. In 2002, these imports accounted for 27% of all shipments of vehicle components in the US. The nominal value of imported motor vehicle parts more than doubled during the past decade, from US\$ 37 billion in 1995 to US\$ 77 billion in 2004.



Imports exceeded US\$ 40 billion in 1997, US\$ 50 billion in 1999, and US\$ 60 billion in 2002. Exports increased from US\$ 34 billion in 1995 to a historical peak of US\$ 47 billion in 2000. Through most of the 1990s, exports of motor vehicle parts were roughly equivalent to imports. Both imports and exports of parts declined by US\$ 3 billion in 2001.

While some auto parts imports are price-sensitive generic parts, a large share of imports to US final assembly plants is made up of engines and transmissions produced by high skilled workers in developed countries like Canada and Japan. Engine-related components are most heavily represented in imports, by a wide margin. This category accounted for US\$ 23 billion of the US\$ 77 billion in imports in 2004.



Among the engine-related subsystems, two components at opposite ends of the skills spectrum together accounted for more than one-half of these imports (and one-sixth of all auto parts imports). At the highly skilled end, the single highest-value category was complete engines. Vehicles assembled in the United States contained US\$ 6 billion worth of imported engines in 2004, an increase from US\$ 2 billion a decade earlier. Imports from Canada were responsible for nearly half of the increase in the decade, and imports from Mexico, Japan, and Germany for most of the other half. US assembly plants installed about 500,000 engines manufactured in Canada and 250,000 from each of the following countries : Mexico, Japan, and Germany.

At the least-skilled end was electrical wiring; 80% of wiring imports originate in Mexico, which emerged as the leading producer of wiring harnesses in the 1970s. Relatively labour-intensive and easy to ship, wiring was the first major component to be imported in large numbers. Imports in chassis, at US\$ 15 billion the largest of the remaining systems, have made the greatest percentage gains since 1990.

The chassis has become the principal “battleground” system between domestic and imported sources. Engineering advances have transformed chassis modules from high-cost production items requiring skilled labour to low-cost “generic” items highly sensitive to labour cost savings. Among major chassis components, brakes and tyres had the highest levels of imports, US\$ 4 billion each in 2004. Steering, suspension, and wheels each contributed about US\$ 2 billion to the import total. Between 1995 and 2004, the level of imports quadrupled for wheels, tripled for steering and suspension components, and doubled for brakes and tyres.

Canada, Japan, and Mexico were the countries of origin for 72% of the parts imported into the United States in 2004, totaling US\$ 22 billion from Mexico, US\$ 19 billion from Canada, and US\$ 14 billion from Japan. The same three countries had accounted for 78% of total imports just a decade earlier. Mexico passed Canada as the leading source of imports for the first time in 1999. Canada, Japan, and Mexico have all been major exporters of engine components to the United States, but differ in the other systems they export. Canada has been the leading source of body and chassis components, as well as of assembled engines. Body and chassis components are bulky metal structures that have traditionally been built close to final assembly plants.

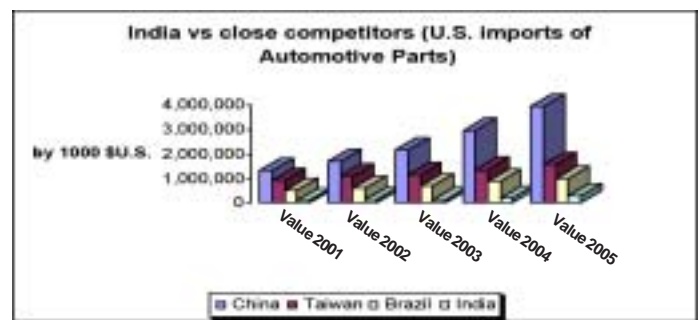
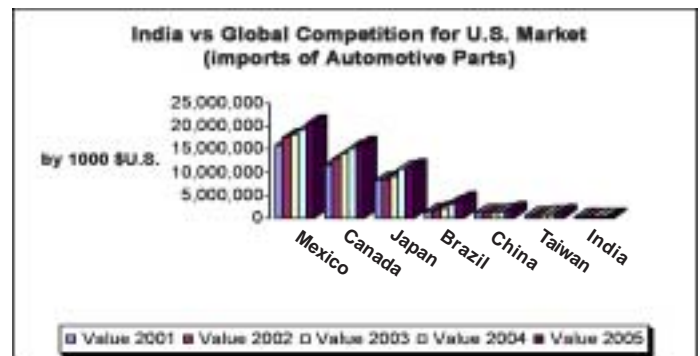
Japan has been the leading exporter of drive train components and a close second to Canada in chassis components. On the one hand, China’s role barely registered in the statistical tables : Only 5% of all US auto parts imports (2% of the total US market) in 2004 came from China. So China’s impressive annual growth rate of 58%

between 1995 and 2004 started from a very low base. Still, by June 2005 China had moved past Germany to become the fourth largest source of auto parts imports for the US.

From China, the rapid increase was overwhelmingly in aftermarket parts (sold to retailers not manufacturers) rather than original equipment. For example, 29% of all imports from China during the first half of 2005 were to after market. China passed Canada as the leading source of wheels in 2002 and has expanded its share of the market since then. Producers of aftermarket parts face more pressure to minimize price than to maximize quality. There is a universal expectation that China will play a major role in all facets of the world’s motor vehicle industry, including original equipment parts production. In 2004, GM imported 124,000 2.4-liter V-6 engines from Shanghai to the United States for its Equinox sport utility vehicles. In 2005, Toyota imported 25,000 2.4-liter engines to Japan from a joint venture with Guangzhou Automobile Group called Guangqi Toyota Engine Co.

GM recently announced that it expects to increase its original equipment parts purchases from China twenty fold in six years, from US\$ 200 million in 2003 to US\$ 4 billion in 2009, while spending around US\$ 5 billion on sourcing for its China production. A number of US original equipment parts supplier companies have also begun setting up shop in China.

Auto parts production is highly integrated across North America : In 2004, 55% of US auto parts imports came from Mexico and Canada and over three-quarters of US auto parts exports were headed for these two countries. But cost pressures are reshaping the global footprint of auto parts sourcing. Since 2001, US auto parts exports have been flat, whereas imports have continued to grow at a fast clip.





Trade Shows & Events

Sema Show

Las Vegas, USA

Website : www.semashow.com

AAPEX-Automotive Aftermarket Products Expo

Las Vegas, USA

Website : www.aapexshow.com

Alabama International Auto Show

Birmingham, USA

Website : www.carsbirmingham.com

Automotive Dynamics and Stability Conference & Exhibition

Detroit, USA

Website : www.sae.org/calendar/ads/index.htm

Car Care World Expo

Las, USA

Website : www.carcarecentral.com

Chicago Auto Show

Chicago, USA

Website : www.chicagoautoshow.com

Chicago RV, Camping & Van Show

Rosemont, USA

Website : www.chicagorvshow.com

Dallas Auto Show

Dallas, USA

Website : www.dallasautoshow.org

Sema International Autosalon

Fort Washington, USA

Website : www.semaautosalon.com

Jacksonville International Car & Truck Show

Jacksonville, USA

Website : www.jaxautoshow.com

Motor Trend International Auto Show

Las Vegas, USA

Website : www.motortrendautoshow.com/lasvegas/index.html

North American International Auto Show

Detroit, USA

Website : www.naias.com

North American Truck Show

Boston, USA

Website : www.naexpo.com/truckshow/index.html

Northeast Wisconsin Truck Expo

Green Bay, USA

Website : www.pmiwi.com/shows/truckshow.php

New York International Auto Show

New York, USA

Website : www.autoshowny.com

Philadelphia Auto Show

Philadelphia, USA

Website : www.phillyautoshow.com

Pittsburgh International Auto Show

Pittsburgh, USA

Website : www.pittsburghauto.org/PATA/main.cfm?section=auto

SAE - International Congress and Exhibition for Automotive Industry

Detroit, USA

Website : www.sae.org/congress

San Antonio Auto & Truck Show

San Antonio, USA

Website : www.sautodealers.com

Seattle Auto Show

Seattle, USA

Website : www.seattleautoshow.com

South Florida International Auto Show

Miami, USA

Website : www.sfliautoshow.com/index.html

Spokane International Auto Show

Spokane, USA

Website : www.spokaneautoshow.com

Tacoma RV Show

Tacoma, USA

Website : www.oloughlintradeshows.com

The Great American Trucking Show

Dallas, USA

Website : www.gatsonline.com

The Greater Lehigh Valley Auto Show, USA

Website : www.lehighvalleyautoshow.com

The Greater Milwaukee Auto Show

Milwaukee, USA

Website : www.motortrendautoshow.com

The Northeast Auto Show

Providence, USA

Website : www.motortrendautoshow.com

The Work Truck Show

Indianapolis, USA

Website : www.ntea.com/im/wts_default.asp

Tri - State International Auto Show

Suffern, USA

Website : www.rocklandexpo.com

Truck Camper Show & Rally

Ogallala, USA

Website : www.truckcampershow.com

Truck Show Las Vegas

Las Vegas, USA

Website : www.truckshow.com

Utah International Auto Expo

Sandy, USA

Website : www.motortrendautoshow.com

Valley RV & Camping Show

South Bend, USA

Website : www.rvshows.org

Virginia Motor Trend International Auto Show

Richmond, USA

Website : www.motortrendautoshow.com

Washington Auto Show

Washington, USA

Website : www.washingtonautoshow.com

West Palm Beach Spring RV Show

West Palm Beach, USA

Website : www.frvta.org

West Virginia International Auto Show

Charleston, USA

Website : www.motortrendautoshow.com



Importers

DINLI

Dallas, TX, 75229
Tel. : 972-986-1889
Fax : 972-986-1669

Automotive Imp Mfg
Rancho Cordova, CA, 95742
Tel. : 916-985-8505
Fax : 916-985-0366

