

IEWO

ENGINEERING EXPORT

BULLETIN



EEPC INDIA



WEEKLY CIRCULATION

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JULY 26, 2006

Highlights

India Pavilion at SAITEX 2006, Johannesburg

EEPC is inviting participation for India Pavilion at SAITEX 2006 organised by ITPO. Members are requested to enlist their participation within 16th August, 2006.

India Engineering Center (IEC), Johannesburg

India Engineering Center (IEC), Johannesburg, South Africa is opening on 9.10.2006. IEC is aimed at providing warehousing, showcasing and distribution of products. Members willing to avail of this facility may contact Council's offices immediately.

Trade Delegation to Czech Republic, Hungary & Poland

EEPC is organising a Multi-Products Trade Delegation to Czech Republic, Hungary and Poland from 19th to 27th September, 2006. Members are requested to enlist their participation within 31st July, 2006.

Trade Delegation to Mozambique, South Africa, Botswana & Namibia

EEPC is organising a Multi-Products Trade Delegation to Mozambique, South Africa, Botswana and Namibia from 5th to 14th October, 2006. Members are requested to enlist their participation within 18th August, 2006.



A group of women entrepreneurs in an Export Awareness Interactive Meet, recently organised by EEPC Sub-Regional Office in Bangalore.

Contents

| | |
|---|----|
| Chairman's Pen | 3 |
| OVERSEAS SECTION | |
| • Overseas Market Information | |
| – Council's Activities | |
| – India Pavilion at SAITEX 2006 | 4 |
| – India Engineering Center, Johannesburg | 6 |
| – Multi-Products Trade Delegation to Czech Republic, Hungary and Poland | 9 |
| – Buyer Seller Meet in Mexico | 10 |
| – Trade Delegation to Mozambique, South Africa, Botswana & Namibia | 11 |
| – Destination North America | 14 |
| • Global Business Opportunities | |
| – Tender Information | 16 |
| – Trade Enquiries | 19 |
| – Exhibitions and Trade Fairs | 20 |
| DOMESTIC SECTION | |
| • Public Notice | 21 |
| • Export Finance & Forex News and Forex Rates | 24 |
| • Steel Prices | 25 |
| • Revised MDA Scheme w.e.f. 01.04.2006 | 26 |



Visit our Website at www.eepcindia.org
Visit our IEC, Chicago Website at www.indiaengineeringchicago.com



EEPC INDIA

Engineering Export Promotion Council

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Chairman's Pen



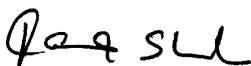
My dear fellow exporters,

We have taken up the issue of Service Tax on Inland Haulage and Terminal Handling Charges overseas with the Ministry of Commerce. In a communication to Shri Kamal Nath, Hon'ble Minister of Commerce & Industry we have noted that levying of such taxes is counter productive to the efforts of making our products price competitive in the international market. We have also mentioned that levy of Service Tax including Education Cess on such services is not logically acceptable as it contravenes Government's stand that taxes and duties are not to be exported.

The Government, through a written communication has instructed all agencies including private concerns to take the approval of the Ministry of External Affairs before inviting any foreign delegation – whether political of business – to the country. Government or private organizations have also been advised against directly entertaining any invitation for sending delegations to a foreign country. The decision may have a long term implications on the entire exporting community in its efforts to enhance interaction with foreign buyers and explore new markets. Your Council is making suitable representation to resolve this issue.

India's merchandise exports in June have registered a growth of over 25% to US\$ 9.96 billion. In keeping with the export trends, the commerce and industry ministry has upped its estimate of exports in the current fiscal to US\$ 126 billion from US\$ 120 billion set in April this year. Shri Kamal Nath, Hon'ble Minister of Commerce & Industry has expressed confidence in achieving this figure, representing doubling of exports within just three years. This reflects the growing competitiveness of Indian enterprises, especially manufacturing which accounts for 75% of the exports, added. According to the Ministry, engineering products have made substantial contribution in this export growth and I hope that all the engineering products exporters will contribute once again to reach newer heights.

Yours sincerely,


(RAKESH SHAH)



EEPC Invites Participation for India Pavilion at SAITEX 2006 Johannesburg, South Africa (10 - 13 October, 2006)

South African International Trade Exhibition (SAITEX), is one of the biggest and prestigious International Exhibition of Africa region. The 14th SAITEX is scheduled to be held from 10th to 13th October, 2006 at Johannesburg. SAITEX is co-located with Manufacturing South Africa Exhibition (MANSA), which will be focusing on the industrial, engineering and manufacturing sector. This year INDIA has been accorded "Partner Country" status.

SAITEX 2006 provides an ideal platform with unmatched opportunities to :

- Showcase latest products and services
- Launch new products and services
- Explore trade opportunities
- Develop import/export markets
- Forge international alliances and strategic partnerships.

The export of engineering goods from India to South Africa has reached a level of US\$ 477.82 Million in 2005-06 against a value of US\$ 254.83 Million during 2003-04 thereby registering a growth of 88%. The last three years trend indicates a continuous growth of above 65%. This shows that the Indian engineering goods are regularly finding a favourable place in South African market.

Engineering Export Promotion Council (EEPC) is inviting participation for India Pavilion at SAITEX 2006 organised by India Trade Promotion Organization which would provide an excellent opportunity for new business relationships with customers from all over the world.

Focus Products

The following Indian engineering thrust products may be displayed at SAITEX :

- Primary Iron and Steel Products
- Electric Power Equipments and Parts
- Hand Tools, Power Tools & Cutting Tools
- Machine Tools
- S. S. Utensils

- Scientific & Surgical Instruments
- Builders Hardware
- Electrical Appliances
- Bearings
- Tractors & Agricultural Equipments
- Steel Pipes & Tubes
- I. C. Engines & Parts
- Textiles & Construction Machinery and Equipments
- Other Industrial Machinery having individual functions

Venue

Gallagher Estate, Richards Drive, Midrand, Gauteng, Republic of South Africa.

Date & Time

10th to 13th October, 2006
Tuesday to Friday 10.00 hrs. to 18.00 hrs.

Participation Charges

Built-up Booths of minimum 9 sq. mtrs.
Rs. 11,700/- per sq. mtr. for one side open booth.
Rs. 11,700/- + 10% per sq. mtr. for two sides open booth.
Rs. 11,700/- + 20% per sq. mtr. for three sides open booth.

Display Booth

The display booth of 9 sq. mtrs. will consist of following furniture/facilities :

- Fascia
- Spotlights
- 3 Chairs
- 1 Waste paper basket
- Carpet
- Plug point
- 1 Table

Mode of Payment

Full payment is to be made **along with the Application Form latest by 16th August, 2006** by **Demand Draft** drawn in favour of "Engineering Export Promotion Council", payable at New Delhi.

Payment and Cancellation

- Reservation requests will be considered only after receiving 100% payment.

- 50% cancellation charge applicable if reservation is cancelled before 15th September, 2006. Any cancellation after this date would result in 100% forfeiture.
- Acceptance of Application and allocation of space will be at the sole discretion of the Council.

Selection Criteria

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, annual export, and exports to African countries.

MDA Entitlements

Participants are entitled for **MDA grant** under **Focus Africa** programme of Ministry of Commerce & Industry, Government of India as per their revised guidelines with effect from 1st April, 2006. Participants will be eligible to avail benefits up to 1,50,000/- towards space rent and Economy excursion class air fare.

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

Submission of Application

Interested firms may please send their Applications (as per enclosed format) duly filled in and signed, along with payment **latest by 16th August, 2006** to :

Shri C. S. Shukla

Executive Director

Engineering Export Promotion Council
Vandhna (4th Floor)

11, Tolstoy Marg, New Delhi 110 001

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

Fax : 91-11-23310920

E-mail : eepcto@eepc.gov.in

Application Form
INDIA PAVILION at SAITEX 2006
Johannesburg, South Africa
(10 - 13 October, 2006)

| | | | | |
|--|---|--|--|---------------------------------------|
| Name of the Company | : | | | |
| Total Space required (sq. mtrs.) | : | | | |
| 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 |
| Total Annual Export (in Million US\$) | : | <u>2003-2004</u> | <u>2004-2005</u> | <u>2005-2006</u> |
| Total Export to 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) | : | | | |
| 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.



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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 31st August, 2006**.

For further details, please contact :

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Executive Director
Engineering Export Promotion Council
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 New Delhi 110 001
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 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.

Multi-Product Trade Delegation to Czech Republic, Hungary and Poland

(19 - 27 September, 2006)

The Council is pleased to inform that a **Multi-Products Trade Delegation** will be fielded to Central European countries such as **Czech Republic, Hungary and Poland** during **19th to 27th September, 2006**.

There is a prevailing degree openness among Central European countries to consider options other than China. This offers opportunities for Indian manufacturers to capitalize. The manufacturing cost in these countries have also been increasing which has lead to outsourcing of various manufactured parts and are under pressure to reduce their production costs because of their export dependent economies. Considering the size of world import market, associated growth rate, our current market and primary survey findings, potential exists in these countries for the engineering goods for a significantly higher growth rate, the Council has selected these countries as Thrust Markets for Indian engineering items. Based on this concept, the Council is fielding the Multi-Products Trade Delegation to these countries.

