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Highlights

Market Survey on Automobile Industry in Germany

Market Survey Report on Automobile and its Parts Industry in Germany highlighting the German Automobile Industry and export potential of automobile products from India to this emerging market.



Mr. Ahmed Mohammed Al Midfa, Chairman, Sharjah Chamber of Commerce & Industry is being presented EEPC publications by Mr. A. A. Kazmi, Dy. Director EEPC in presence of H.E. Ambassador of India in UAE Mr. C. M. Bhandari (2nd from left), at India Pavilion - Middle East Industrial Show, Sharjah (UAE) held during 22-24 January, 2006.

Govt. Circular/ Notifications

Circular No. 10/2006-Customs dated 14.02.2006 - Warehousing - Waiver of Interest on Customs Duty on Warehoused Goods - consolidated instructions.

Notification No. 45(RE-2005)/2004-2009 dated 15.02.2006 - Amendments in the Foreign Trade Policy.

Notification No. 10/2006-Cus. (N.T.) dated 15.02.2006 - Amendments in the Drawback Rules - Rate not to exceed one-third of market price of export product.

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Chairman's Pen



My dear fellow exporters,

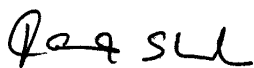
We are all anxiously awaiting the forthcoming Budget which is coming up on February 28, 2006. I hope that there will be some silver lining for us this time. I had also made several representations on the impact of Service Tax as well as of the Fringe Benefit Tax stating that the impact of the Service Tax is equivalent to 1.58% of the f.o.b. exports. I had also made a similar representation on the impact of Fringe Benefit Tax and stated that taking into account all related expenses, the impact is not less than 0.62% of the total cost of manufacture.

These are two emergent issues which I thought should be taken up with the Government and I still have every faith that Government considers exports as a priority and, therefore, we may expect some benefit for the exporters.

The Delegation from USA has just come back and I will apprise you of the outcome of the delegation in the next issue.

In regard to forthcoming Hannover Fair we have almost closed our bookings and you will be glad to know that several topical Seminars have been lined up where eminent speakers both from Germany and India will deliberate on emerging prospects between the two countries.

Yours sincerely,


(RAKESH SHAH)



Market Survey on Automobile and its Parts Industry in Germany

German Automobile Industry

Overview

Germany has been one of the most important automobile producing country in the world. Simple statistic relating to the production of the automobile in Germany explains it all. In the year 2004 alone around 5.6 million vehicles were produced in Germany. If we were to include all the vehicles produced by the German companies abroad, it would easily surpass a million mark. Around 4.8 million vehicles were produced by German companies in their production facilities beyond its borders. The most important production facilities have emerged in the erstwhile East European Socialist Countries and in China.

Based on the strong growth in the car industry, globally Germany has emerged as the second largest vehicle manufacturer in the world only after Japan and also over taking US. The German automobile industry is also the largest employer directly absorbing around two per cent of its workforce in the year 2003 leaving aside others who are indirectly employed and dependent on the automobile industry for its existence. German vehicles manufacturer have a huge brand loyalty and are known worldwide for their technical expertise and reliability.

Investments

German automobile sector accounts for major investment in Germany. It continues to invest heavily in Germany upgrading its infrastructure, production facilities, research and development.

In the five years the German car majors have invested more than Euro 50 billion, accounting for approximately of all investment in industry in Germany. Alone in 2004, the investment was approximately 12 billion euros. Over the last ten years, the German automotive industry has invested 127 billion euros in research and development. In 2004 R&D expenditure in this sector amounted to 15.6 billion euros. This sector accounted for one third of the national economic expenditure on R&D.

German Automotive Industry : Export is the key driver

Exports has been key driver of the industry and this fit very well with the overall strategy of globalisation. The globalisation strategy has generally led the industry to increase its production of the vehicles not only in Germany but also around the globe. German cars are produced in a total of 24 countries with every sixth vehicle produced globally in 2004 had a German brand name.

Germany because of its strong drive for exports have been able to push up production volumes not only in Germany but also in

other countries where it has presence. In Germany the manufacturing volume has crossed 5 million vehicles mark alone. This is directly the result of a buoyant market for German vehicles in the global market. The domestic market has been sluggish and has not witnessed much of growth due to weak macro-economic growth in Germany. If it was not for the strong export drive the German economy would be much weaker than the position it recorded.