Valeo Auto Wipers
Auburn Hills, MI, 48326
Tel. : 248-340-3000
Fax : 248-340-3106

Teksid
Sylacauga, AL, 35150
Tel. : 256-401-2600
Fax : 256-401-2601

Ace Alloy Wheel
Chino, CA, 91710
Tel. : 909-628-6680
Fax : 909-628-6687

BEHR
Fort Worth, TX, 76106
Tel. : 817-624-7267
Fax : 817-625-4427

Carolinas Auto Supply House
Charlotte, NC, 28206
Tel. : 704-334-4646
Fax : 704-334-4194

Collision Auto Parts Supply
San Antonio, TX, 78237-3221
Tel. : 210-534-4899
Fax : 210-534-5695

Parts Fit Ind
Addison, IL, 60101
Tel. : 630-458-1060
Fax : 630-458-1066

Universal Auto Body Supply
Chicago, IL, 60650
Tel. : 773-921-4444
Fax : 773-921-3217

National Autobody Parts
Grand Prairie, TX, 75051
Tel. : 972-642-9584
Fax : 972-642-9585

Top Speed Auto Accessories
Addison, TX, 75001-4351
Tel. : 972-233-0888
Fax : 972-233-0800

Usui Intl
Monroe, OH, 45050
Tel. : 513-539-4591
Fax : 513-539-4596

TRW
Cleveland, OH, 44124-3719
Tel. : 216-291-7000
Fax : 216-291-7345

Supreme Wire Wheels
Rancho Cucamonga, CA, 91730
Tel. : 909-948-9899
Fax : 909-948-9090

Airtex Products
Fairfield, IL, 62837
Tel. : 618-842-2111
Fax : 618-842-4069

American Technology
Elkhart, IN, 46514-8233
Tel. : 574-262-1258
Fax : 574-264-9138

Autoliv North America
Indianapolis, IN, 46278-1321
Tel. : 317-875-7579
Fax : 317-875-8171

Automotive Supplies
Fontana, CA, 92334-0518
Tel. : 909-428-9072
Fax : 909-428-2035

Celina Aluminum Precision Tech
Celina, OH, 45822-9395
Tel. : 419-586-2278
Fax : 419-586-6474

Dana Corp
Indianapolis, IN, 46268
Tel. : 317-871-7450
Fax : 317-871-7460

Dura Automotive
Milan, TN, 38358-3175
Tel. : 731-686-8900
Fax : 731-686-3200

Eaton Corp
Athens, GA, 30601-3500
Tel. : 706-543-5250
Fax : 706-583-4700

Faurecia Exhaust Systems
Indianapolis, IN, 46530
Tel. : 574-277-6984
Fax : 574-277-7059

GKN Automotive Components
Mebane, NC, 27302
Tel. : 919-563-7000
Fax : 919-304-7215

Lears
Grand Rapids, MI, 49504
Tel. : 616-252-3777
Fax : 616-246-3780

Neaton Auto Products Mfg
Rome, GA, 30165
Tel. : 706-368-9901
Fax : 706-368-9790

Smittybilt Automotive Group
Corona, CA, 92879-2095
Tel. : 951-272-3176
Fax : 951-736-8027

Midland Automotive Products
Midland City, AL, 36350
Tel. : 334-983-1212
Fax : 334-983-4789

Benteler Automotive
Fort Wayne, IN, 46808
Tel. : 260-432-5569
Fax : 260-432-6556

Anchor Intl. Trading
Geneva, IL, 60134
Tel. : 630-262-5570
Fax : 630-262-5574

Astro Automotive
Franklin, MA, 2038
Tel. : 508-528-2252
Fax : 508-528-6650

Unitex Trading
Webster, TX, 77598
Tel. : 713-641-5360
Fax : 713-649-8517

UNI NTF
Arlington Heights, IL, 60005
Tel. : 847-364-6226
Fax : 847-364-6456

Eubanks Auto Electric
DeKalb, TX, 75559
Tel. : 903-667-2081
Fax : 903-667-3935



Motor Car Parts & Accessories
Torrance, CA, 90503
Tel. : 310-212-7910
Fax : 310-212-7581

Ogara Hess & Eisenhardt
Fairfield, OH, 45014
Tel. : 513-881-9800
Fax : 513-874-2558

Motorex
Gardena, CA, 90248-2128
Tel. : 310-523-2233
Fax : 310-523-2235

Prestige Wheel Accessories
Huntington Beach
CA, 92647
Tel. : 714-841-6333
Fax : 714-841-6413

Autopage
Torrance, CA, 90501
Tel. : 310-618-2002
Fax : 310-533-0258

ABC Parts Intl
Mineola, NY, 11501-3016
Tel. : 516-248-4900
Fax : 516-248-5079

Keystone Automotive Ind
Phoenix, AZ, 85009
Tel. : 602-272-5911
Fax : 602-272-5117

Poy Auto Parts Supply
Garfield, NJ, 7026
Tel. : 973-772-4206
Fax : 973-772-0515

Bumper Warehouse
Saint Paul, MN, 55104
Tel. : 651-644-3456
Fax : 651-644-0775

Partschannel
Tonawanda, NY, 14150
Tel. : 716-873-9700
Fax : 716-873-1172

USA Wholesale Connection
Compton, CA, 90220-4804
Tel. : 310-631-3108
Fax : 310-631-0361

Dubois Marketing
Allendale, MI, 49401-8834
Tel. : 616-895-6650
Fax : 616-895-6652

Viam Mfg.
Santa Fe Springs
CA, 90670-6101
Tel. : 562-695-0651
Fax : 562-695-1043

AC Autotechnic Advance Concepts
Azusa, CA, 91702
Tel. : 626-812-8388
Fax : 626-812-8367

American Ind Mfg Service
Murrieta, CA, 92562
Tel. : 951-698-3379
Fax : 951-698-1379

Arvin Meritor
Franklin, IN, 46131
Tel. : 317-736-7111
Fax : 317-346-2999

Automart Intl
Hillside, IL, 60162-2001
Tel. : 708-449-7278
Fax : 708-449-7378

Bos Automotive Products
Morristown, TN, 37814
Tel. : 423-585-0123
Fax : 423-585-0199

Cooper Standard Automotive
Novi, MI, 48376-8034
Tel. : 248-596-5900
Fax : 248-596-6515

Delphi Packard
El Paso, TX, 79906
Tel. : 915-783-4200
Fax : 915-783-4279

Eakas Corp
Peru, IL, 61354
Tel. : 815-223-8811
Fax : 815-223-8898

Engineered Sintered Components
Troutman, NC, 28166-9655
Tel. : 704-528-0074
Fax : 704-528-7529

Federal Mogul
Chicago, IL, 60638-1442
Tel. : 708-563-0202
Fax : 708-563-0328

Imported Auto Parts
Avenel, NJ, 07001-2295
Tel. : 732-815-0100
Fax : 732-815-0440

Manley Performance Products
Lakewood
NJ, 08701-4531
Tel. : 732-905-3366
Fax : 732-905-3010

NTN Driveshaft
Columbus, IN, 47201
Tel. : 812-342-7000
Fax : 812-342-1155

Tenneco Automotive
Ligonier, IN, 46767-2421
Tel. : 260-894-9400
Fax : 260-894-9494

D A Intl
Galion, OH, 44833
Tel. : 419-462-1700
Fax : 419-462-1688

Berkeley Forge Tool
Berkeley, CA, 94710
Tel. : 510-526-5034
Fax : 510-525-9014

American Intl Line
Bensenville, IL
60106-1123
Tel. : 630-860-9396
Fax : 630-860-9398

