

Council's Activities



## INDIA ENGINEERING MEET & EXHIBITION

(22nd to 25th January, 2007)

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

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

### Venue

India Expo Centre, New Delhi  
Greater Noida Expressway

**This is an unique opportunity to showcase India's Engineering Capabilities**

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

### Participation Fee

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

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

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

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

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

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

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

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

**Shri C. S. Shukla**

*Executive Director*

**Engineering Export Promotion Council**

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

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

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

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

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

## INDIA ENGINEERING MEET & EXHIBITION

(22nd to 25th January, 2007)

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

### India’s Engineering Exports

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

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

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

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

### India Engineering Meet and Exhibition

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

### Buyer Seller Meets

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

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

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

## Exhibition

The Council has booked 5400 sq. mtrs. space for organizing the Exhibition in Hall No. 5 of India Expo Centre. The participation will be limited to 300 Indian companies only. The exhibitors will have the opportunity to :

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

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

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

## Seminars

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

## Thrust Products for India Engineering Meet & Exhibition

### A. Capital Goods

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

### B. Primary Iron & Steel and related items

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

### C. Non-Ferrous Metals & Products

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

### D. Consumer Durables

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

### E. Other Engineering Products



### Exhibition Venue

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

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

### Dates & Duration

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

### Participation Charges

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

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

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

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

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

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

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

### Payment and Cancellation

- Amount payable at the time of booking Rs. 50,000/- (Fifty Thousand only).
- 50% cancellation charge applicable if reservation is cancelled before 31st October, 2006. Any cancellation after this date would result in 100% forfeiture of the paid amount.
- The balance payments have to be paid by 15th December, 2006.

### Selection Criteria for Indian Participating Company

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

### Selection Criteria for Overseas Buyers

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

### Publicity

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

Please send the Application Form duly filled in to :

**Shri C. S. Shukla**

*Executive Director*

**Engineering Export Promotion Council**

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

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

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E-mail : eepcto@eepc.gov.in

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

## Application Form

### INDIA ENGINEERING MEET AND EXHIBITION

(22nd to 25th January, 2007)

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

**Signature with Office Seal**

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

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