India's export of engineering goods to Czech Republic, Poland and Hungary have registered a remarkable growth during 2004-05 comparing to 2003-04 and in case of Czech Republic and Poland during 2005-06 comparing to 2004-05.

| | 2003-04 | 2004-05 | 2005-06 |
|-----------------------|--------------------------------|---------|---------|
| | <i>(value in Million US\$)</i> | | |
| Czech Republic | 17.47 | 25.02 | 42.25 |
| Poland | 24.59 | 38.25 | 52.18 |
| Hungary | 28.01 | 46.87 | 25.56 |

Product Sectors Identified

- ◆ Ferrous and non-ferrous castings
- ◆ Forgings, pressed parts
- ◆ Auto components i.e. plain and antifriction bearings and their accessories, components for gears, mechanical gearboxes, clutches, brakes and brake systems etc.
- ◆ Hand tools
- ◆ Industrial fasteners
- ◆ Pneumatic and hydraulic tools
- ◆ Internal combustion engines, components and accessories
- ◆ Power switching devices, transformers, electric motors

- ◆ Machine tools
- ◆ Machines and equipment for mining, mining equipment for underground mines
- ◆ Products of wire like wire nettings, steel ropes, wire nets, welded mesh/nets, bent components of wire, steel structures etc.
- ◆ Hot rolled steel, steel sheets, steel pipes, tubes, elbows, closed sections, seamless steel tubes and pipes, forged steel etc.

Hotel Accommodation

All participants will be booked in the same hotel for convenience. Hotel charges will have to be borne individually.

Registration and Participation Charges

Rs. 30,000/- per participant will be charged to partially cover the expenses on providing following facilities to the participants :

- ◆ Airport transfers
- ◆ Venue cost for business meetings at each location
- ◆ Preparing database for marketing purpose
- ◆ Mobilisation of buyers
- ◆ Printing of delegates profile booklet for distribution among the Buyers, Chambers of Commerce, Trade Associations, Embassies etc.

Selection Criteria

In view of limitations on number of participants (10 only), selection of participants will be done strictly on first-come-first serve basis.

Cancellation of Participation

Any request for cancellation after confirmation will not be entertained and will amount to forfeiture of the payment made to the Council on account of participation charges.

The **Registration Form** may be completed and returned along with a **Demand Draft for Rs. 30,000/-** in favour of "**Engineering Export Promotion Council**" payable at **Chennai** latest by **31st July, 2006** to :

Shri M. Ganesan

Regional Director

Engineering Export Promotion Council

Greams Dugar (3rd Floor)

149, Greams Road, Chennai 600 006

Tel. : 044-28295501/02

Fax : 044-28290495

E-mail : eepcchen@md4.vsnl.net.in

Registration Form can be obtained from EEPC Website at www.eepcindia.org

Buyer Seller Meet in Mexico (along with EXPOVALL, Mexico - 2006) (13th November to 17th November, 2006)

EEPC is pleased to announce that a Buyer Seller Meet will be held in Mexico from 13th November to 17th November, 2006 under the Focus LAC Programme of the Government of India.

About FOCUS-LAC

Engineering exports from India to Latin American Region have increased from US\$ 91 million in 1995-96 to US\$ 572 million in 2005-06 thereby showing a growth of 528% in a decade. This clearly indicates the achievement of objectives set under the integrated programme 'Focus LAC' launched by the Government of India in 1997 in which eight countries i.e. Argentina, Brazil, Chile, Colombia, Mexico, Peru, Trinidad & Tobago and Venezuela were given added emphasis.

List of Product Sectors for BSM

Major product groups having potential for export to Mexico in particular and Latin America in general are as under :

- ◆ Auto Parts
- ◆ Bicycle & Parts
- ◆ Bright Bars
- ◆ Chemical and Pharmaceutical Plant & Machinery
- ◆ Compressors
- ◆ I. C. Engines & Diesel Engines
- ◆ Electric Power Equipment & Parts
- ◆ Electrical Appliances
- ◆ Hand, Small & Cutting Tools
- ◆ Industrial Machinery
- ◆ Machine Tools
- ◆ Scientific & Surgical Instruments
- ◆ Sewing Machine & Parts
- ◆ S. S. Utensils
- ◆ Steel & Steel based Products
- ◆ Textile & Jute Mill Machinery
- ◆ Tractors & Agricultural Equipment
- ◆ Two/Three Wheelers

About Mexico

Mexican Economy is one of the largest in Latin America with a GDP of over US\$ 625 billion. It is a major market with a population of over 100 million and a per capita income of around US\$ 6200. In spite of the recent economic slowdown because of

the economic downturn in the United States, the Mexican economy has maintained stable fundamentals without any crisis of confidence. In terms of trade, Mexico is a Latin American giant. Mexico has also a unique network of free trade agreements (FTAs); it is part of the world's largest economic area North American Free Trade Agreement (NAFTA) and has an FTA with the European Union, the second largest economic and trading entity. The trend over time in the India's Engineering Export to Mexico are given below :

(India's Engg. Exports to Mexico)

| Year | Value in Million US\$ |
|---------|-----------------------|
| 2003-04 | 54.53 |
| 2004-05 | 148.62 |
| 2005-06 | 161.10 |

Mexico has emerged as an important place for India in the Latin American region for enhanced economic and trade linkages. The Council had organized India Engineering Exhibition (INDEE) in October 2005, which facilitated the Indian Engineering Exports further in the Mexican marketplace.

Date & Duration

13 – 17 November, 2006 (5 days)

Venue :

Mexico City : 13th and 14th November, 2006

Morelia : 15th and 16th November, 2006
(*State of Michoacan*)

Monterrey : 17th November, 2006

Expovall - 2006

The BSM delegation participants will be given an opportunity to participate in the **EXPOVALL 2006** - Entrepreneurial Exposition of the state of Michoacan organized from 14th to 19th November, 2006. Expovall 2006 has the mission to promote the entrepreneurial work of the state of Michoacan and will provide a unique opportunity to interact with the business community of the State of Michoacan. This exposition for multiple sectors is the place where companies of diverse branches

of economy are together and is one of the perfect place for the business penetration in Mexican market. The Council will place an Indian Pavilion in this exposition from 14th to 19th November, 2006. The delegation will be participating in the specific BSM meets at Morelia on 15th and 16th November, 2006.

Hotel Accommodation

All participants will be booked in one hotel for convenience. Hotel charges will have to be borne individually. All delegates must reach Mexico City by Sunday, 12th November, 2006.

MDA Entitlement

Participants will be eligible to & fro air passage in economy excursion class up to Rs. 1,00,000/- only as per revised MDA guidelines. Only one person per company will be entitled.

Registration and Participation Charges

Rs. 35,000/- per participant will be charged to partially cover-up expenses on providing following facilities to the participants :

- Preparing database for marketing purpose.
- Refreshment and working lunch on the actual days of BSM.
- Mobilization of buyers in Mexico.
- Printing of delegates profile booklet for distribution amongst importers, Embassies, Chambers of Commerce, Trade Associations, etc.
- Conference kit for participants of BSM.
- Interpreters fee.

The **Registration Form** duly filled along with the Demand Draft for Rs. 35,000/- in favour of "**Engineering Export Promotion Council**" payable at New Delhi should be sent latest by **31st August, 2006** to –

Shri Rahul Kumar Singh

Deputy Director

Engineering Export Promotion Council

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

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

Fax : 91-11-23310920

E-mail: eepcto@eepc.gov.in

Registration Form can be obtained from EEPC Website at www.eepcindia.org

Multi-Product Trade Delegation to Mozambique, South Africa, Botswana and Namibia

(5 - 14 October, 2006)

The Council is pleased to inform that a Multi-Product Trade Delegation will be visiting Africa to the following countries South Africa, Mozambique, Botswana and Namibia during 5th October to 14th October, 2006.

India-Africa bilateral trade has grown from US\$ 967 million in 1990-91 to US\$ 11.8 billion in 2005-06. Exports and imports from Africa include a number of engineering items and there have been project exports as well. Though trade and investments with Africa have grown over the years, the potential to increase further trade is immense and it is in this perspective that the EEPC is taking a Multi-Product Delegation to Africa.

| | 2003-04 (US\$ mn) | 2004-05 (US\$ mn) | 2005-06 (US\$ mn) |
|---|----------------------|----------------------|----------------------|
| Indo-Africa Trade in All Commodities | 7063.76 | 9584.78 | 11843.01 |
| Indo-Africa Trade in Engineering Goods | 1273.25 | 2021.98 | 2692.37 |

Mozambique : A Land of Promise

Mozambique, due to fiscal reforms, including the introduction of a value-added tax and reform of the Customs service, have improved the government's revenue collection abilities. Indian exports of engineering goods to Mozambique has increased from US\$ 19.81 mn in 2003-04 to US\$ 31.98 mn in 2005-06. Product Sectors identified include Prime Iron & Steel, Pipes & Tubes, Agricultural Equipment, Pumps, Mechanical Handling Equipment, Auto Parts, Builders' Hardware.