Intercontinental Auto Parts
Mahwah, NJ, 7430
Tel. : 201-529-1988
Fax : 201-529-0069

Pacific Valves
Long Beach, CA, 90807
Tel. : 562-426-2531
Fax : 562-595-9717

James King & Co
Sherwood, OR, 97140-8338
Tel. : 503-925-0408
Fax : 503-925-8708



Customs Tariff of the United States (2006)

Tariffs can vary according to product and service from zero to 50 per cent or more. All packaging and labeling must conform to all USA standards and there are Customs requirements for all imported goods. Binding rulings can be obtained by contacting the Binding Ruling Clerk, US Customs. For more information contact www.usitc.gov/tata/hts/bychapter/index.htm

Heading	Article Description	Rates of Duty	
		1	2
		General	Special
8708	Parts and accessories of the motor vehicles of headings 8701 to 8705:		
8708.10	Bumpers and parts thereof :		
8708.10.30	Bumpers	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Stampings		25%
	Other		
8708.10.60	Parts of bumpers	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Stampings		
	Other		
	Other parts and accessories of bodies (including cabs) :		
8708.21.00	Safety seat belts	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.29	Other :		
8708.29.10	Inflators and modules for airbags	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.29.15	Door assemblies	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Body stampings :		
8708.29.21	For tractors suitable for agricultural use	Free	Free
8708.29.25	Other	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.29.50	Other	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Stampings		
	Truck caps		
	Other		
	Brakes and servo-brakes and parts thereof :		
8708.31	Mounted brake linings :		
8708.31.10	For tractors suitable for agricultural use	Free	Free
8708.31.50	For other vehicles	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)



Heading	Article Description	Rates of Duty	
		1	2
		General	Special
8708.39	Other :		
8708.39.10	For tractors suitable for agricultural use	Free	Free
8708.39.50	For other vehicles	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Brake drums		
	Brake rotors (discs)		
	Other		
8708.40	Gear boxes :		
8708.40.10	For the vehicles of subheading 8701.20 or heading 8702 or 8704	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.40.20	For the vehicles of heading 8703	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.40.30	For tractors suitable for agricultural use	Free	Free
8708.40.50	For other vehicles	2.5%	Free (A*, AU, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.50	Drive axles with differential, whether or not provided with other transmission components :		
	For tractors (except road tractors) :		
8708.50.10	For tractors suitable for agricultural use	Free	Free
8708.50.30	For other tractors	Free	27.5%
8708.50.50	For vehicles of heading 8703	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.50.80	For other vehicles	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.60	Non-driving axles and parts thereof :		
	For tractors (except road tractors) :		
8708.60.10	For tractors suitable for agricultural use	Free	Free
8708.60.30	For other tractors	Free	27.5%
8708.60.50	For vehicles of heading 8703	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.60.80	For other vehicles	2.5%	Free (A*, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Spindles		
	Other		
8708.70	Road wheels and parts and accessories thereof :		
	For tractors (except road tractors) :		
	For tractors suitable for agricultural use :		
8708.70.05	Road wheels	Free	Free
8708.70.15	Parts and accessories	Free	Free
	For other tractors :		
8708.70.25	Road wheels	Free	27.5%
8708.70.35	Parts and accessories	Free	27.5%
	For other vehicles :		
8708.70.45	Road wheels	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, SG)



Heading	Article Description	Rates of Duty	
		1	2
		General	Special
	For vehicles of subheading 8701.20 or heading 8702, 8704 or 8705		
	Other :		
	Of aluminium		
	Other		
8708.70.60	Parts and accessories	2.5%	Free (A*, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Wheel rims for vehicles of subheading 8701.20 or heading 8702, 8703, 8704, or 8705		
	Wheel covers and hubcaps for vehicles of subheading 8701.20 or heading 8702, 8703, 8704 or 8705		
	Other		
8708.80	Suspension shock absorbers :		
	For tractors suitable for agricultural use :		
8708.80.15	McPherson struts	Free	Free
8708.80.25	Other	Free	Free
	For other vehicles :		
8708.80.30	McPherson struts	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.80.45	Other	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
	Other parts and accessories :		
8708.91	Radiators :		
8708.91.10	For tractors suitable for agricultural use	Free	Free
8708.91.50	For other vehicles	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.92	Mufflers and exhaust pipes :		
8708.92.10	For tractors suitable for agricultural use	Free	Free
8708.92.50	For other vehicles	2.5%	Free (A+, AU, B, CA, CL, D, E, IL, J, JO, MX, P, SG) 2.2% (MA)
8708.93	Clutches and parts thereof :		
	For tractors suitable for agricultural use :		
8708.93.15	Clutches	Free	Free
8708.93.30	Other	Free	Free
	For other vehicles :		
8708.93.60	Clutches	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.93.75	Other	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, P, SG)
8708.94	Steering wheels, steering columns and steering boxes :		
8708.94.10	For tractors suitable for agricultural use	Free	Free
8708.94.50	For other vehicles	2.5%	Free (A, AU, B, CA, CL, E, IL, J, JO, MA, MX, SG)



General Contacts

Indian Embassy in USA
2107 Massachusetts Avenue, NW
Washington, DC 20008
Tel. : (202) 939-7000
Fax : (202) 265-4351
Website : www.indianembassy.org

Consulate general of India
3 East, 64th Street
New York, NY 10021
Tel. : 212-774-0600
Fax : 212-861-3788
Website : www.indiacgny.org

Consulate General of India
540 Arguello Boulevard
San Francisco, CA 94118
Tel. : (415) 668 0662
Fax : (415) 668 2073
Website : www.cgisf.org

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

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

U.S. Embassy
Shantipath, Chanakyapuri
New Delhi – 110021
Tel. : 011-2419-8000
Fax : +91-11-2419-0017
Website : www.newdelhi.usembassy.gov

Consulate General of US
5/1, Ho Chi Minh Sarani
Calcutta – 700071
Tel. : 033-2282-3611
Website : www.calcutta.usconsulate.gov

Consulate General of US
No. 220, Anna Salai
Chennai – 600006
Tel. : 044-2811-2000
Website : www.chennai.usconsulate.gov

Consulate General of US
Lincoln House
78, Bhulabhai Desai Road
Mumbai – 400026
Tel. : 022-2363-3611
Website : www.mumbai.usconsulate.gov

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

Useful websites

Automotive Industries
Website : www.ai-online.com

Smothers Parts International
Website : www.carpart.com

AutoAll.com
Website : www.autoall.com

CARQUEST auto parts
Website : www.carquest.com

NAPAonline.com
Website : www.napaonline.com

Associations

American National Standards Institute
Website : www.ansi.org

Automotive Aftermarket Industry Association
Website : www.aftermarket.org

National Highway Traffic Safety Administration
Website : www.nhtsa.dot.gov

US patent and trademark office
Website : www.uspto.gov

Automotive International Association (AIA)
Website : www.aiaglobal.org

Automotive Parts Rebuilders Association (APRA)
Website : www.apra.org

Automotive Service Association (ASA)
Website : www.asashop.org

Automotive Warehouse Distributors Association
Website : www.awda.org

Motor and Equipment Manufacturers Association
Website : www.mema.org

National Automobile Dealers Association
Website : www.nada.org

Society of Automotive Engineers (SAE)
Website : www.sae.org

Specialty Equipment Market Association (SEMA)
Website : www.sema.org

Association of International Automobile Manufacturers
Website : <http://www.aiam.org>

(Source : EEPC Chicago Office)

Tender Information



Angola

(EEPC Ref. No. DB-1548)

Project : Emergency Demobilisation and Reintegration Project
Grant No. H027 ANG; Project ID No. P078288
Grant from IDA

Notice No. : **WB3150-687/06**

Issued by : IRSEM/FMPU (UGFA)
Rua Custodio Bento de Azevedo No. 111
Luanda, Angola
Tel/Fax : (244-222) 442-012
E-mail : Pedro.pereira@irsemugfa.or.ao
procurement@irsemugfa.org.ao

For : Vehicles (4) station wagon 4 x 4 & (6) double cab 4 x 4 pick-ups.

Tender cost : KZR 16,000 or in US\$ 200 (Non-refundable)

Bid security : 2% of bid price or an equivalent amount in a freely convertible currency.