As exports have been the mainstay of the German vehicle industry, briefly we have touched the global automotive industry to trace the future trend for the German auto makers.

The Global Automotive Industry : Its economic impact

The automotive industry has been the single most driver of the developed world. It is not surprising that the US, Japan and Germany owe their economic success to the rapid development of the automotive industry. The derived demand for the supporting industries arising out of the accelerated growth in the motor vehicle market has had a profound effect on the economic growth of the nation.

The global automotive industry has grown rapidly in the last decade, so much that the landscape, globally, has undergone dramatic changes with the emergence of new production facilities and markets. Companies have been continuously readjusting their strategies to the ever changing and emerging demands of the new markets.

Globally the car market had a good time in the year 2004. Some of the general highlights of the global car market in the year 2004 :

- Increased growth in car sales in the US and European market
- Sales were higher in the Mercosur region
- Car sales in Central and Eastern Europe recorded higher growth
- Asian market specially China and India have recorded phenomenal growth.

World Automobile Production in 2004 : Per cent Share in world production

EU-15	26.7
New EU countries	2.3
Eastern Europe	4.0
NAFTA	25.8
Mercosur	3.9
China	8.1
Japan	16.7
India	2.4
Other countries	10.0



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Healthy growth of the Global Automotive Industry : Its impact on German car makers

In the year 2004, German car maker had a robust growth year and achieved a new export volume delivering approximately 3.7 million cars to the global market. Global market has become increasingly important for Germany, this would be very well understood that only a decade ago 50 per cent of all car produced in Germany were exported and now this has risen to approximately 70 per cent of all production. The principal market for German car exports are the European countries delivering 2. 4 million to EU 25 in 2004, nearly 1,41000 cars to new EU member states. The UK is the single most important market for German cars. Other countries like Turkey are increasing absorbing more vehicles.

China : Emerging strong player

The China factor has been dominant in every sphere of manufacturing activity in the last one and half decade; its influence is strongly felt in the automotive industry as well.

Here we would briefly touch upon the impact it is having on the European automotive industry and more particularly the shaping of the industry structure in Europe and more particularly the German car industry.

China has emerged as a major car market in the world. Its phenomenal growth would change the landscape of the future global car market.

Today China is a net importer of car parts, components and accessories but this would however change in the future. New car parts, components and accessories manufacturers are likely to emerge shortly. As of today there are enough manufacturers producing presently for the major auto makers and these companies would be the new entrant in the world market.

China has impacted the European manufacturers of cars, car parts and components by influencing them to look for places where they could shift their production facilities offering lower cost than the present high cost production bases. For example German auto manufacturers as well as OEM have shifted to former Eastern countries which offer them low manufacturing costs and other benefits such as being closer to the emerging economies.

The European automotive industry structure would have to change in light of the new trends emerging from the Asian player like China and India.

The competitive edge of the various European manufacturers which had its strength in the technological edge of its car manufacturing process will no longer drive the market. It would essentially concentrate on offering competitive products at a level of existing technology. The winner in the market by all accounts would be the companies that show higher degree of adaptability to the dynamic changing industry scenario.

Characteristics of the Auto Parts Market in Germany

Overview of the Auto Parts and Accessories Market and some of the salient features are outlined below

German automobile sector is supported by very dynamic auto parts and accessories manufacturers. Employment of this sector accounted for over 40 per cent of all jobs in the automotive industry.

The suppliers are in close proximity to the automobile manufacturers facility. Therefore location plays a very important role in the choice of the suppliers to the industry. Having mentioned this characteristics of the industry, new emerging locations like Eastern Europe have forced OEM to shift base to satisfy the demand of these new centres.

Market Structure

The market structure for the auto parts industry can be divided into two categories namely the Original Equipment manufacturers which normally service the Original manufacturers of the automobile manufacturers and then there are the aftermarket segments.