South Africa : The Unexplored Potential

Presently, South Africa is the biggest market in Africa for Indian engineering goods and also holds immense potential for trade. Statistics show a staggering growth in export of engineering goods from India to South Africa during last three years. It has grown from US\$ 135.02 mn in 2003-04 to US\$ 496.48 mn in 2005-06. Product Sectors identified for Exports include Primary Iron & Steel Products, Passenger Cars, Automotives, Auto Parts, S. S. Utensils, Electric Transformers, Industrial Machinery, S. S. Wire & Wire Products, Electric Motors, Builders' Hardware, Home Electric Appliances, Bearings, Industrial Fasteners, Scientific & Surgical Instruments, I. C. Engines & Parts, Hand Tools, Wire Ropes, Pipes & Pipe Fittings.

Botswana : Rapid Strides in Development

Botswana is another country in the neighbourhood of South Africa which is fast developing and offer good potential. 74% of the imports of Botswana is from SACU countries with South Africa holding the largest share. Value of engineering goods exported from India to Botswana has increased from US\$ 2.57 mn in 2003-04 to US\$ 6.78 mn in 2005-06. Based on total import of Botswana following product sectors offer good potential : Product Sectors identified for exports include Prime Iron & Steel, Pipes & Tubes, Industrial Fasteners, Machine Tools, I. C. Engines, Industrial Machinery, Heating & Cooling Equipment, Pumps & Parts, Mechanical Handling Equipment, Electric Power Machinery, Electric Home Appliances, Auto Parts, Builders' Hardware.

Namibia : Blessed with Natural Bounty

Namibia is a country of great promise. The economy is heavily dependent on the extraction and processing of minerals for export. Presently, India exports engineering items worth US\$ 6.55 mn. Product Sectors identified include Prime Iron & Steel, Pipes & Tubes, Industrial Fasteners, Machine Tools, I. C. Engines & Parts, Industrial Machinery (Small Scale), Heating & Cooling Equipment, Pumps, Builders' Hardware, Electric Power Machinery, Home Appliances, S. S. Utensils and Cutlery, Auto Parts.

List of Product Sectors for BSMs

- Primary Iron & Steel Products
- Auto Parts
- S. S. Utensils and Cutlery
- Electric Power Machinery
- Electric Home Appliances
- Industrial Fasteners
- I. C. Engines & Parts
- Hand Tools
- Pipes, Tubes & Fittings
- Machine Tools
- Pumps and Parts
- Mechanical Handling Equipment (Cranes, Lifts, Winches & other Machinery used in Mining)
- Agricultural Implements/Tools



EEPC INDIA



Date and Duration :

| | |
|-----------------------------|--|
| Mozambique (Maputo) | 5th and 6th October, 2006 |
| South Africa (Johannesburg) | 7th to 10th October, 2006 (includes Saturday and Sunday) |
| South Africa (Durban) | 11th October, 2006 |
| Botswana (Gaborone) | 12th October, 2006 |
| Namibia (Windhoek) | 13 and 14th October, 2006 |

Hotel Accommodation/Travel Costs

All participants will be booked in the same hotel for convenience. Hotel charges will have to be borne individually, including Ticketing, Visa Fees etc. The Council will suitably recommend for obtaining desired Visas.

Registration and Participation Charges

Rs. 40,000/- per participant will be charged to partially cover the expenses on providing following facilities to the participants :

- Airport Transfer
- Local Transport for joint meeting and BSM
- Venue Expenses, Working Lunch Expenses on the day of BSM
- Interpreter expenses (if required)
- Preparing database for marketing purpose
- Mobilisation of buyers in Africa
- Printing of delegates profile booklet for distribution among the Buyers, Chamber of Commerce, Trade Associations, Embassies.

Other individual expenses like hotel charges, food expenses (other than the one lunch provided by the Council at each centre on the day of BSM), transport charges for factory visits (if delegate arranges) will have to be borne by the delegates.

MDA Entitlement

Participants will be eligible to & fro air passage in economy excursion class up to Rs. 70,000/- only as per revised MDA guidelines. Only one person per company will be entitled.

Selection Criteria

In view of limitations on number of participants (15 only) selection of participants will be done strictly on first-come-first served basis.

Cancellation of Participation

Any request for cancellation after confirmation will not be entertained and will amount to forfeiture of the payment made to the Council on account of participation charges.

The **Registration Form** duly filled along with the **Demand Draft for Rs. 40,000/-** in favour of “**Engineering Export Promotion Council**” payable at **Kolkata** should be sent latest by **18th August, 2006** to enable us to organize Buyer Seller Meets according to the profile of participants.

Ms. Anima Pandey

Deputy Director

Engineering Export Promotion Council

Vanijya Bhavan (2nd Floor)

International Trade Facilitation Centre

1/1, Wood Street

Kolkata-700 016

Tel. : 91-33-22890673/74

Fax : 91-33-22890687

E-mail : eepcrokol@vsnl.net

Registration Form

**Multi-Product Trade Delegation to Mozambique, South Africa, Botswana and Namibia
(5 - 14 October, 2006)**

| | | | | |
|---|---|--|--|---------------------------------------|
| Name of the Company (in block letters) | : | | | |
| Postal Address (in block letters) | : | | | |
| Phone (with area code) | : | | | |
| Fax (with area code) | : | | | |
| E-mail | : | | | |
| Website | : | | | |
| Name & Designation of the Delegate | : | | | |
| Items Manufactured/Exported | : | | | |
| Total Annual Export (in Million US\$) | : | <u>2003-2004</u> | <u>2004-2005</u> | <u>2005-2006</u> |
| Total Export to Africa (in Million US\$) | : | <u>2003-2004</u> | <u>2004-2005</u> | <u>2005-2006</u> |
| Countries of Export | : | | | |
| Accreditation to International Standards (like QS, ISO etc.) | : | | | |
| Nature of Business (Please tick) | : | <input type="checkbox"/> Manufacturer/Exporter | <input type="checkbox"/> Merchant Exporter | <input type="checkbox"/> Export House |
| Areas of specific interest for this BSM | : | | | |
| Photographs enclosed (two copies) [Please tick] | : | Yes <input type="checkbox"/> | No <input type="checkbox"/> | |

Demand Draft No. Dated For Rs. 40,000/- payable to Engineering Export Promotion Council, Kolkata towards participation charges is enclosed.

Signature with office seal :

Date :

Name :

Place :

Designation :

DESTINATION NORTH AMERICA

**USA CONTINUES TO BE OUR BIGGEST TRADING PARTNER AND
EEPCs THRUST IN THIS VAST MARKET WILL CONTINUE**

MULTIPLY YOUR BUSINESS

THROUGH

INDIA ENGINEERING CENTER, CHICAGO

YOUR ADDRESS IN THE UNITED STATES OF AMERICA

- Engineering exports to USA is growing every year due to immense opportunities and endless demand.
- Two-way trade between India and the United States is estimated at US\$ 25 billion in 2005-06 and engineering export is poised to register US\$ 2720 billion.

EEPC is pleased to announce participation in the following exhibitions in USA & Canada in 2006-07 :

| <i>Sl. No.</i> | <i>Name of the Exhibition</i> | <i>Date/Venue/Website/Booth Cost</i> | <i>Sector</i> |
|----------------|--|---|--|
| 1. | IMTS 2006 International Exhibition for Processing Technology | September 6 - 13, 2006 Chicago, IL, USA www.imts.com Space Cost US\$ 2800 per 100 sq. ft. Booth Construction Cost US\$ 800* | Machine Tools - all types, Abrasives, Bearings, Pulley, Clutch, Gears, Hand & Cutting Tools, Hacksaws, Taps/ Dies etc. |
| 2. | Canadian Manufacturing Week | September 26 - 28, 2006 Mississauga, Toronto Canada www.cmwshow.ca Space Cost Can\$ 2225 per 100 sq. ft. Booth Construction Cost Can\$ 1500* | Metal Fabrication, Mining, Construction, Agriculture, Auto Parts, Machinery, Steel, Transportation, Processing, etc. |
| 3. | AAPEX 2006 Automotive Aftermarket Products Expo | October 31 - November 02, 2006 Las Vegas, USA www.aapexshow.com Space Cost US\$ 2995 per 100 sq. ft. Booth Construction Cost US\$ 1500* | Auto Parts and Components for the aftermarket. |
| 4. | FENCETECH 2007 | January 31 - February 02, 2007 Orange County Convention Centre Orlando, FL, USA www.americanfenceassociation.com www.FENCETECH.com Space Cost US\$ 2150 per 100 sq. ft. Booth Construction Cost US\$ 1000* | Home/Farm/Ranch Fence Products, Steel Poles, Clamps, Fasteners, Chains, Chain Links, Gate Rods, Truss Rods, Railings, Architectural & Ornamental Fence and Fittings etc. |
| 5. | World Ag Expo | February 13 - 15, 2007 California, USA www.farmshow.org Space Cost US\$ 1320 per 100 sq. ft. Booth Construction Cost US\$ 750* | Farm Machinery, Implements & Parts, Cutters, Clippers, Blades, Bins, Material Handling, Gates, Fencing Materials, Auto Parts, Earthmoving etc. |

| Sl. No. | Name of the Exhibition | Date/Venue/Website/Booth Cost | Sector |
|---------|---|--|--|
| 6. | METALFAB Convention & Tradeshow 2007 – Fair for Metalworking | February 28 - March 03, 2007 Destin, FL, USA www.nomma.org Space Cost US\$ 750 per Table Registration per delegate US\$ 450 | Aluminium Castings, Ornamental Iron Castings and Forgings, Railings, Architectural Metal Work Fabrication, Wrought Iron Products, Iron & Steel Gate, Stairways, etc. |
| 7. | HIS – International Home & Housewares Show | March 11 - 13, 2007 Chicago, IL, USA www.nhma.com www.housewares.org Space Cost US\$ 1600 per 100 sq. ft. Booth Construction Cost US\$ 2400* | S. S. Utensils & Kitchenware. |

**Booth Construction Costs are estimated values.*

Registration & Participation

- IEC Chicago participants will be eligible for 40% subsidy on booth cost for every exhibition.
- MDA under General Area category, as per Government guidelines, will be eligible to Council's members OR actuals - whichever is lower.
- Three (3) constructed booths have been booked in the exhibitions mentioned above, hence we can accept only three members in each exhibition. Please rush your entry.
- Registration Form may be completed and returned along with advance payment.
- Participation will be on first-come-first-served basis with 100% advance payment for the booth.