Bid deadline : **31.10.2006**

Afghanistan

(EEPC Ref. No. DB-1549)

Project : Emergency Transport Rehabilitation Project (ETRP)
Credit No 3735-AF (Supplementary Grant IDA No. H1630-AF), Project ID No. P090390

Notice No. : **WB3098-687/06**

Issued by : Afghanistan Reconstruction & Development Services - Procurement Unit (ARDS-PU)
Ministry of Economy Building (5th & 6th Floors)
Malik Asghar Square
Kabul, Afghanistan
Attn. : Mr. Raj K. Makwana
Procurement Specialist (Goods & Services)
Tel. : (93-20) 210-3430, (93-799) 526-608
(93-70) 222-236
E-mail : ards.procurement@ards.org.af

For : Supply of Ground Handling and Airfield Equipment for Kabul International Airport. The requested equipment consists of :
- New Front End Loader Complete with Snow

Blower Attachment with minimum capacity to 3,000 Tons per hour (Front End Loader and Snow Blower are two separate units and Snow Blower will be attached in front of Front End Loader by quick coupler when needed).

Bid security : US\$ 12,000 or an equivalent amount in a freely convertible currency.

Bid deadline : **18.10.2006**

Georgia

(EEPC Ref. No. DB-1550)

Project : Agriculture Research, Extension and Training Project
Credit No. 3347-GE, Project ID No. P065715
Credit IDA

Notice No. : **WB3167-687/06**

Issued by : Legal Entity under Public Law – World Bank Financed Georgian Agriculture Development Projects Coordination Center (PCC)
Room 327, 41 Kostava Street
Tbilisi 0123, Georgia
Attn. : Ms. Thea Toriashvili, PCC
Procurement Officer
Tel/fax : (995-32) 934-651, 922-038
E-mail : thea.toriashvili@adpcc.org.ge

For : Supply of the following items for the Scientific Research Institute of Horticulture, Viticulture and Oenology :

- Contract No. 1 : General Laboratory Equipment
- Contract No. 2 : Equipment for temperature control
- Contract No. 3 : Mass Spectrometer for stable isotope research
- Contract No. 4 : Field and Nature Research Hardware
- Contract No. 5 : Equipment for Microscopic Analysis
- Contract No. 6 : Water Purification System
- Contract No. 7 : Real Time Nucleic Acid Detection System (Real time PCR)
- Contract No. 8 : Radiation Detector

Bid security : - Contract No. 1 : GEL 400
- Contract No. 2 : GEL 2500
- Contract No. 3 : GEL 10500
- Contract No. 4 : GEL 1400
- Contract No. 5 : GEL 700
- Contract No. 6 : GEL 400
- Contract No. 7 : GEL 1700
- Contract No. 8 : GEL 1000

Bid deadline : **13.10.2006**

Mongolia

(EEPC Ref. No. DB-1551)

Project : Second Ulaanbaatar Services Improvement Project
Credit No. 3890-MOG; Project ID No. P074591
Credit No. IDA

Notice No. : **WB3091-686/06**

Issued by : Project Management Unit
The Second Ulaanbaatar Services Improvement Project
Room No. 405, Ulaanbaatar City Bank Bldg.
Sukhbaatar St. 16.
Chingeltei District
Ulaanbaatar 210646
Mongolia
Attn. : Ms. L. Badamkhorloo
Project Director
Tel/Fax : (976-11) 312-194
E-mail : usip2@magicnet.mn
Website : <http://www.usip2.mn>

For : Bayankhoshuu South and North Pipelaying and Kiosks, the construction work of which is divided into two lots :

- Lot 1 : Bayankhoshuu South Pipelaying and Kiosks (laying of 21.9 kms of Ductile Iron and HDPE pipes with various diameter, construction/Rehabilitation of 27 Kiosks)
- Lot 2 : Bayankhoshuu North Pipelaying and Kiosks (laying of 20.1 kms of Ductile Iron and HDPE pipes with various diameter, construction/Rehabilitation of 24 Kiosks)

Tender cost : US\$ 100 (Non-refundable)

Bid security : US\$ 25,000 or an equivalent value in other freely convertible currency for every lot separately.

Bid deadline : **06.10.2006**

Russian Federation

(EEPC Ref. No. DB-1552)

Project : Municipal Heating Project
Project ID No. P038551

Notice No. : **WB3133-687/06**

Issued by : National Foundation for Housing Reform
Tverskoy boulevard 6
Moscow 103009, Russian Federation
Attn. : Mr. Viktor V. Shimaniuk
Acting Head of MH Department
Tel. : (7-495) 740-0391
Fax : (7-495) 290-1987
E-mail : vshimaniuk@nfhr.ru

For : Supply & installation of equipment for installation of 69 Individual Heat Substations (IHS) for the city of Krasnoyarsk.

Bid security : Not less than US\$ 60,000 equivalent in RUB or a freely convertible currency.

Bid deadline : **30.10.2006**

Turkey

(EEPC Ref. No. DB-1553)

Project : Istanbul Seismic Risk Mitigation and Emergency Preparedness
Loan No. 4784-TU, Project ID No. P078359

Notice No. : **WB3109-687/06**

Issued by : Istanbul Project Coordination Unit (IPCU)
M. Kemalettin Mah. Tiyatro Cad. No. 16
34126 Beyazit
Istanbul
Turkey
Attn. : K. Gökhan ELGIN
Director
Tel. : (90-212) 518-5500
Fax : (90-212) 518-5505
E-mail : info@ipkb.gov.tr
Website : www.ipkb.gov.tr

For : Supply of :
- Item 1 : 4 Off-Road Ambulances and
- Item 2 : 4 Off-Road Ring Ambulances

Tender cost : Euro 100 or YTL 200 (Non-refundable)

Bid security : Not less than 2% of the bid price in the currency of the bid or any other hard currency.

Bid deadline : **16.10.2006**

(Source : UN Development Business Website)

Iran

Engineering, Procurement and Drilling Services

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. : **OF/35/125**

For : Provision of three years engineering, procurement and drilling services in the Reshadat field.

Closing date : *Not stated*

Iraq

Ductile Iron Pipes, Fittings and Valves

Issued by : Mayoralty of Baghdad
Engineer Ibrahim Hussein
Sixth Floor
Project Management Office
Al-Khulafa Street
Al-Khulany Square
Baghdad, Iraq
E-mail : pmt_baghdadmayoralty@yahoo.com

Contract No. : **TF054435-G10/2006**

Project No. : P087912

For : Supply of ductile iron pipes, fittings and valves for the Zaafarania water network as part of the emergency Baghdad water supply and sanitation project. The project includes the supply of 43,575 linear metres of ductile iron (DI) pipes of different diameters ranging from 250 millimetres to 1,400 millimetres, the supply of polyethylene sleeves for the DI pipes, dismantling joints, blank flanges, collars, double socket tees, double flanged pipes, flange spigots, flange sockets,

double sockets (of 45-11.25 degrees), socket (90 degree) bends, reducing flanges, double flanged butterfly valves, air valves and butterfly valves. Financed by the World Bank.

Bid bond : \$ 250,000
Details on payment of \$ 100.

Closing date : **15.10.2006**

Kuwait

Dredging Works

Issued by : Kuwait Oil Company
Reception Office
Purchase Department
Ahmadi Industrial Area
Ahmadi, Kuwait

Tender No. : **RFP/788**

For : (Open to pre-qualified contractors only.) Dredging of boat harbours and marine base, and entrance channel, at MAA and MAB.

Bid bond : 2.5% of tender price
Details on payment of KD 300.

Closing date : **22.10.2006**

Morocco

Drinking Water Network Development

Issued by : Office Nationale de l'Eau Potable (ONEP)
Direction des Approvisionnements et Marchés
6 bis Rue Patrice Lumumba
Rabat, Morocco
Fax : (21237) 727238
Website : www.onep.ma

For : Carrying out the ninth drinking water network and sanitation development project. The project comprises the improvement to the supply of drinking water in the provinces of Chefchaouan, Kenitra, Settat and Azilal and the treatment and purification of used water in the towns of Khouribga, Oued Zem and Boujaad. Financed by the African Development Bank.

Closing date : *Not stated*

(Source : MEED, Vol. 50, No. 35 dated 1 - 7 September, 2006)

Egypt

Issued by : Helwan Casting Co.
Ex Factory 9, the Procurement Department
Ein Helwan
Cairo, Egypt
Tel. : 02-5552264/5/7

For : Supply of water pumps, also of parts and components for the comprehensive overhauling of hydraulic pumps, production lines at the foundry and other production lines under 7 contracts.

Tender cost : LE 150 each
Bid bond : LE 2% each
Performance : 10% each
bond
Closing date : **17.10.2006**

Egypt

Issued by : Executive Organization for Potable Water & Waste Water Projects in Greater Cairo & Alexandria
The Cashier
44 Ramses St.
Cairo
Egypt
Tel. : 02-5760185/5789575
Fax : 02-5743671

For : Design & implementation of phase 1 of a potable water treatment plant in New Cairo City of 500,000 M³/day discharge capacity.