Some of the OE automobile manufacturers in Germany are

VOLKSWAGEN AKTIENGESELLSCHAFT

Internet : www.volkswagen.de

SKODA

Internet : www.skoda-auto.com

SEAT - Spain

Internet : www.seat.de

AUDI AG

Internet : www.Audi.de

BAYERISCHE MOTORENWERKE

Internet : www.bmw.de

FORD-WERKE AKTIENGESELLSCHAFT

Internet : www.Ford.de

ADAM OPEL AG - General Motors European Operations

Internet : www.opel.de/www.gmsupplypower.com

DAIMLER-BENZ

Internet : www.media.daimlerchrysler.com

PORSCHE AKTIENGESELLSCHAFT

Internet : www.Porsche.com

Some of the important brands in the German market

German brands

AUDI, BMW, Mercedes, Opel, Smart, Porsche, Volkswagen

European brands

Renault, Land Rover, Fiat, Citroen, Peugeot, Seat, Skoda, and Volvo



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Japanese brands

Daihatsu, Fuji Subura, Honda, Toyota, Mazda, Mitsubishi, and Nissan

Other brands

Hyundai, Kia, Chrysler etc.

Distinguishing characteristics of the Auto Parts Market

Auto parts market can be distinguished by classifying into two major groups :

1. The Original Auto Parts
2. The Replacement Auto Parts which are very distinct from the above as they are not marketed as Original Auto Parts.

The Original Part market as the names suggest, it is marketed under the original car brand and the distribution of same is controlled by the automobile car manufacturers. The original car parts are manufactured by the Original Equipment manufacturers who are also the suppliers to the automobile manufacturers.

Replacement Auto Parts

Generally this market could be defined as those vehicles which have been on the road for few years and generally those are dependent on the wear and tear of the vehicle. The category of vehicles would be in the age of seven to eight years old onwards which would have witnessed extensive wear and tear. The OEM supplies as well as the non-OEM brands would cater to this segment of the market.

The average age of the car in 1960 was 3.7 years and by the year 1995 the age had risen to 6.8 years. The year 2005 saw the average age of the car climbed to 7.8 years. Considering this the aftermarket for auto parts and service has risen dramatically and has seen large volume growth over the decade. The volume of auto parts and service growth are attributed directly to increasingly average life of the vehicle as well as the stagnating demand in Germany due to the weakness in the German economy.

Electronic system is increasingly employed by auto manufacturer's right from the construction of the engine and to the smallest manufactured parts in the vehicles. The trend would continue to rise and role of electronics in the value chain would assume importance.

International Trading Scenario for Auto Parts and Accessories

Germany has been major trader of imports as well as exports for auto parts and accessories in the global market. Analysis undertaken mainly concentrate on the import side of the trade for auto parts and accessories.

Statistics below indicate that Germany's imports from the world are significant. Separately in appendixes at the end of the survey are given to serve as a guideline and also to indicate some of the important products that have import potential in Germany.

Market Size

The import market size for the auto parts and accessories in Germany covered by HS code 8708 is estimated to be around USD 18,192,509,000 in the year 2004 which rose from USD 14,990,981,000 in 2003. in the year 2002 the level was USD 12,001,133,568 which would suggest that steep rise on year to year basis. The market size is much larger than the above figure would indicate if we were to include some parts falling under different categories other than mentioned above.

Imports of Auto Parts and Accessories from the world by Germany under HS code 8708 level.

	<i>Value in US\$</i>		
Import into	2002	2003	2004
Germany	12,001,133,568	14,990,981,000	18,192,509,000

Germany's Import from India

In the year 2004 (Jan. to Dec.), Germany's import from India was to the tune of approximately USD 88.385 million for auto parts and accessories category under the HS code 87, which jumped from a level of USD 57.064 million in the year 2003 (Jan.-Dec.) whereby registering a percentage change of 54. 89 per cent over 2003 in the year 2004.

India's top-10 product groups, 2001-2003

	<i>Euro thousand</i>		
	2001	2002	2003
Total imports	300,231	324,986	377,892
Engine parts	40,386	46,087	58,329
Fuel pumps	25,343	35,352	32,273
Tyres new	11,812	18,554	29,965
Generators	24,113	25,847	22,085
Starter motors	13,324	9,973	17,653
Road wheels	10,308	14,548	17,173
Wiring sets	24,463	14,484	14,757
Lighting	12,405	14,194	14,012
Axles	4,430	6,586	11,380
Brakes (Servos)	6,878	8,610	10,878

(Source : Eurostat 2005)

Some of the auto parts which are being imported into Germany from India are given at the end of the survey for reference.

Marketing in Germany

To have successful strategy for marketing of auto parts and related products one needs to understand the trade channels or the channel of distribution for these products.