Visa

The Council will suitably recommend to the Embassy of USA and Canada in India for issuance of Visa, but will not be responsible in case of denial of Visa. Members may depute their company executive(s) holding a valid Visa.

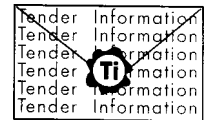
Cancellation of Participation

Any request for cancellation after confirmation will not be entertained.

Contact Address :

Shri Rahul Kumar Singh
Deputy 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
rahulsingh@eepc.gov.in

Tender Information



Tanzania

(EEPC Ref. No. DB-1514)

Project : Marine and Coastal Environmental Management Project
 Credit No. 4106-TA; Grant No. TF055580-TA;
 Project ID No. P082492
 Credit from IDA

Notice No. : **WB2315-683/06**

Issued by : The Secretary Ministerial Tender Board
 PO Box 9372
 Dar-es-Salaam, Tanzania
 Attn. : Mr. E. S. Mziray
 Tel. : (255-22) 212-3360, (255-784) 490-049
 E-mail : yhija@yahoo.com

For : Supply of Motor Vehicles :
 - Item 1 : Motor vehicle standard station wagon (4)
 - Item 2 : Motor vehicle pick up double cabin 4WD (1)

Tender cost : TAS 50,000 or US\$ 50 (Non-refundable)

Bid security : US\$ 5,000 in freely convertible currency or its equivalent in Tanzania Shillings.

Bid deadline : **24.08.2006**

(Source : UN Development Business Website)

Armenia

(EEPC Ref. No. DB-1515)

Project : Municipal Water and Wastewater Project
 Loan No. 3893-AM; Q2870;
 Project ID No. P063398; Credit from IDA

Issued by : Armenia "Water and Sewerage CJSC"
 Room 600, 6th Floor, Vardanants Blind Alley 8
 375010 Yerevan, Armenia
 Attn. : Mr. Patrick Lorin
 General Director
 Mr. Alexander Margaryan
 Procurement Expert
 Tel. : (374-10) 532-876, 542-877
 Fax : (374-10) 545-617
 E-mail : sssama@web.am

Notice No. : **WB2167-682/06**

For : Procurement of Water Meters :
 - Item 1 : Water Meters (residential)
 Dn = 15 mm – 30,000
 - Item 2 : Water Meters (residential)
 Dn = 20 mm – 1,000

- Item 3 : Water Meters (domestic)

Dn = 30 mm – 300

- Item 4 : Water Meters (domestic)

Dn = 40 mm – 200

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

Bid security : Not less than US\$ 8,000 or an equivalent amount in a freely convertible currency.

Bid deadline : **11.08.2006**

Bangladesh

(EEPC Ref. No. DB-1516)

Project : Power Sector Development Technical Assistance Project
 Credit No. 3913-BD, Grant No. H092-BD
 Project ID No. P078707; Credit/Grant from IDA

Notice No. : **WB2353-683/06**

Issued by : Director General
 Power Cell, Power Division
 Ministry of Power, Energy and Mineral Resources
 Bidyut Bhaban, 10th Floor
 1, Abdul Gani Rd.
 Dhaka 1000, Bangladesh
 Tel. : (880-2) 955-1261/5962, 956-6099
 Fax : (880-2) 957-2097
 E-mail : dg@powercell.gov.bd

For : Supply and installation of Power System Metering Equipment on turnkey basis.

Tender cost : BDT 15,000 or US\$ 250 (Non-refundable)

Bid security : BDT 6 million or an equivalent amount in a freely convertible currency.

Bid deadline : **10.08.2006**

Iran

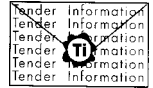
(EEPC Ref. No. DB-1518)

Project : Earthquake Emergency Recovery Project
 Loan No. 4697-IRN; Project ID No. P080802
 Loan from IBRD

Issued by : Project Management Unit (PMU)
 Natural Disaster Research Institute
 Bldg. No.1, Shabdiz St., Shahid Fayazi (Fereshteh) St.
 Vali-e-Asr Av., Tehran, Iran
 Attn. : Dr. Hamzeh Shakib
 Project Manager
 Tel. : (98-21) 2261-7053
 Tel/Fax : (98-21) 2200-7466
 E-mail : eerp_pmu@yahoo.com



EEPC INDIA



Notice No. : **WB2381-683/06**

For : Following Irrigation Equipment :
 - Lot 1 : Irrigation pipes
 - Lot 2 : Drippers for irrigation pipes
 - Lot 3 : Automatic valves for irrigation

Tender Cost : US\$ 50 or its equivalent in a freely convertible currency or Iranian rials 450,000 (Non-refundable)

Bid security : 2% of the bid price.

Bid deadline : **26.08.2006**

Mozambique

(EEPC Ref. No. DB-1519)

Project : Second National Water Development Project (NWDPII)
 Loan No. 3247-MOZ; Project ID No. P052240
 Credit from IDA

Issued by : Chief Executive Officer
 Rua General Pereira D'Eça, 241 R/C
 Maputo, Mozambique
 Tel. : (258-21) 491-529, 498-840, 498-815
 Fax : (258-21) 498-881
 E-mail : fipag@fipag.co.mz

Notice No. : **WB2254-683/06**

For : Supply of Vehicles and Motorcycles for Beira, Quelimane, Nampula and Pemba :
 - Lot 1 : Pickup 4 x 2 single cab (12)
 - Lot 2 : Motorcycle 50 cc (7)
 - Lot 3 : Small commercial vehicle - Panel Van (4)

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

Bid security : - Lot 1 : US\$ 6,600
 - Lot 2 : US\$ 500
 - Lot 3 : US\$ 1,900

Bid deadline : **15.08.2006**

Russian Federation

(EEPC Ref. No. DB-1520)

Project : Sustainable Forestry Pilot Project
 Project ID No. P053830

Issued by : Foundation for Enterprise Restructuring and Financial Institutes Development
 6, Novaya Perevedenovskaya St.
 105082 Moscow, Russian Federation
 Attn. : Mr. Valery Bondarenko
 Head, Contracts Department
 Tel. : (7-495) 221-7767
 Fax : (7-495) 221-7768
 E-mail : vbondarenko@fer.ru
 Website : http://www.fer.ru

Notice No. : **WB1936-681/06**

For : Supply of truck tractors with semi-trailers.

Tender Cost : RUR 3,400 (VAT is included) or US\$ 120 (VAT is included) (Non-refundable)

Bid security : Not less than US\$ 70,000 or an equivalent amount in a local currency or in a freely convertible currency.

Bid deadline : **10.08.2006**

(Source : UN Development Business Website)

Iran

Steel Bars

Issued by : Iranian Mines & Mineral Industries Commercial Company, Secretariat
 Ground Floor, 13 Tenth Alley
 Miremad Street, Motahari Avenue
 Tehran, Iran

Tender No. : **196**

For : Supply of 5,000 tonnes of prime steel deformed round bars. Details available on payment of IR 1 million to Account No. 0122118630, Bank Tejarat, Miremad branch, Code 039.

Closing date : **Not stated**

Kuwait

Ambulances

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

Tender No. : **S/MQA/32/2006/2007**

For : Supply of 50 ambulances for the Health Ministry.

Bid bond : 5% of tender price.
 Details on payment of KD 600

Closing date : **15.08.2006**

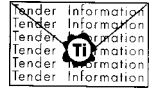
(Source : MEED, Vol. 50, No. 25 dated 23-29 June, 2006)

Kenya

Issued by : The Secretary
 Corporation Tender Committee
 Kenya Ports Authority
 P.O. Box 95246 - 80104
 Mombasa, Kenya

Tender No. : **KPA/043/2006/CT**

For : Supply of 2 Nos. Reachstakers.



EEPC INDIA

Tender cost : US\$ 100 (Non-refundable, inclusive of VAT)

Closing date : **24.08.2006**

Tender No. : KPA/046/2006/ME

For : Refurbishment of 5 Nos. Canron Portal Cranes.