Tender cost : LE 300
Bid bond : LE 3,000,000
Closing date : **08.11.2006**

Egypt

Issued by : Egyptian National Railways Authority (E.N.R.)
The Purchases & Stores Dept.
5th Floor above Shobra Subway
Cairo
Egypt
Fax : 02-5761337

For : Supply of spare parts for the overhauling of locomotives.

Tender cost : LE 10,000
Bid bond : LE 240,000
Performance bond : 5%
Closing date : **18.10.2006**

For further details of above Egyptian tenders, 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. : **78-2006/2007**

Requirements : Supply & installation of lab equipments - faculty medicine - bacteriology department.

Fee (KD) : 30
Initial guarantee : 5% of offers value.
Closing date : **10.10.2006**

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 : indecok@qualitynet.net

(Source : Embassy of India, Safat)

Trade Enquiries

Australia

(Source : EEPC Singapore Office)

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Marvel Moulds Pty. Ltd.	88 Cronulla Street Cronulla, NSW 2230 Australia	Attn. : Mr Aub Revell Director Tel. : 61-2-9527 3173 Fax : 61-2-9527 4652 E-mail : mwlegal@idx.com.au	Mould.

Bangladesh

(Source : EEPC Singapore Office)

Techno-Zenith Industrial Enterprise	Railway Housing Society Plot No. 107 (4th Floor) Road No. F/1, Akbarshah Road (Opp. Punjabi Lane Girls High School) P.O. Pahartali Chittagong, Bangladesh	Attn. : Md. Shafiqul Islam Chief Executive Officer Tel. : 0088-031-3096507 Fax : 0088-031-710040 E-mail : techzenbd@yahoo.com	Serviceable 2nd hand re-rolling mills to produce 100-150 metric tons of mild steel rod of various sizes.
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China

(Source : EEPC Singapore Office)

Simec SpA	Rm. 704, Zhongliang Xinda Bldg. 198, Min Wang Hepingli District Beijing, China	Attn. : Managing Director Tel. : 64265114 Fax : 64275965 E-mail : stonerhyme@yahoo.com	Building machinery & equipment.
Eurotecnica Srl.	Suite 306, Huaqiao Dasha 2 Wangfujing Avenu Beijing, China	Attn. : Managing Director Tel. : 65134237 Fax : 65134239 E-mail : eurotecn@163bj.com	Industrial equipment.
Guala Closures SpA	Yanqi Industrial Development Zone Huairou, Beijing China	Attn. : Managing Director Tel. : 61668866 Fax : 61668899 E-mail : eperlo@gualaclosures.com.cn	Packing equipments & parts.
I.D.C.Denmrk (China) Office	Rm. S715 of Chuangye Mansion Hi-tech Development Zone Xi'an, Shanxi China	Attn. : Managing Director Tel. : 86 029 8248036 Fax : 86 029 8321653 E-mail : idc.bjl@adr.dk	Food processing machinery & equipment.
I.M.F. Srl.	Rm 901 SunTown - 8 BeijingZhan Dong Jie, Beijing China	Attn. : Managing Director Tel. : 65614166 Fax : 65614168 E-mail : imrchina@public.bta.net.cn	Food processing machinery & equipment.

Czech Republic

(Source : Direct from the party)

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Flash Steel s. r. o.	Martinovska 3168/48 Ostrava - Martinov 72300 Ostrava – 2 Czech Republic	Attn. : Mr. Sangharsh Shail Jaiminee Project Manager Tel. : 00420-599509397 Fax : 00420-596901315 E-mail : trade@flashsteel.cz	Steel products (plates, sheets, pipes), forgings, ingots, pipe flanges, pipe fittings.

Iran

(Source : EEPC Singapore Office)

Jahangraphic Imaging Group	No. 2, 19th St. Dr. Mofatteh Ave. Tehran 15878 Iran	Attn. : Jahangir Jalili Tel. : 98 21 88738080 Fax : 98 21 88752819 E-mail : jahangraphic@hotmail.com	Household products, kitchenware & tableware.
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Japan

(Source : EEPC Singapore Office)

Namiki Co., Ltd.	11-14, Asahicho 2-chome Nerima-ku Tokyo 179-0071 Japan	Attn. : Managing Director Tel. : 03-3977-9408 Fax : 03-3938-2533 E-mail : eco-namiki@mta.biglobe.ne.jp	Lighting equipment & accessories.
Enica Corporation	Kawaguchi Bldg. 2F, 7-1 Shimbashi 6-chome Minato-ku, Tokyo 105-0004 Japan	Attn. : Managing Director Tel. : 03-3434-7960 Fax : 03-3434-6958 E-mail : enicorp@sepia.ocn.ne.jp	Cables & wires.
Hokuetsu Industries Co., Ltd.	Shinjuku San-ei Bldg. 12F, 22-2, Nishishinjuku 1-chome Shinjuku-ku, Tokyo 160-0023 Japan	Attn. : Managing Director Tel. : 03-3348-7281 Fax : 03-3348-7289 E-mail : info@airman.co.jp	Compressors, generators.
Itochu Energy Solution Co., Ltd.	12-16, Minamiaoyama 2-chome Minato-ku, Tokyo 107-0062 Japan	Attn. : Managing Director Tel. : 03-5414-2913 Fax : 03-3796-5398 E-mail : ies1998@hi-ho.ne.jp	Engines & parts.

Kenya

(Source : Direct from the party)

Franicap International	P.O. Box 12953 Nairobi 00400 Kenya	Attn. : Mr. H. V. Patel Tel. : 254-20-4440766/2730 Fax : 4444095 E-mail : francapenterprises@hotmail.com	Automobile spare parts for all the vehicles of Japanese origin and also Indian vehicles, including brake pads, brake linings, clutch facings, hardware, all building materials, mild steel plates in all sizes, round flat square steel bars, mild steel wire products including nets, power inverters, solar system items, G.I pipes and fittings, for East African market.
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Malaysia

(Source : EEPC Singapore Office)

Auer Precision Asia Sdn Bhd	14, Cangkat Minden Jln 12 Gelugor, Penang Malaysia	Attn. : K C Tan Tel. : 604 655 4331 Fax : 604 659 5045 E-mail : kc.tan@auerprecision.com Website : http://www.auerprecision.com	Stainless steel products.
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Saudi Arabia

(Source : EEPC Singapore Office)

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Ezdehar	Dammam Al-Khobar Bridge Road Behind SNAS, P.O. Box 2019 Dammam 31451, Saudi Arabia	Attn. : Adnan Y. Dardas Tel. : 966 3 882 7889 Fax : 966 3 882 7923 E-mail : ezdehar@zajil.net	Stainless steel pipe, tube and fitting.

Sri Lanka

(Source : EEPC Singapore Office)

Tudawe Brothers, Ltd.	505/2, Etvitigala Mawatha Colombo 5 Sri Lanka	Attn. : Managing Director Tel. : (94) 158 44 94 Fax : (94) 150 19 22 E-mail : tbl@sri.lanka.net	Building machinery & equipment.
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South Korea

(Source : EEPC Singapore Office)

Dua Trading Co. Ltd.	137-14 Itaewon-Dong Yongsan-Ku Seoul 140-200 South Korea	Attn. : Managing Director Tel. : (82) 237 850 882 Fax : (82) 237 850 883 E-mail : duatrd@kotis.net	Building materials.
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Taiwan

(Source : EEPC Singapore Office)

Castkes & Hermes	12-1F, No. 6, Lane 144 Min Chuan W. Rd. Taipei Taiwan	Attn. : Managing Director Tel. : 886-2-2557-0299 Fax : 886-2-2553-1328 E-mail : eastlesl@ms31.hinet.net	Pumps.
Dar Yuen Enterprise Co. Ltd.	No. 30, Alley 11, Lane 193 Jung Jeng N. Rd., San Chung City Taipei, Hsien Taiwan	Attn. : Managing Director Tel. : 886-2-8985-1090 Fax : 886-2-8985-1089 E-mail : elemech@ms19.hinet.net	Packing equipments & parts.
Din Hon Industrial Co. Ltd.	No. 108, Ta Nuan Rd. Tucheng City Taipei, Hsien Taiwan	Attn. : Managing Director Tel. : 886-2-2268-2733 Fax : 886-2-2268-3750 E-mail : dinhon@ms58.hinet.net	Industrial equipment.
Long Yih Industry Company	8F-3, No. 80, Sec. 2 Kuang Fu Rd., San Chung City Taipei County Taiwan	Attn. : Managing Director Tel. : 886-2-2995-8777 Fax : 886-2-2995-8698 E-mail : dnp@ms11.hinet.net	Bicycles.
Sungood International Co. Ltd.	5F/4, No. 247, Taichung Kang Road, Sec. 1 Taichung, Taiwan	Attn. : Managing Director Tel. : 886-4-2319-9119 Fax : 886-4-2328-7111 E-mail : suns.good@msa.hinet.net	Pollution control equipment.
Super Max Engineering Enterprise Co. Ltd.	14F-13, No 79, Hsin Tai Wu Rd Sec 1, Hsichih Taiwan	Attn. : Managing Director Tel. : 8862-2698-1698 Fax : 8862-2698-1037 E-mail : supermax@ms1.hinet.net	Pollution control equipment.