The use of the trade distribution channels would depend on the target market. Some of the products would ideally be suited for the OEM market and others for the aftermarket segment.



Use of agents, importers, wholesalers are usually the mode followed by most of the first time entrants in the German market as this facilitates easy learning as well as gives the opportunity to gauge the pulse of the market.

Practices followed in Germany

- Foreign companies having operation in Germany; they follow their own distribution channel.
- Companies with bases in Germany; advantage of local knowledge and therefore operate through the normal channel of distribution such as agents, importers or wholesalers.
- Other mode of entry are through joint venture, licensing agreement and through mail order business (generally for replacement parts).
- Use of do-it-yourself stores, repair shops are recommended for the replacement products and approved dealers.

Marketing Tools

Participation in Trade Fairs are highly recommended and it is easily best mode of entry for any company. Some of the specialised Auto Fairs are listed at the end of the survey.

Indian companies having desire to have a long term presence in Germany are well advisee to participate in some of the specialised fair for the automobile sectors. There is no substitute for participation and this tool is found to be most effective to access the German market.

When marketing your products or services in Germany, it is highly recommended that you visit Germany on a regular basis and develop trust with the contact developed during the visit.

Companies are also advised to have good presentation material ready when coming to Germany so that the first impression during the initial contact goes a long way for developing a healthy outlook for the products and the company in general. A long term partnership is what is looked upon by the German buyers.

Conclusion

Globalisation has opened new avenues as well as challenges. Opportunities in the auto parts market are in abundance but there are challenges as well, some of these are from countries which are well entrenched and know the market by their back of the hand. Some of the major challenges of globalisation are that market forces are becoming dominant and are playing an ever increasing role in deciding what trends would the future hold, for example, Globalisation has made the markets very competitive, therefore the natural result of competitive markets is to learn efficient ways of doing the same job without losing quality. The downward pressure on cost has opened numerous opportunities for countries like India which are well placed to take the advantage of a new trend in Western Europe as well in Germany.

Appendix 1

Useful contact addresses of Automobile Parts, System Suppliers and Distributors of Vehicle Parts in Germany

Automotive Manufacturers/OEM Suppliers

MOLL GmbH + Co. KG
P. O. Box 1120, D-96225 Bad Staffelstein
Angerstraße 50, D-96231 Bad Staffelstein
Tel. : +49 (0) 95 73/96 22-0
Telefax : +49 (0) 95 73/96 22-11
E-mail : info@moll-batterien.de
Website : www.moll-batterien.de
Products : Storage batteries.

Alfmeier Präzision AG Baugruppen und Systemlösungen
Industriestr. 5, 91757 Treuchtlingen, Germany
Tel. : +49 (0) 9142/700
Fax : +49 (0) 9142/977 999
E-mail : empfang@alfmeier.de
Products : Engine systems, seatings, fuel systems.

ALLGAIER WERKE GmbH
Postbox 40, 73062 Uchingen, Germany
Tel. : +49 7161 301-0
Fax : +49 7161 32452
E-mail : info@allgailer.de
Products : Pressed parts and components made of steel and aluminium, body work components, developments of fuel tanks.

ALLIGATOR Ventilfabrik GmbH
Richard-Steiff-Straße 4, D-89537 Giengen/Brenz, Germany
Tel. : +49 (0) 7322/130 1
Fax : +49 (0) 7322/130 359
E-mail : info@alligator-ventilfabrik.de
Website : www.alligator-ventilfabrik.com
Products : Valve cores and caps, extension caps, valve caps, bicycle valves, motorbike/scooter valves, adapter, passenger car : metal valves, snap-in valves, tire pressure control systems (TPMS), car valves for tube type tyre tractor; valves, tyre inflating clip-on connectors, individual parts, earthmoving (EM) vehicles : rim valves, valve stem, EM valve, clamp in valves, valve extensions, valve tool, rethreading tool, special tools, valve screw driver.

VOSS Holding
GmbH + Co. KG
Leiersmühle 2-6, D-51688 Wipperfürth
Postfach 1540, D-51679 Wipperfürth
Tel. : +49 2267 63-0
Fax : +49 2267 63-5018
E-mail : info@voss.de
Products : VOSS Automotive is a specialist in line and connection technology for pneumatic, fuel and hydraulic applications in commercial vehicles and passenger cars.