Tender cost : US\$ 100 (Non-refundable, inclusive of VAT)

Closing date : **25.08.2006**

Tender No. : KPA/047/2006/TE

For : Supply of 20 Nos. Terminal Tractors.

Tender cost : US\$ 100 (Non-refundable, inclusive of VAT)

Closing date : **28.08.2006**

Detailed tender documents will be available from the Office of Procurement and supplies Manager, situated on the 4th Floor of Blaock 3 at the Kenya Ports Authority Headquarters, Kipevu, Mombasa, Kenya, from Monday to Friday (0800 hrs. to 1600 hrs.).

For further details, please visit at Kenya Ports Authority

Website : www.kpa.co.ke :

(Source : Direct from the party)

Kuwait

Issued by : Central Tender Committee

P.O. Box 1070

Safat 13011, Kuwait

Tel. : 2401200 (5 lines)

Telefax : 2416574

Tender No. : MQA/21/2006-2007

Requirements : Supply of flat winch vehicle.

Fee (KD) : 20.000

Initial Guarantee : 5% of offers value.

Closing date : **13.08.2006**

Tender No. : S/QMA/38/2006/2007

Requirements : Supply of (20 Nos.) Double cabin 8 cylinders pick up vehicle for rodents control project.

Fee (KD) : 50.000

Initial Guarantee : 5% of offers value.

Closing date : **13.08.2006**

For pre-qualified tenderers only

Tender No. : ME/EW/123/2005-2006

Requirements : Electrical extensions for Minor Works at First Geogrphical area of Farwaniya, Jahra & Capital Governorate.

Fee (KD) : 120.000

Initial Guarantee : KD 20,000 of offers value.

Closing date : **13.08.2006**

For further details please contact :

Shri Satish Sakleshpur

Attache (Commercial)

Embassy of India

P.O. Box 1450

Safat 13015

Kuwait

Tel. : 2530600/612/613

Fax : 2525811

E-mail : indecomk@qualitynet.net

(Source : Embassy of India, Safat)

Mauritius

Issued by : Administration Manager

Mauritius Ports Authority

H. Ramnarain Building

Mer Rouge, Port Louis

Republic of Mauritius

For : Preparation of a New Port Master Plan. Master Plan Study covering :

- Analysis of past traffic trends

- Analysis of the threats and opportunities facing the Mauritian economy and the port

- Preparation of the traffic forecasts

- Recommendations for future port infrastructure requirements

- Preparation of a land use plan

- Wave model studies

Eligible bidders are Consultancy Firms with experience in preparation of the above mentioned plans for at least 3 major ports undertaken on the last ten years.

Tender cost : MRs 3,000 or US\$ 100 (non-refundable)

Closing date : **30.08.2006** (not later than 13:30 hrs. local time)

For further details, please contact :

Shri Prashant Agrawal

First Secretary (Commerce)

High Commission of India

Port Louis

Mauritius

Tel. : 230 2083775/76

(Source : High Commission of India, Port Louis)

Trade Enquiries



Colombia

(Source : EEPC Chicago Office)

| <i>Name of the Company</i> | <i>Addresses</i> | <i>Contact Person/Tel./Fax/E-mail</i> | <i>Items interested</i> |
|----------------------------|---|--|---|
| Ayco Ltda. | P.O. Box 2224 Av. De las Américas No. 82- 47 Pereira Colombia – Suramérica | Attn. : Mr. Paula Andrea Velez Tel. : 57(6) 3373555 Fax : 57(6) 3370404 E-mail : motos2@ayco.com.co | The firm is a manufacturer of automobile spare parts. They are also selling local made and imported parts and accessories for vehicles, motorcycles and bicycles. Their present requirement is spare parts and body parts for Hyundai cars, specially Hyundai Santro. |

Malaysia

(Source : EEPC Singapore Office)

| | | | |
|-------------------------------------|---------------|---|--------------------------------------|
| Sato Trading Corpn (M) Sdn. Bhd. | West Malaysia | Attn. : Mr. Umah Tel. : 605-5064552/3 Fax : 605-5063564 E-mail : satomal0@streamyx.com | Brass items for electrical purposes. |
|-------------------------------------|---------------|---|--------------------------------------|

Singapore

(Source : EEPC Singapore Office)

| | | | |
|--------------------------|--|--|------------------------------|
| Jcees International Ltd. | 63 Hillview Avenue #08-06 Lam Soon Industrial Building Singapore 669569 | Attn. : Mr. Henry Soh Managing Director Tel. : 65-6314 2260/8609 Fax : 65-6314 8612 E-mail : fresing@starhub.net.sg | Bolts and nuts for tractors. |
| Toshiba | 152 Beach Road #16-00 Gateway East Singapore 189721 | Attn. : Mr. Takeshi Hiroshige General Manager International Procurement Office Tel. : 65-6299-4057 Fax : 65-6297-1078/5510 | Medical equipment. |

UK

(Source : Direct from the party)

| | | | |
|----------------------|--|--|--|
| Vox Displays Limited | 5-9, The Campsbourne London, N8 7PN UK | Attn. : Mr. Tanvir Hassan Project Manager Tel. : 020 83427300 Fax : 020 83427301 E-mail : tanvirh@voxdisplays.co.uk Website : www.voxdisplays.co.uk | Steel racks, wire baskets, other metal work as display stands using steel. |
|----------------------|--|--|--|

Trade enquiry received from Indian Mission overseas

Kenya

(Source : High Commission of India, Nairobi)

| <i>Name of the Company</i> | <i>Addresses</i> | <i>Contact Person/Tel./Fax/E-mail</i> | <i>Items interested</i> |
|----------------------------|--|---|---|
| Kenya Organics Ltd. | Railway Godowns, Shed 4P Haille Sellasie Ave., Nairobi Kenya | Attn. : Mr. Anthony Thairu Director Tel. : +254 20 247766 Fax : +254 20 218929 | The firm is interested in joint venture with Indian company in the field of fruit processing, with technical know-how, machinery and marketing of the products. |



Australia

(Source : Direct from the party)

M/s. Reliable Traders, 74 Hillcrest Road, Alexander Heights, W.A. 6064, Australia, Tel/Fax : 61-8-93432932, E-mail : businessguru@hotmail.com (Attn. : Mr. Balbir Rajput) are interested to import Cast Iron Parts for Windmills as per details given below :

| Sl. No. | Drawing No. | Weight (Ea) | Quantity (Annual Usage) | Sl. No. | Drawing No. | Weight (Ea) | Quantity (Annual Usage) |
|---------|-------------|-------------|-------------------------|---------|-------------|-------------|-------------------------|
| 1. | (10M01) | 55.0 Kg. | 60 | 6. | (10M08B) | 12.8 | 80 |
| 2. | (10M02) | 11.3 | 70 | 7. | (10M16) | 9.0 | 70 |
| 3. | (10M03) | 11.3 | 70 | 8. | (10M25A) | 2.3 | 80 |
| 4. | (10M04) | 8.0 | 80 | 9. | (10M30B) | 2.7 | 70 |
| 5. | (10M05) | 2.7 | 140 | | | | |

All dimensions are in mm.

(Drawings can be obtained from any of the EEPC offices in India).

Exhibitions and Trade Fairs



Indonesia

IPEX

Date : 6 – 9 September, 2006
 Venue : Jakarta International Expo
 Products Profile : Hospital equipment, laboratory equipment, pharmaceutical equipment, processing machinery, packaging machinery.

PRINT Indonesia

Date : 14 - 17 September, 2006
 Venue : Jakarta International Expo
 Products Profile : Printing machinery and equipment, digital printing machinery and equipment.
 Organiser : Krista Exhibitions
 Jl. Blandongan No. 28/g
 Jakarta 11220
 Indonesia
 Attn. : Mr. Daud D. Salim
 Director
 Tel. : 62-21-6345861/62
 Fax : 62-21-6340140/6342113
 E-mail : info@kristamedia.com

(Source : EEPC Singapore Office)

Thailand

TPE 2006

Thailand Pharmaceutical Exhibition

Date : 14th September, 2006
 Time : 08:00-18:00
 Venue : Swissotel, Le Concorde
 Ratchadapisek Road
 Bangkok, Thailand
 Exhibit profile : Packaging machine, clean-room and air system, laboratories equipment.
 Organiser : Thai-Mahal Advanced Technology Co. Ltd.
 9/75, 1st Floor, Moo 1 Soi. Supamong 3
 Srinakarln Road
 Nongbon Pravet
 Bangkok 10250
 Thailand
 Tel. : +66-2743-4856/7
 Fax : +66-2743-4867
 E-mail : Sanya_trnat@hotmail.com

(Source : Organiser)



All Industry Rates of Duty Drawback, 2006-07

The Ministry of Finance, Department of Revenue, Government of India has announced the revised **All Industry Rates of Duty Drawback, 2006-07** vide Notification No. 81/2006-Cus (NT) dated 13.7.2006. **These rates shall come into force with effect from 15.7.2006.** The Notification may be downloaded from EEPC Website : www.eepcindia.org or CBEC Website : www.cbec.gov.in and perused for details.

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

Notification No. 78/2006-Customs (N.T.)