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
King Hussar Industrial Co.	5F-4, 56, Sec. 2, Jian-Kang Rd. Tainan 702 Taiwan	Attn. : Managing Director Tel. : 886-6-2227177 Fax : 886-6-229943 E-mail : hussarco@ms17.hinet.net	Metal forgings, castings & stampings.
UAE			
<i>(Source : EEPC Singapore Office)</i>			
Global Power Engineering Co., Ltd.	Show Room No. EAD01-02-03 Dragon Mart, International City Al Awir Road, P.O. Box 45414 Dubai, UAE	Attn. : Mr. John Zhao Tel. : 971 4 3687049 Fax : 971 4 3623189 E-mail : globalpower@126.com	Generator, water pump.
Gusani Plaza L.L.C.	P.O. Box 46794 Fikree Market Dubai, UAE	Attn. : Mr. J. P. Soni Tel. : 971 4 2290799 Fax : 971 4 2290662 E-mail : gusani@emirates.net.ae	Home appliances (microwave, juicer, etc.).
Jaffer Maimoon General Trading	P.O. Box 65293 Dubai, UAE	Attn. : Mr. Abdul Azeez Tel. : 971 4 2295352 Fax : 971 4 2295351 E-mail : maimoong@emirates.net.ae	Household products.
Orient Enterprising Co.	106, Abu Shagara Sharjah UAE	Attn. : Mr. Ashad Hussain Tel. : 050 7561770 E-mail : ashad_mda@yahoo.com	Machinery for glass manufacturing.
Palmy FZC	P.O. Box 44223 Dubai UAE	Attn. : Anilo Bajaj Tel. : 971 4 3539283 E-mail : palmy@emirates.net.ae	Drilling equipments, oil field related products.
Unitec Trading L.L.C.	P.O. Box 50025 Dubai UAE	Attn. : Mr. R. L. Narayanan Tel. : 2972701 Fax : 2972703 E-mail : unitec1@emirates.net.ae	Refrigerator, washing machines and ovens.
Zaker Trading L.L.C.	P.O. Box 55197 Dubai UAE	Attn. : Mr. J. A. Arasu Tel. : 971 4 2236536 Fax : 971 4 2272102 E-mail : arasu@zaker.ae	Industrial, oilfield, marine, welding and safety products.
Al Kamil	P.O. Box 36601 Sharjah UAE	Attn. : Basil J. Mohammed Tel. : 971 6 7462107 Fax : 971 6 7462107 E-mail : basil1c@yahoo.com	Generators, water pumps and sewage pumps, electrical equipments - generators, water pumps and sewage pumps.
Dar Al Andalus Printing Press	P.O. Box 33301 Sharjah UAE	Attn. : Jai Lilaramani Tel. : 971 6 5334256 Fax : 971 6 5326271 E-mail : jai@daapp.com	Printing & packaging machinery.
Electrical Installation Trading L.L.C.	P.O. Box 55331 Dubai UAE	Attn. : Mr. T. Rajan Nambiar Tel. : 971 4 2276061 Fax : 971 4 2275179 E-mail : mrlight@emirates.net.ae	Electrical products – switches.

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Fikree Pipe	P.O. Box 2480 Dubai UAE	Attn. : Mr. Syed Ashfaq Tel. : 971 4 3377911 Fax : 971 4 3375391 E-mail : fikreegr@emirates.net.ae	Water pump, hydraulic fitting/pipe.
Pasco	P.O. Box 86543 Dubai UAE	Attn. : Mr. Bassam Aibitar Tel. : 971 4 2979707 Fax : 971 4 2979708 E-mail : pascodxb@emirates.net.ae	Machinery for manufacturing plastic.
Starlink (L.L.C.)	P.O. Box 24167 Dubai UAE	Attn. : Mr. Ranjit K. Goala Tel. : 04 3330189 Fax : 04 3339397 E-mail : starlink@emirates.net.ae	Steel drum, tin can, plastic can manufacturing machinery.
United Gas Co	P.O. Box 2915 Sharjah UAE	Attn. : Salah Abd El Bari Tel. : 971 6 5337563 Fax : 971 6 5332761 E-mail : unigas@emirates.net.ae	Machinery, equipment for glass making (automotive, buildings).

Trade enquiries received from various Indian Missions Overseas

Ethiopia

(Source : Embassy of India, Addis Ababa)

Star Business Group PLC	P.O. Box 2598 Addis Ababa Ethiopia	Tel. : 00-251-11-2756441/42 Fax : 00251-11-2756422/72 E-mail : sbg@ethionet.et	Cement machinery and equipment.
Fortune Enterprise (BNFF) PLC	Addis Ababa Ethiopia	Tel. : 01251-11-3718751 Fax : 00251-11-3715429 E-mail : bnff@ethionet.et	Metal furniture.

Hong Kong

(Source : Consulate General of India, Hong Kong)

P. Lachman (HK) Ltd.	35-37, Haiphong Road 13th Floor, Daily House Tsim Sha Tsui, Kowloon Hong Kong	Attn. : Mr. Sanjay Tel. : (852) 2366 0575 Fax : (852) 2739 8070 E-mail : sanjay@lachman.com.hk	Gas cylinders in 1.7, 3, 6 and 9 Kgs.
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Iran

(Source : Embassy of India, Tehran)

Mr. Abbas Shirvali Pour	No. 3460, Bovardeh Shomali Abadan Iran	Telefax : 0098-631-4439408 E-mail : abshirvali@yahoo.com	Industrial machinery for : acid drums, vacuum equipment, crystallizers, steam boiler, heat exchanger, tray dryer.
Mapna Generator Co. (PARS)	No. 231, Mirdamad Blvd. Tehran Iran	Attn. : Mr. M. Adjalli Engineering Deputy Tel. : 9821 81981850-1 Fax : 9821 22908661 E-mail : info@parsgenerator.com Website : www.parsgenerator.com	Licence agreement for isolated phase bus-duct design with Indian company.

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Government Trading Corporation of Iran	Ministry of Commerce Islamic Republic of Iran 43, Jihad (Dr. Fatemi) Sq. Tehran Iran	Tel. : 009821-88961429/ 88950896/88957471-6 Fax : 009821-88305333 E-mail : admin@gtcir.com ghaffari@gtcir.com ajamlou@gtcir.com Website : www.gtcir.com	Iron & steel products viz. INP beams & deformed bars for the construction industry.
Dr. A. Ghoroori	Block 9, Entrance 3 Floor 9, Apadana District 13918 Tehran, Iran	Tel. : 009821 44653484 009821 77653484 Fax : 009821 44632660 E-mail : info@ghoorori.com	Suppliers of the following projects/ items in India : - Production line for precious coins : continuous melting and casting plant for gold/silver coins (one unit). Precision strip rolling mills for precious metals, roughing & finishing mills (one unit), annealing furnace (one unit), blanking line (one unit). Automatic linear pickling & polishing for precious metals, coin blank (one unit). Automatic packaging machine (one unit). - 6 items polyurethane screens. - 2 anforucks (7T) machines. - 20 pieces polyurethane screens. - 81 items of pumps. - To buy and installation of 132 kV optical fiber composite submarine power cables (double circuit, 18 Km. route length.) - 3500 MT Ferro calcium wire & 2400 MT Graphic powder wire. - 500 MT Metro rails R159N - To erect $\frac{1}{3}$ Km pipes dia. : 600-800 & 1200 mm concrete & fiber glass for drinking water, according regulations of IBRD & IDA. - Water pump house, according regulations of IBRD & IDA.
Saudi Arabia			
<i>(Source : Embassy of India, Riyadh)</i>			
Swayeh Co.	P.O. Box 2003 Riyadh 11451 Saudi Arabia	Attn. : Dr. Mohammad Ghyath Denno Business Development Director Tel. : 00966 1 4052111 Fax : 00966 1 4050719 E-mail : info@swayeh.com Website : www.swayeh.com	Contracting activities in water treatment, construction, oil & gas.
Maramir For Printing Packaging & Envelopes Mfg.	Riyadh Second Industrial City P.O. Box 61297 Riyadh 11565 Saudi Arabia	Attn. : Mr. Adnan Deyab Sales Manager Tel. : 00 966 1 265 00 20/21 81 Fax : 00966 1 265 28 76 E-mail : maramirpp@hotmail.com	Printing and packaging machines.