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Argillon GmbH
Bahnhofstr. 43, D-96257 Redwitz
Tel. : ++49-9574-81-0 Fax : ++49-9574-81-600
E-mail : info@argillon.com
Website : www.argillon.com

Products : Emissions control product - World-market leader with over fifteen years of operating experience in more than 500 fossil-fired combustion plants, stationary diesel engines, boiler furnaces and many other areas of application, insulators for power generation application, components of Alumina; Application in electrically engineering.

AutoSysteme GmbH
Rohrdamm 7, 13629 Berlin
Tel. : +49 (0) 30 38648-300 Fax : +49 (0) 30 38648-309
E-mail : info@autosysteme.de
Producers of vehicle electrical systems.

HUGO BAUER GmbH & Co.
Georgestraße 16
D - 42719 Solingen, Germany
Postfach 1901, D-42701 Solingen, Germany
Tel. : +49 (0) 212-390 0 Fax : +49 (0) 212-390 200
E-mail : info@hugo-bauer.de
Products : Metal products for brake lining manufacturers.

Behr GmbH & Co. KG
Mausersstrasse 3, 70469 Stuttgart, Germany
Tel. : +49 (0) 711/896-0 Fax : +49 (0) 711/896-40 00
E-mail : info@behrgroup.com
Products : Vehicle air-conditioning systems, air cooling, thermostatic devices, integrated heating systems and/or air-conditioning systems with fans, filters, heater cores, evaporators, air distribution and ducting, dash controls, heating circuits with make-up water pumps and water valves, as well as refrigerant circuits including compressors and hoses, and further components such as auxiliary heaters.

Benteler Automobiltechnik GmbH
Ford Industrial Supplier Park
Ivenhofsweg 41, 50769 Koeln, Germany
Tel. : +49.52 54.81 - 0
Fax : +49.52 51.40 8 - 346
E-mail : Germany.Automotive@benteler.de
Benteler Automotive has defined its core competencies in these major business units : Chassis, exhaust systems, structures & engine applications.

BERU Aktiengesellschaft
Mörikestraße 155, D-71636 Ludwigsburg
Tel. : +49 7141 132-0
Fax : +49 7141 132-350
Products : Automotive lighting, diesel injection, diesel cold start technology, flame starting-systems, glow plugs, instant start system (ISS), interference suppression devices, heaters (PTC), high voltage connecting system, ignition cables, connectors, Lambda-sensors, spark plugs for the heating industry, ignition/parts for ignition systems contact sets.

BLECHFORMWERKE BERNSBACH AG
PF 1140 · D-08313 Bernsbach
Straße der Einheit 45/47 · D-08315 Bernsbach
Tel. : ++49 (0) 3774 71-0
Telefax : ++49 (0) 3774 71-3 70
Ranges of products : Motor-vehicle parts : sub-assemblies, proto-types, pressed parts, deep-drawn elements and stampings, as well as fuel tanks, tools.

Bosch Aftermarket
Automotive Aftermarket
Auf der Breit 4, 76227 Karlsruhe
Tel. : +49 (0) 721/9 42 - 0
Fax : +49 (0) 721/9 42 - 23 10
Products : Drive belts, batteries, brake systems, electric motors, glow plugs, cabin filters, oil filters, air filters, fuel filters, O₂ sensors, lighting technology, park pilot park distance monitor, windshield wipers, ignition cables, ignition coils, spark plugs, horns, air horns, practical accessories.

Catem GmbH & Co. KG
Gewerbepark West 16, 76863 Herxheim, Germany
Tel. : (0 72 76) 98 54-0
Fax : (0 72 76) 98 54-602
E-mail : info@catem.de
Products : PTC-heater with integrated electronic control unit, heating element devices.

DELPHI Deutschland GmbH
Vorm Eichholz 1, D - 42119 Wuppertal, Germany
Tel. : +49 202 291-0
Fax : +49 202 2912718
Product Range : Shock absorbers, clutch, brakes, filters, air-conditioning, vehicle electronics, and diesel products.

Denso Automotive Deutschland GmbH
Freisinger Strasse 21, 85386 Eching, Germany
Tel. : +49 8165 9440
Fax : +49 8165 66152
Product : DENSO Automotive Deutschland GmbH develops air-conditioning & thermal systems and vehicle components and sells starters, alternators, sensors, emission control components as well as engine management system components.