Dated 4th July, 2006

S.O.(E) - In exercise of the powers conferred by clause (a) of sub-section (1) of section 7 of the Customs Act, 1962 (52 of 1962), the Central Board of Excise and Customs hereby makes the following further amendments in the Notification of the Government of India in the Ministry of Finance, Department of Revenue number S.O. 828 (E), dated 21st November, 1994, (No. 61/94-CUSTOMS (N.T.), dated the 21st November, 1994), namely :-

In the Table annexed to the said Notification, against serial No. 2, in column (3) after item (c) and the corresponding entries relating thereto in column (4), the following shall be inserted, namely :-

| | |
|--|---|
| “(d) Shamshabad (village) of Ranga Reddy District near Hyderabad | Unloading of imported goods and loading of export goods or any class of such goods .” |
|--|---|

Sd/-

(T. K. BANDOPADHYAY)

Under Secretary to the Government of India

[F. No. 481/43/2005-LC]

Note : The principal Notification No. 61/94-Customs (N.T.), dated the 21st November, 1994, number S.O. 828 (E), dated the 21st November, 1994, was last amended vide Notification No. 50/2006-Customs (N.T.), dated the 3rd May 2006, number S.O. No. 636 (E), dated the 3rd May, 2006.

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

Notification No. 20(RE-2006)/2004-2009

Dated 13th July, 2006

S.O.(E) In exercise of powers conferred by Section 5 of the Foreign Trade (Development & Regulation) Act, 1992 read with paragraph 1.3 and paragraph 3.7.8 of the Foreign Trade Policy, 2004-2009 (updated as on 31.03.2005), the Central Government hereby makes the following amendment in the Target Plus Scheme, for the exports effected during 01.04.2005 to 31.3.2006, of the Foreign Trade Policy 2004-2009, updated as on 31.03.2005, as amended from time to time :

The words ‘**Rs. 10 Crores**’ appearing in the Para 3.7.2 is replaced by ‘**Rs. 5 Crores**’.

This will take effect for exports from 01.04.2005.

Sd/-

(K. T. CHACKO)

Director General of Foreign Trade

(File No. 01/94/180/154/AM06/PC.I)

**Government of India
Ministry of Finance
Department of Revenue
New Delhi**

Notification No. 80/2006-Customs (N.T.)

Dated 13th July, 2006

G.S.R. 419 (E) In exercise of the powers conferred by Section 75 of the Customs Act, 1962 (52 of 1962) and section 37 of the Central Excise Act, 1944 (1 of 1944), the Central Government hereby makes the following rules further to amend the Customs and Central Excise Duties Drawback Rules, 1995(hereinafter referred to as the said rules), namely :-

1. (1) These rules may be called the Customs, Central Excise Duties and Service Tax Drawback (Amendment) Rules, 2006.

- (2) Save as expressly provided otherwise, these rules shall come into force on the date of their publication in the Official Gazette.
2. In the preamble to the said rules for the words, figures and brackets, “and Section 37 of the Central Excise Act, 1944 (1 of 1944)”, the sign, words, figures and brackets, “, section 37 of the Central Excise Act, 1944 (1 of 1944) and section 93A read with section 94 of the Finance Act, 1994 (32 of 1994)” shall be substituted.
3. In the said rules,-
- (1) in sub-rule (1) of rule 1 for the words and figures “Customs and Central Excise Duties Drawback Rules, 1995”, the words and figures “Customs, Central Excise Duties and Service Tax Drawback Rules, 1995” shall be substituted;
- (2) in rule 2,-
- (a) for clause (a) the following clause shall be substituted, namely :-
- “(a) “drawback” in relation to any goods manufactured in India and exported, means the rebate of duty or tax, as the case may be, chargeable on any imported materials or excisable materials used or taxable services used as input services in the manufacture of such goods;”;
- (b) after clause (d), the following clause shall be inserted, namely,-
- “(da) “input service” shall have the same meaning as is assigned to it in the CENVAT Credit Rules, 2004.”
- (3) in rule 3,-
- (a) in sub-rule (1),-
- (i) in clause (b), the word “and” appearing at the end shall be omitted;
- (ii) after clause (b), the following clause shall be inserted, namely,-
- “(bb) the Finance Act, 1994 (32 of 1994), and the rules made thereunder; and”;
- (iii) for the first proviso the following proviso shall be substituted, namely :-
- “Provided that where any goods are produced or manufactured from imported materials or excisable materials or by using any taxable services as input services, on some of which only the duty or tax chargeable thereon has been paid and not on the rest, or only a part of the duty or tax chargeable has been paid; or the duty or tax paid has been rebated or refunded in whole or in part or given as credit, under any of the provisions of the Customs Act, 1962 (52 of 1962) and the rules made thereunder, or of the Central Excise Act, 1944 (1 of 1944) and the rules made thereunder, or of the Finance Act, 1994 (32 of 1994) and the rules made thereunder, the drawback admissible on the said goods shall be reduced taking into account the lesser duty or tax paid or the rebate, refund or credit obtained.”;
- (iv) for the clause (ii) of the second proviso the following clause shall be substituted, namely :-
- “(ii) if the said goods are produced or manufactured, using imported materials or excisable materials or taxable services in respect of which duties or taxes have not been paid; or”;
- (b) in sub-rule (2), after clause (e), the following clause shall be inserted, namely :-
- “(ea) the average amount of tax paid on taxable services which are used as input services for the manufacturing or processing or for containing or packing the export goods.”
- (4) in rule 5, in sub-rule (2), after the words, “duty on inputs”, the words, “or tax on input services” shall be inserted.
- (5) in rule 6, -
- (a) in sub-rule (1), in clause (a),-
- (i) for the words “manufactures exporter”, the word “manufacturer” shall be substituted and shall be deemed to have been substituted with effect from 1st day of April, 2003;
- (ii) after the word “components” occurring before the words “are used”, the words “or inputs services”, and after the word “components” occurring before the proviso, the words “or the tax paid on input services” shall be inserted;
- (iii) in the proviso, for the words, “manufacturer exporter” at both the places, the word “manufacturer” shall be substituted and shall be deemed to have been substituted with effect from 1st day of April, 2003;
- (b) in sub-rule (2),-
- (i) in clause (a), for the words “an exporter”, the words “a manufacturer or exporter” shall be substituted and shall be deemed to have been substituted with effect from 1st day of April, 2003;
- (ii) in clause (b), for the words “manufacturer exporter” wherever they occur, the word “manufacturer” shall be substituted and shall be deemed to have been substituted with effect from 1st day of April, 2003;
- (6) in rule 7,-
- (a) in sub-rule (1),-
- (i) for the words “manufacturer exporter” wherever they occur, the word “manufacturer” shall be substituted and shall be deemed to have been

substituted with effect from 1st day of April, 2003;

(ii) for the words, “duties paid on the materials or components”, the words “duties or taxes paid on the materials or components or input services” shall be substituted;

(iii) for the words, “in which the materials or components are used in the production or manufacture of goods and the duties paid on such materials or components”, the words, “in which the materials or components or input services are used in the production or manufacture of goods and the duties or taxes paid on such materials or components or input services” shall be substituted;

(b) in sub-rule (3), for the word “exporter”, the words “manufacturer or exporter” shall be substituted and shall be deemed to have been substituted with effect from 1st day of April, 2003;

(7) in rule 9, for clause (a) the following clause shall be substituted, namely :-

“(a) determining the class or description of materials or components or input services used in the production or manufacture of goods or for determining the amount of duty or tax paid on such materials or components or input services, or”.

(8) in rule 12, in sub-rule (1), for sub-clause (ii) of clause (a) the following sub-clause shall be substituted, namely :-

“(ii) in respect of duties of Customs and Central Excise paid on the containers, packing materials and materials and the service tax paid on the input services used in the manufacture of the export goods on which drawback is being claimed, no separate claim for rebate of duty or service tax under the Central Excise Rules, 2002 or any other law has been or will be made to the Central Excise authorities :”

(9) in rule 13,-

(i) in sub-rule (2), in clause (iii) for the letters, figure and word “AR-4 Form” the letters and figure “ARE-1” shall be substituted;

(ii) after sub-rule (4), the following sub-rule shall be added, namely :-

“(5) Subject to the provisions of sub-rules (2), (3) and (4), where the exporter has exported the goods under electronic shipping bill in Electronic Data Interchange (EDI) under the claim of drawback, the electronic shipping bill itself shall be treated as the claim for drawback”.

(10) in rule 16A,-

(a) in sub-rule (2), for the words “sixty days”, the words “thirty days” shall be substituted;

(b) in sub-rule (3), for the words “sixty days”, the words “thirty days” shall be substituted;

Sd/-

(DR. M. SUBRAMANYAM)

Deputy Secretary to the Government of India

(F. No. 609/54/2006-DBK) (F. No. 601/8401/8/2004-DBK)

Note : The principal rules were published vide Notification No. 37/95-Customs & Central Excise (N.T.), dated the 26th May, 1995, G.S.R. 441(E), dated the 26th May, 1995, and was last amended vide Notification No. 10/2006-Customs (N.T.), dated the 15th February, 2006, G.S.R. 64 (E), dated the 15th February, 2006.