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
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 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"/>		
	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.

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

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)

Seats	: 3rd BATCH - 25 Candidates (First-come-first-serve basis)
Duration	: 40 Sessions (5 days a week)
Timing	: 6 - 8 p.m.
Venue	: EEPC, World Trade Centre 14/1B Ezra Street, (1st Floor) Kolkata 700 001
Course Fees	: Rs. 5,000/- (inclusive of Course Material and Refreshments). Cheque should be in favour of EEPC.
Focus Area	: 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.
Faculty	: Reputed Academics, Exporters and Professionals.
Eligibility	: Working Executives, Trainees, Entrepreneurs, Students (Preferred Graduates).
Evaluation	: 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



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

Public Notice No. 51(RE-2006)/2004-2009

Dated 11th September, 2006

S.O.(E) – In exercise of the powers conferred under Paragraph 2.4 of the Foreign Trade Policy, 2004-2009, the Director General of Foreign Trade hereby amends the Aayaat Niryat Form, notified in the Handbook of Procedures, Vol-I (RE-06), 2004-2009, as per following details :-

In the Aayaat Niryat Form following amendments shall be made :

- (1) Sl. No. 13 of Part I is amended to read as under :

13. Turnover Details for the preceding three licensing years

<i>Sr. No.</i>	<i>FY</i>	<i>Annual Domestic Turnover (Rs. Lakhs)</i>	<i>Annual Export Turnover (Rs. Lakhs)</i>
1.			
2.			
3.			
		GRAND TOTAL	

- (2) Sl. No. 5A of Sub Section VI is amended to read as under :

5A. Whether imports made are under Technological Upgradation Scheme

Yes/No

If yes, give following details :

<i>Sr. No.</i>	<i>EPCG Authorisation No.</i>	<i>EPCG Authorisation Date</i>	<i>CIF Value/ duty saved</i>	<i>EO fixed in freely convertible currency</i>	<i>%age of EO fulfilled</i>	<i>Expiry date of EO period</i>

- (3) Sl. No. 6 of Sub Section VI is amended to read as under :

6. Details of exports/deemed supplies made in the preceding 3 licensing years for the same or similar product

<i>Licensing Year</i>	<i>Products exported/ Supplied/Services rendered</i>	<i>FOB Value of exports/ services rendered (in Rs. Crore)</i>	<i>FOR Value of Deemed supplies (in Rs. Crore)</i>	<i>Total Export performance (in Rs. Crore)</i>
1	2	3	4	5
1.				
2.				
3.				
Average Export Performance : Rs.				

(4) Sl. No. 7 of Sub Section VI is amended to read as under :

7. Details of EPCG Authorisations already obtained and which have not been redeemed

S. No.	Authorisation No.	Authorisation Date	CIF Value (Rs.)	EO fixed in freely convertible currency	Whether entitled for BG/LUT (write specifically)	%age of EO fulfilled	Expiry Date of EO period
1.							
2.							
3.							
4.							
5.							

(5) Sl. No. 10A to 10D of Sub-Section VI is replaced by Sl. No. 10 as under :

10. Details of Export Obligation and Average export obligation to be imposed :

Total duty saved applied (Rs.) as per column No. 5 at Sr. No. 9	Export Obligation (as a multiple of duty saved to be imposed)				Average Export Obligation to be imposed (Rs.) (as shown in Sr. No. 6)	Export Obligation period to be imposed (in years)	
	6 times +		8 times			8 years	12 years ++
	(Rs.)	(USD)	(Rs.)	(USD)		(indicate specifically)	

+ In case of imports made by SSI, agro units in the agri export zones and technological upgradation scheme.

++i. In the case of agro units in the agri export zones

ii. In respect of EPCG licences with a duty saved of Rs. 100 crore or more.

(6) Sl. No. 12A of Sub-Section VI is amended to read as under :

12A. Address of the factory/premises of the applicant where the capital goods to be imported are proposed to be installed

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

(F. No. 01/94/180/069/AM07/PC-I)

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

Public Notice No. 52(RE-2006)/2004-2009

Dated 12th September, 2006

In exercise of powers conferred under Paragraph 2.4 of the Foreign Trade Policy, 2004-09, the Director General of Foreign Trade hereby makes the following amendments in Appendix-3 of Handbook of Procedure, (Volume - I) :-

2. The following Branch of the Central Bank of India is added at the end of Sl. No. 14 of Appendix - 3 of the Handbook of Procedure (Volume - I) :-

Uttar Pradesh/Uttaranchal :

Sl. No. 15

Arhat Bazar
Dehra Dun
(Phone No. 0135-2727129)

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

(File No. 01/94/180/327/AM-07/PC-I)

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

Public Notice No. 54(RE-2006)/2004-2009

Dated 13th 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. 54(RE-2006)/2004-2009 dated 13th September, 2006 has made the certain amendments in Handbook of Procedures, Vol. I.

In exercise of powers conferred under Paragraph 2.4 of the Foreign Trade Policy 2004-2009, the Director General of Foreign Trade hereby makes the following amendments in Handbook of Procedures (Vol. I) :

1. After the existing para 2.61 following new para shall be added :

- | | | |
|--|--------|--|
| Issuance of scrips against lost EP copy of the Shipping Bills | 2.62 | In case where EP copy of the Shipping Bill has been lost, claim under the VKGUY/ Focus Market/ Focus Product Schemes can be considered subject to submission of the following documents :-

(a) A duplicate/certified copy of the Shipping Bill issued by the Customs Authority in lieu of original;

(b) An application fee equivalent to 2% of the entitlement in respect of lost Shipping Bills. However, no fee shall be charged when the Shipping Bill is lost by the Government agencies and a documentary proof to this effect is submitted;

(c) An affidavit by the exporter about the loss of Shipping Bills and an undertaking to surrender it immediately to the concerned Regional Authorities, in case the same is found subsequently.

(d) An indemnity bond by the exporter to the effect that he would indemnify the Government for the financial loss if any on account of duty credit issued against lost Shipping Bills. The Customs Authority, before allowing clearance, shall ensure that the benefit/duty credit against the same Shipping Bill has not been availed. |
| | 2.62.1 | The claim against the lost Shipping Bill shall be preferred within a period of six months from the date of release of duplicate copy of Shipping Bill and any application received thereafter shall be rejected. |
| Issuance of Scrip against loss of Original Bank Certificate | 2.63 | In such cases where original bank certificate has been lost, claim under VKGUY/ Focus Market/ Focus Product Schemes can be considered subject to submission of the following documents :-

(a) A duplicate copy of the Bank Certificate issued by the bank in lieu of original lost.

(b) An application fee equivalent to 2% of the entitlement, in respect of lost Bank Realisation Certificate.

(c) An affidavit by the exporter about the loss of Bank Certificate and an undertaking to surrender it immediately to the concerned Regional Authorities, in case the same is found subsequently.

(d) An indemnity bond by the exporter to the effect that he would indemnify the Government for the financial loss if any on account duty credit issued against lost Bank Certificate. The claim against the lost Bank Certificate shall be preferred within a period of six months from the date of realization and application received thereafter shall be rejected. In such cases, where both the documents have been lost, the exporter shall follow the procedure laid down in paragraph 2.62 and 2.63 . |

(F. No. 01/94/180/0005/AM07/PC.I)



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

Public Notice No. 55(RE-2006)/2004-2009

Dated 13th September, 2006

In exercise of powers conferred under paragraph 2.4 of the Foreign Trade Policy, 2004-09, the Director General of Foreign Trade hereby makes the following amendments in the Handbook of Procedures (Volume - I) :

2. The following sentence is added at the end of first Sub-Paragraph of Paragraph 2.21.2 of HBP (Volume - I) :-

“In addition, the agencies authorized to issue Preferential Certificate of Origin as per Para 2.21.1 of Handbook of Procedures, (Volume - I) are also authorized to issue Non-Preferential Certificate of Origin.”

3. In Appendix 4-C, in the list of agencies authorized to issue Certificate of Origin (Non-Preferential), under Maharashtra, the Sl. No. 10 stands modified as follows : -

MAHARASHTRA

10. Indian Chemical Council
Sir Vithaldas Chambers
16, Mumbai Samachar Marg
Mumbai - 400 023

And its branches at

(a) Shantiniketan 8th Floor
8 Camac Street
Kolkata - 700 017

(b) 332-A, Sant Nagar
Ground Floor
East of Kailash
New Delhi - 110 065

(c) Kurian Complex, III Floor
140-A, Nelson Manickam Road
Chennai - 600 029

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

(File No. 01/94/180/143/AM07/PC-I)

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

Publicy Circular No. 18(RE-2006)/2004-2009

Dated 4th September, 2006

Defacement of Shipping Bill in order to prevent leakage of confidential information

Representations have been received from exporters relating to leakage of confidential information viz. name and address of the foreign buyer, etc. from the export documents such as shipping bills when they are submitted to various Departments as part of Export/ Import documentation procedure. The matter was deliberated and it has been decided to allow defacement of the name and address of the foreign buyers in the shipping bills and other documents when presented to the Regional Authorities for claiming benefits under various export promotion schemes. It is, therefore, clarified that such shipping bills where the name of the foreign buyers are defaced, may be accepted for processing by Regional Authorities under various export promotion schemes, if the applications are otherwise in order.