Business activities : Sales of air-conditioners, heaters, electric/electronic products and power train components. Extended testing facilities : Air-conditioner test benches, low temperature chambers and semi-anechoic rooms for A/C components evaluation and development, vehicle climatic and noise chambers as well as a climatic wind tunnels for vehicle tests. Furthermore facility for material properties evaluation.

Dichtungstechnik Wallstabe & Schneider GmbH & Co. KG
Straße der Dichtungstechnik 2, D-94559 Niederwinkling, Germany
Tel. : +49 9962 201-0
Fax : +49 9962 201-175
Products : O-rings, seals, rubber moulded parts, composite parts, frame seats and coatings.



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DUVE Umformtechnik GmbH
Postfach 1240, D-58804 Neuenrade
Bahnhofstr. 56, D-58809 Neuenrade
Tel. : 02392/699-0
Telefax : 02392/699-111
E-mail : info@duve.de
Website : <http://www.duve.de>

Haldex Brake Products GmbH
Mittelgewannweg 27, Postfach 10 25 60
DE-69015 Heidelberg
Tel. : +49 6221 7030
Fax : +49 6221 703400
Product : The Brake systems division is a leading supplier of sub-systems and components for air brake and suspension systems for commercial vehicles.

HellermannTyton GmbH
Grosser Moorweg 45
D-25436 Tornesch, Germany
Tel. : +49 41 22 701 1
Fax : +49 41 22 701 400
Website : www.hellermanntyton.de

Kuhnke GmbH
Lütjenburgerstraße 101, D - 23714 Malente
Tel. : +49 (0) 4523 402 200
Fax : +49 (0) 4523 402 201
E-mail : service@kuhnke.de
Products : Pneumatics, relays, solenoids, electronics.

Lincoln GmbH & Co. KG
Heinrich-Hertz Strasse 2-8
D-69190 Walldorf, Germany
Tel. : +49-6227-33-0
Fax : +49-6227-33-259
Website : www.lincolnindustrial.de
Products : Automated lubrication, general lubrication products, grease fittings and accessories, heavy-duty pumps.

Automotive Industry : Products and Applications

SGL CARBON GmbH
Werner-von-Siemens-Str. 18
86405 Meitingen, Germany
Tel. : +49 (8271) 83 - 0
Fax : +49 (8271) 83 - 21 27
E-mail : foils@sglcarbon.de
Businesses carbon electrodes, cathodes, foils, furnace linings, graphite electrodes, process technology for corrosive media.

SGL CARBON GmbH
Drachenburgstrasse 1
53170 Bonn, Germany
Tel. : +49-228-841 352
Fax : +49-228-841 68352
E-mail : ralf.berkessel@sglcarbon.de
Businesses : Automotive & mechanical applications.

TRW KFZ Ausrüstung GmbH
Rudolf-Diesel-Straße 7, D-56566 Neuwied, Germany
Tel. : +49 (2631) 912.0
Fax : +49 (2631) 912.110
E-mail : marketing.germany@trw.com
Products & Technologies : Aftermarket, body control systems, braking systems, commercial steering, engine components, engineered fasteners & components, inflatable restraints, safety electronics, seat belt systems, steering & suspension, steering wheel systems.

WEBER-HYDRAULIK GmbH
Heilbronnerstr. 30
D - 74363 Güglingen, Germany
Tel. : +49 (0) 7135/71-0
Fax : +49 (0) 7135/71-301
E-mail : info@weber.de
Website : www.weber.de
Products : Hydraulic cylinders, pumps, garage equipment.

Visteon European Corporate Office
Visteonstr. 4 - 10, 50170 Kerpen - Germany
Mobile Electronics Products
Hans Eric Destrée
Tel. : +49 2273 5952122
E-mail : hdestree@visteon.com

Replacement Parts Products
Damien Germès
Tel. : +49 2273 5952123
E-mail : dgermes@visteon.com
Products : OEM suppliers.