F.No. 209/03/2006-CX-6

Government of India

Ministry of Finance

Department of Revenue

Central Board of Excise & Customs

New Delhi

Circular No. 830/07/2006-CX

Dated 3rd July, 2006

Export Warehousing - extension of facility to Navi Mumbai in the district of Thane in the state of Maharashtra - reg.

I am directed to refer to Board's Circular No. 581/18/2001-CX dated 29th June, 2001 which inter alia, specifies conditions, procedures, class of exporters and places under sub-rule (2) of rule 20 of Central Excise Rules, 2002 for warehousing of excisable goods for the purpose of export. In paragraph 2(2) of the said Circular, the Board has specified places where warehouses may be established. Now, representations have been received from the trade as well as field formations to include Navi Mumbai in the district of Thane in the state of Maharashtra in the list of places mentioned in the said Circular.

2. The matter has been examined. Board is of the view that extension of the facility of export warehousing to Navi Mumbai in the district of Thane in the state of Maharashtra would facilitate the trade and industry. Accordingly, it is decided to amend paragraph 2(2) of the said Circular dated 29.6.2001 to include Navi Mumbai in the district of Thane in the state of Maharashtra. The said paragraph shall now read as follows :

“(2) Places : The warehouses may be established and registered in Ahmedabad, Bangalore, Kolkata, Chennai, Delhi, Hyderabad, Jaipur, Ludhiana, Mumbai, the districts of Pune and Raigad in the state of Maharashtra, the district of East Midnapore in the state of West Bengal, the district of Indore in the state of Madhya Pradesh, the taluka Ankleshwar in the district of Bharuch in the state of Gujarat and Navi Mumbai in the district of Thane in the state of Maharashtra.”

Sd/-

(RAHUL NANGARE)

Under Secretary to the Government of India



Reserve Bank of India
Foreign Exchange Department
Central Office, Mumbai 400 001

RBI/2006/07/53

A. P. (DIR Series) Circular No. 01

Dated 6th July, 2006

Deferred Payment Protocols dated April 30, 1981 and December 23, 1985 between Government of India and erstwhile USSR

Attention of Authorised Dealer (AD) banks is invited to A. P. (DIR Series) Circular No. 35 dated June 07, 2006, wherein the rupee value of the special currency basket was indicated as Rs. 58.7054 effective from May 04, 2006.

2. AD banks are advised that a further revision has taken place on May 26, 2006 and accordingly the rupee value of the special currency basket has been fixed at Rs. 60.4958 with effect from May 31, 2006.

3. AD banks may bring the contents of this Circular to the notice of their constituents concerned.

4. The directions contained in this Circular have been issued under Sections 10(4) and 11(1) of the Foreign Exchange Management Act, 1999 (42 of 1999) and is without prejudice to permissions/approvals, if any, required under any other law.

Sd/-
(M. SEBASTIAN)
Chief General Manager



Forex News

A weak dollar globally led to the spot rupee opening stronger at 46.82 as against an opening of 46.99-46.47 on Wednesday.

During the day, it closed further higher at 46.78 against the dollar.

Annualised premiums on the on six-month and one-year forward dollars closed at 0.95 per cent and 1.70 per cent, respectively.

(Source : Business Standard, Kolkata dated 21st July, 2006)



Forex Rates

| <i>Currency</i> | <i>T.T. Buying</i> | <i>T.T. Selling</i> |
|--------------------|--------------------|---------------------|
| Australian Dollar | 34.6650 | 35.1925 |
| British Pound | 84.4500 | 85.3875 |
| Canadian Dollar | 40.8675 | 41.4900 |
| Danish Krone | 7.7825 | 7.9025 |
| Euro | 58.1175 | 58.7625 |
| Hong Kong Dollar | 5.9625 | 6.0550 |
| Japanese Yen | 39.6625 | 40.2650 |
| New Zealand Dollar | 28.8500 | 29.2875 |
| Singapore Dollar | 29.1200 | 29.5625 |
| Swedish Krona | 6.2900 | 6.3875 |
| Swiss Franc | 37.1650 | 37.7300 |
| UAE Dirham | 12.6250 | 12.8175 |
| US Dollar | 46.5550 | 46.9075 |

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

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

Mandi Gobindgarh

Open Market Rates of Rerollables (July 8, 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) | 25,400/- | Cut Tyre (Big) | 18,800/- | Cut Tyre (Small) | 18,600/- |
| round quality (21x25) | 20,650/- | Above 251 mm Bloom (MS) | 25,400/- | Melting Scrap (F.O.R.) | | | |
| structural quality (28x30) | 20,600/- | Bloom 160x250 mm (DSP) | 25,700/- | Rolling Mill end | 16,300/- | Good Godown | 14,600/- |
| Low carbon (12x16) | 20,800/- | 130/135/140 mm (Tisco) MS | - | Godown Scrap | 14,300/- | Turning | 14,300/- |
| Semi-low carbon (16x20) | 20,650/- | 150x150 mm Concast (DSP) | 28,800/- | Tin Tapper | 12,800/- | Sponge Iron | 12,200/- |
| 5x6 girder quality (28x30) | 20,600/- | 150x150 mm MS (SAIL) | 28,800/- | Pig Iron (F.O.R.) | | | |
| Runners/Risers | 19,200/- | Bloom Cut into pcs. (MS) | 26,400/- | Foundry Grade | 20,000/- | Steel Grade | 19,000/- |
| Bones/Clean | 18,300/- | Bloom Cut into pcs. (Medium) | 23,300/- | C.I. Turning | 13,500/- | Degi Scrap | 17,500/- |
| Billets & Squares | | Bloom Cut into (Patra Pass) | 24,300/- | Deg Casting | 24,000/- | Ingot Moulds (Old) | 17,100/- |
| 50x50x63x63x65x65 mm MS | - | Slabs | | Ingot Moulds (New) | 23,800/- | Cut Ingot Moulds | 17,300/- |
| 75x75x80x80x90x90 mm MS | 20,900/- | Durgapur Slabs 14"x3" | - | | | | |
| 100x100 mm MS | 20,900/- | Durgapur Slabs | 22,000/- | | | | |
| 125x125 mm MS | - | Bokaro Slab Heavy | 21,000/- | | | | |
| 100x100 mm Concast-Billets | 21,000/- | Tata Concast Slab (Heavy) | 21,000/- | | | | |
| 100x100 Concast-SAIL DSP | 20,900/- | Skelp Tisco | - | | | | |
| H.C. Billet SAIL 150x150 mm | - | Rails | | | | | |
| H.C. Billets-Tisco 75x75 mm | - | Untested Rail - 75 lbs. | 19,500/- | | | | |
| | | Untested Rail - 90 lbs. | 19,500/- | | | | |
| | | Untested Rail - 105 lbs. | 19,500/- | | | | |

Open Market Rates of Finished Goods (July 8, 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 | 2400/- | 2300/- | 2220/- | 2280/- | 2340/- | 2400/- | 2400/- | 2360/- | |
| Medium-Semi | - | - | - | - | 2340/- | 2400/- | - | - | |
| Zindi Pass (Drawing) | - | - | - | 2400/- | 2400/- | 2400/- | 2400/- | 2380/- | |
| Above rates of 6 mm rounds are of length up to 14' Above 18' = 2240/- | | | | | | | | | |
| 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 | 2360/- | 2430/- | 2520/- | 2600/- | 2700/- | 2720/- | 2790/- | | |
| M. S. Squares | 4 mm | 5 mm | 6 mm | 8 mm | 10 mm | 12 mm | 16/20 mm | 22/25 mm | |
| Mild | 2400/- | 2300/- | 2210/- | 2220/- | 2290/- | 2390/- | 2390/- | 2360/- | |
| M. S. Angles | 20 mm | 25 mm | 32 mm | 37 mm | 50 mm | 65 mm | 75 mm | 90 mm | 100 mm |
| 3 mm | 2470/- | 2400/- | 2400/- | 2400/- | 2430/- | 2450/- | - | - | - |
| 5 mm | - | 2390/- | 2390/- | 2380/- | 2370/- | 2380/- | 2380/- | 2440/- | 2490/- |
| 6 mm | - | 2390/- | 2390/- | 2380/- | 2370/- | 2380/- | 2380/- | 2440/- | 2490/- |
| M. S. Flats | 20 mm | 25 mm | 32 mm | 37 mm | 50 mm | 65 mm | 75 mm | 100 mm | |
| 3 mm | 2290/- | 2310/- | 2320/- | 2340/- | 2370/- | 2490/- | 2490/- | 2470/- | |
| 5 mm | 2320/- | 2390/- | 2390/- | 2380/- | 2360/- | 2360/- | 2360/- | 2370/- | |
| 6 mm | 2320/- | 2390/- | 2390/- | 2380/- | 2360/- | 2360/- | 2360/- | 2370/- | |
| 8 mm | 2320/- | 2390/- | 2390/- | 2380/- | 2360/- | 2360/- | 2360/- | 2370/- | |
| 10 mm | - | - | 2390/- | 2380/- | 2360/- | 2360/- | 2360/- | 2370/- | |
| 12/25 mm | - | - | 2390/- | 2380/- | 2360/- | 2360/- | 2360/- | 2370/- | |
| 18/19 Gauge | 2530/- | 2530/- | 2550/- | 2550/- | 2540/- | 2560/- | 2520/- | 2500/- | |