Sd/-
(TAPAN MAZUMDER)
Joint Director General of Foreign Trade

(F. No. 01/94/180/00214/AM07/PC-I)

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

Publicity Circular No. 19(RE-2006)/2004-2009

Dated 11th September, 2006

DTA sale on third party exports by EOUs – Clarification thereon

In terms of para 6.10 of Foreign Trade Policy, an EOU unit may export goods manufactured by it through another exporter or any other EOU unit subject to the conditions mentioned in para 6.19 of Handbook. In terms of sub-para 6.19(e) of Handbook, all export entitlements, including recognition as status holder would accrue to the exporter in whose name foreign exchange earnings are realized. However, such export shall be counted towards fulfillment of obligation under EOU scheme only. In terms of para 6.19(d), fulfillment of NFE by EOU unit in regard to such export shall be reckoned on the basis of the price at which the goods are supplied by EOUs to other exporter or other EOU unit. A clarification has been sought whether exports effected by EOUs through third party are eligible for DTA sale entitlements under para 6.8 of FTP.

2. The facility of DTA sale to EOUs is available against physical export of goods manufactured in EOU and earning positive net foreign exchange. Exports effected through third party and foreign exchange realized in the name of the third party for those goods which have been manufactured in the EOU and are directly transferred from the unit to the port of shipment are eligible exports and this export is also counted for the purpose of fulfillment of export obligation of EOU. The EOU is, therefore, eligible to get DTA sale benefits on exports effected through third party. The Shipping Bills must indicate the names of both the manufacturer and the third party. While indicating the name of the manufacturer in such cases, the status of the unit i.e. Export Orient Unit must be clearly indicated. The entitlement of DTA sale will, however, be calculated on the basis of the price at which the goods are supplied by EOUs to third party exporter. Para 6.19 (e) of Handbook is not intended to preclude DTA sale facility against third party exports.

Sd/-

(P. K. SANTRA)

Dy. Director General of Foreign Trade

(F. No. 01/92/180/99/AM07/PC-II)

**Forex News**

The spot rupee opened at 46.13/14, rose to 46.09 following inflows but fell to close at 46.14/15 tracking a weaker yen against dollar.

The annualised premium on six-month and one-year dollars closed at 1.38 per cent and 1.34 per cent respectively.

(Source : Business Standard, Kolkata dated 19th September, 2006)

**Forex Rates**

Currency	T.T. Buying	T.T. Selling
Australian Dollar	34.3875	34.9100
British Pound	86.2125	87.1700
Canadian Dollar	40.9200	41.5400
Danish Krone	7.7775	7.8975
Euro	57.9725	58.6150
Hong Kong Dollar	5.8825	5.9725
Japanese Yen	38.8700	39.4600
New Zealand Dollar	30.2425	30.7025
Singapore Dollar	28.9425	29.3825
Swedish Krona	6.3200	6.4175
Swiss Franc	36.4850	37.0400
UAE Dirham	12.4725	12.6625
US Dollar	45.9975	46.3450

(Source : The Economic Times, Kolkata dated 19th September, 2006)

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

Mandi Gobindgarh

Open Market Rates of Rerollables (September 02, 2006)

(Inclusive of Excise Duty) (Trade Terms 1% Cash Discount)

(Rate Rs. per Tonne)

Ingots		Blooms		Rej. Wheel (Big)		Rej. Wheel (Small)	
Arc/Ind. Furnaces		Above 251 mm Bloom (HC)	25,700/-	Cut Tyre (Big)	19,500/-	Cut Tyre (Small)	19,200/-
round quality (21x25)	21,850/-	Above 251 mm Bloom (MS)	25,700/-	Melting Scrap (F.O.R.)			
structural quality (28x30)	21,750/-	Bloom 160x250 mm (DSP)	25,900/-	Rolling Mill end	17,400/-	Good Godown	15,700/-
Low carbon (12x16)	22,400/-	130/135/140 mm (Tisco) MS	-	Godown Scrap	15,400/-	Turning	15,400/-
Semi-low carbon (16x20)	21,800/-	150x150 mm Concast (DSP)	29,200/-	Tin Tapper	13,900/-	Sponge Iron	14,200/-
5x6 girder quality (28x30)	21,750/-	150x150 mm MS (SAIL)	29,200/-	Pig Iron (F.O.R.)			
Runners/Risers	20,100/-	Bloom Cut into pcs. (MS)	26,800/-	Foundry Grade	20,600/-	Steel Grade	18,100/-
Bones/Clean	19,200/-	Bloom Cut into pcs. (Medium)	23,700/-	C.I. Turning	14,000/-	Degi Scrap	18,000/-
Billets & Squares		Bloom Cut into (Patra Pass)	24,700/-	Deg Casting	24,000/-	Ingot Moulds (Old)	17,500/-
50x50x63x63x65x65 mm MS	-	Slabs		Ingot Moulds (New)	23,500/-	Cut Ingot Moulds	17,700/-
75x75x80x80x90x90 mm MS	22,400/-	Durgapur Slabs 14"x3"	-				
100x100 mm MS	22,400/-	Durgapur Slabs	23,000/-				
125x125 mm MS	-	Bokaro Slab Heavy	22,500/-				
100x100 mm Concast-Billets	22,500/-	Tata Concast Slab (Heavy)	22,500/-				
100x100 Concast-SAIL DSP	22,400/-	Skelp Tisco	-				
H.C. Billet SAIL 150x150 mm	-	Rails					
H.C. Billets-Tisco 75x75 mm	-	Untested Rail - 75 lbs.	19,900/-				
		Untested Rail - 90 lbs.	19,900/-				
		Untested Rail - 105 lbs.	19,900/-				

Open Market Rates of Finished Goods (September 02, 2006)

(Inclusive of Excise Duty) (Trade Terms 1% Cash Discount)

(Rate Rs. per Qntl.)

M. S. Rounds	4 mm	5 mm	6 mm	8 mm	10 mm	12 mm	16/20 mm	22/25 mm	
Mild	2410/-	2310/-	2230/-	2290/-	2360/-	2500/-	2500/-	2460/-	
Medium-Semi	-	-	-	-	2420/-	2480/-	-	-	
Zindi Pass (Drawing)	-	-	-	2500/-	2500/-	2500/-	2500/-	2470/-	
Above rates of 6 mm rounds are of length up to 14' Above 18' = 2230/-									
Heavy Rounds	28 to 53 mm	63 to 100 mm	110 to 125 mm	140 to 150 mm	165 mm	180 mm	200 mm		
Mild	2460/-	2550/-	2640/-	2700/-	2800/-	2800/-	2840/-		
M. S. Squares	4 mm	5 mm	6 mm	8 mm	10 mm	12 mm	16/20 mm	22/25 mm	
Mild	2410/-	2300/-	2230/-	2240/-	2320/-	2480/-	2480/-	2460/-	
M. S. Angles	20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	90 mm	100 mm
3 mm	2580/-	2500/-	2500/-	2500/-	2530/-	2550/-	-	-	-
5 mm	-	2500/-	2500/-	2490/-	2480/-	2490/-	2490/-	2560/-	2610/-
6 mm	-	2500/-	2500/-	2490/-	2480/-	2490/-	2490/-	2560/-	2610/-
M. S. Flats	20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	100 mm	
3 mm	2300/-	2320/-	2340/-	2350/-	2370/-	2600/-	2600/-	2680/-	
5 mm	2340/-	2500/-	2500/-	2490/-	2480/-	2480/-	2480/-	2480/-	
6 mm	2340/-	2490/-	2490/-	2460/-	2460/-	2460/-	2460/-	2470/-	
8 mm	2340/-	2490/-	2490/-	2460/-	2460/-	2460/-	2460/-	2470/-	
10 mm	-	-	2490/-	2460/-	2460/-	2460/-	2460/-	2470/-	
12/25 mm	-	-	2490/-	2460/-	2460/-	2460/-	2460/-	2470/-	
18/19 Gauge	2540/-	2540/-	2550/-	2560/-	2590/-	2670/-	2670/-	2670/-	

[Prices at other stockyards may vary]

[Source : Steel Town (Weekly), September 02, 2006]

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