[Prices at other stockyards may vary]

[Source : Steel Town (Weekly), July 8, 2006]



MARKETING DEVELOPMENT ASSISTANCE SCHEME (REVISED GUIDELINES w.e.f. 01.04.2006)

Salient Points of Revised Guidelines of MDA Scheme (w.e.f. 1.4.2006) are reproduced below for the information of member-exporters :

Export promotion continues to be a major thrust area for the Government. In view of the prevailing macro economic situation with emphasis on exports and to facilitate various measures being undertaken to stimulate and diversify the country's export trade, Marketing Development Assistance (MDA) Scheme is under operation through the Department of Commerce to support the under mentioned activities :

- (i) Assist exporters for export promotion activities abroad.
- (ii) Assist Export Promotion Councils (EPCs) to undertake export promotion activities for their product(s) and commodities
- (iii) Assist approved organizations/trade bodies in undertaking exclusive non-recurring innovative activities connected with export promotion efforts for their members.
- (iv) Assist Focus export promotion programmes in specific regions abroad like FOCUS (LAC), Focus (Africa), Focus (CIS) and Focus (ASEAN + 2) programmes.
- (v) Residual essential activities connected with marketing promotion efforts abroad.

Assistance to individual exporters for export promotion activities abroad – Participation in EPC etc. led Trade Delegations/BSMs/Trade Fairs/Exhibitions

- (i) Exporting companies with an f.o.b. value of exports of up to **Rs. 15 crore** in the preceding year will be eligible for MDA assistance for participation in trade delegations/BSMs/fairs/exhibitions abroad to explore new markets for export of their specific product(s) and commodities from India in the initial phase. This will be subject to the condition that the exporter is having complete 12 months membership with concerned EPC etc. and filing of returns with concerned EPC/organisation regularly. **However, this condition would not apply in case of a new EPC for a period of 5 years from the date of its creation.**
- (ii) Assistance would be permissible on travel expenses by air, in Economy Excursion Class fair and/or charges of the built up furnished stall. This would, however, be subject to an upper ceiling mentioned in the table per tour.

| S. No. (1) | Area/Sector (2) | No. of visits (3) | Maximum Financial ceiling per event (4) |
|---------------|---|----------------------|--|
| 1. | Focus LAC | 1 | Rs. 1,80,000 |
| 2. | FOCUSAFRICA (including WANA Countries) | 1 | Rs. 1,50,000 |
| 3. | FOCUS CIS | 1 | Rs. 1,50,000 |
| 4. | FOCUSASEAN+2 | 1 | Rs. 1,50,000 |
| 5. | General Areas | 1 | Rs. 80,000 * |
| TOTAL | | 5 | General Areas |

The participation of individual companies in the above activities shall be subject to the following conditions :

- (1) For EPC etc. led Trade Delegations/BSMs **only** air-fare by Economy Excursion Class up to a maximum of **Rs. 70,000 (Rs. 1,00,000 in case of Focus LAC)** shall be permissible. For participation in Trade Fairs/Exhibitions reimbursement shall be permissible subject to ceilings mentioned in the column 4 in the above table.
- (2) Maximum number of permissible participations shall be five in a financial year as indicated in above table (No travel grant is permissible for visit to General Areas).



However, for priority sectors, having large employment generation potential, viz. Agriculture including food items, Handicrafts, Handlooms, Carpets, Leather & Minor Forest Produce including LAC, 2 (two) participations in General Areas would be admissible with the assistance of Rs. 1,50,000 for each participation. The exporters availing of assistance under this provision would, however, be in addition to these participations, eligible for only any 2 Focus Area participations.

- (3) Assistance shall be permissible to one regular employee/director/partner/proprietor of the company. Assistance would not be available to exporter of foreign nationality or holding foreign passport.
- (4) Intimation application must be received in the concerned EPC etc. with a minimum of 14 days clear advance notice excluding the date of receipt of application in the office of the concerned organization and the date of departure from the country.
- (5) The company shall not be under investigation/charged/prosecuted/debarred/black listed under the Foreign Trade Policy of India or any other law relating to export and import business.
- (6) **Member-exporters of EPCs etc. would also be eligible for MDA assistance for participation in events organized by ITPO abroad. Their applications/claims would be routed/reimbursed through concerned EPC etc.**
- (7) Maximum MDA assistance shall be inclusive of MDA assistance received from all Govt. bodies/FIEO/EPCs/Commodity Boards/Export Development Authorities/ITPO etc.
- (8) A Maximum of three participations in a particular trade fair/exhibition would be eligible for MDA assistance and exporting companies after availing assistance three times including past cases for a particular fair/exhibition, have to participate in that fair, if any, on self-financing basis.

DOCUMENTATION FOR REIMBURSEMENT OF ASSISTANCE TO EXPORTERS

- (i) Intimation application in **Annexure V** duly completed and signed shall be submitted by the exporter to the concerned EPC etc. giving clear 14 days advance notice. Intimation and the application must be sent electronically by E-mail also.
- (ii) **Concerned Organization (FIEO, EPC etc.) on receipt of intimation shall immediately issue acknowledge receipt.** Thereafter they will examine and issue approval letter to the exporter preferable within 5 working days of the receipt of the intimation, in the prescribed format (**Annexure-VI**).
- (iii) Claim along with the declaration duly completed **and the Certificate (as per Annexure VIII) duly signed by a Chartered Accountant** shall be submitted by the exporter to the concerned Organization (FIEO), EPC etc.] in the prescribed format (**Annexure-VII**) along with under mentioned papers immediately on return to India after completion of the activity but positively within 45 days of their return to India :
 - Details of activity undertaken earlier with MDA assistance to the same country/countries.
 - Legible photocopy of passport highlighting the entries about departure from and arrival into India and also the countries visited. In case, passport does not have arrival/departure dates regarding visits to various countries, some documentary evidence such as Hotel Bills, Boarding Pass, Lodging Pass etc. be submitted.
 - Original air ticket/jacket used during the journey. If original air ticket/jacket is lost, a legible photocopy of the same along with a certificate from the concerned airline indicating following may be sent :
 - (a) Name of the Traveller
 - (b) Ticket Number
 - (c) Flight No.
 - (d) Date of Departure from India
 - (e) Sectors/Countries Visited
 - (f) Class in which Travelled
 - (g) Economy Excursion Class Fare for Sectors/Countries Visited.
 - Self certified f.o.b. value export figures during the last three financial years, year wise.
 - Brief report about the activity participated and achievements made.
- (iv) **Claim forms duly filled in and complete in all respects must be submitted to the concerned EPC, FIEO etc., within 90 days of return to India. However, claims submitted within 30 days from the expiry of the 90 days period may be entertained by or wherein the deficiencies in the claim as intimated by the concerned EPC, FIEO etc., with 10% deduction. The claims which are submitted after 120 days of return to India shall not be entertained under any circumstances. Any deficiencies in the claim as intimated by the concerned EPC, FIEO etc., must be completed within 30 days of the date of directions given in this regard failing which the claim shall stand rejected without any further intimation or reminder in this regard by the concerned EPC, FIEO etc.**

Members are requested to download Annexure V, VI, VII & VIII from EEPC Website : www.eepcindia.org

Postal address

If undelivered, please return to : Engineering Export Promotion Council, Vanijya Bhavan (1st Floor)
International Trade Facilitation Centre, 1/1 Wood Street, Kolkata 700 016

भारत के निर्यातों में
छोटे व मध्यम निर्यातकों का
35% योगदान है.

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कौन देता है सुरक्षा छोटे व मध्यम निर्यातकों को.

- 1957 से, हमने छोटे व मध्यम निर्यातकों (एस एम इ) को सहायता प्रदान की है, ताकि वे :
 - नए बाजारों की खोज करें और/अथवा
 - मौजूदा बाजारों के नए खरीदारों की आवश्यकताओं को पूरा करें
- ग्राहकों की सहायता के लिए 50 से अधिक शाखाओं का नेटवर्क जिसमें मुंबई व नई दिल्ली में छोटे व मध्यम निर्यातकों के लिए अलग से शाखाएँ हैं

छोटे व मध्यम निर्यातकों के लिए उत्पाद :

- फर्ग्युसॉन पॉलिसिर्वा
- विशिष्ट पॉलिसिर्वा
- मानक व लघु निर्यातक पॉलिसिर्वा
- ऋण पॉलिसिर्वा
- परेषण पॉलिसिर्वा
- सेवा क्षेत्र पॉलिसिर्वा



अपडायो 0661 2000 इण्डिया
(अपन कार्यालय व 31 शाखाओं के लिए)
ईसीजीसी



ई सी जी सी
(एनएच कार्यालय का स्थान)

अप निर्यात व व्यवसाय को, इन लोकेशनों से सहायता करें।

प्रादेशीय निर्यात अलग गारंटी निर्यात लिमिटेड, खरदोल टॉवर, 10वीं मंजिल, नॉर्थवुड पार्क, मुंबई - 400 021, भारत.

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