Distributors of Motor Vehicle Parts in Germany

M. E. H. Bierögel
Motoren und Ersatzteilhandel
Warthweg 13 A, 64823 Groß-Umstadt, Germany
Tel. : +49 6078 913248
Fax : +49 6078 913250
Website : <http://www.meh-bieroeegel.com>

NOR Vertriebs GmbH
Auf dem Hahnenberg 16
56218 Mülheim-Klärlich, Germany
Tel. : +49 2630 940680
Fax : +49 2630 940688
Website : <http://www.nor-as.dk>

FRIKA Inh. Ralf Kantenwein
Im Bild 1, 74635 Kupferzell, Germany
Tel. : +49 7944 1014/1015
Fax : +49 7944 1017

GLS Gesellschaft für logistischen Service GmbH
Paul-Gerhardt-Allee 50, 81245 München, Germany
Tel. : +49 89 81404675
Fax : +49 89 81404977
Website : <http://www.gls-muenchen.de>



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Ichtershäuser Straße 72, 99310 Arnstadt, Germany
Tel. : +49 3628 61680
Fax : +49 3628 603278
Website : <http://www.hoffmueller.arnstadt.de>

Otto Suhner GmbH
Trottäcker 50, 79713 Bad Säckingen, Germany
Tel. : +49 7761 5570
Fax : +49 7761 557190
Website : <http://www.suhner.de>

Hausmann + Haengen GmbH & Co. KG
Oumunde 4, 28757 Bremen, Germany
Tel. : +49 421 658500
Fax : +49 421 6585011/5012
Website : <http://www.hausmann-haengen.de>

Beinbauer Automotive GmbH & Co. KG
Passauer Straße 9, 94124 Büchlberg, Germany
Tel. : +49 8505 9003-0
Fax : +49 8505 9003-91
Website : <http://www.beinbauer.de>

ThyssenKrupp Bilstein GmbH
August-Bilstein-Straße 4, 58256 Ennepetal, Germany
Tel. : +49 2333 7910
Fax : +49 2333 7914900
Website : <http://www.bilstein.de>

Wessel Fahrzeugteile GmbH & Co. KG
Carsten-Dressler-Straße 6, 28279 Bremen, Germany
Tel. : +49 4 21 84 05-0
Fax : +49 4 21 84 05-201
Website : <http://www.we-fa.de>

ATR International AG
Am Mittelkai 22, 70327 Stuttgart, Germany
Tel. : +49 7 11 91 89 79-0
Fax : +49 7 11 91 89 79-30
Website : <http://www.atr.de>

Auto-Teile-Ring- GmbH
Am Mittelkai 22, 70327 Stuttgart, Germany
Tel. : +49 7 11 9 18 97 90
Fax : +49 7 11 91 89 79 30
Website : <http://www.atr.de>

Haacke GmbH & Co. KG
Rahmenstraße 13-15, 58638 Iserlohn, Germany
Tel. : +49 23 71 8 27 95
Fax : +49 23 71 82 79 87

M. A. K. Machine Trading GmbH
Schippelsweg 53
22455 Hamburg, Germany
Tel. : +49 40 55 59 10-0
Fax : +49 40 55 59 10-10
Website : <http://www.mak-machine-trading.de>

EUFAB GmbH
Champagne 6, 42781 Haan, Germany
Tel. : +49 21 04 4 90 20
Fax : +49 21 04 49 02 20
Website : <http://www.eufab.com>

Bulten-Bufab GmbH
Am Wildzaun 30, 64546 Mörfelden-Walldorf, Germany
Tel. : +49 61 05 4 00 00
Fax : +49 61 05 40 00 40
Website : <http://www.bulten.de>

Vergölst GmbH
Büttnerstraße 25, 30165 Hannover, Germany
Tel. : +49 511 93803
Fax : +49 511 93820217
Website : <http://www.vergoelst.de/haendlersuche>

WSP Werner GmbH
Autoteilehandel Im- und Export
Röntgenstraße 33, 21493 Schwarzenbek, Germany
Tel. : +49 4151 86760
Fax : +49 4151 867626
Website : <http://www.wsp-werner.de>

Autohaus Hassberge
Ohmstraße 4, 97437 Haßfurt, Germany
Tel. : +49 95 21 9 22 00
Fax : +49 95 21 92 20 30
Website : <http://www.auto-hassberge.de>

KÜFA Fahrzeugbau- und Reparatur GmbH
Gewerbeallee 1, 04821 Brandis, Germany
Tel. : +49 3 42 92 7 31 05
Fax : +49 3 42 92 7 51 60
Website : <http://www.polarus.de/kuefa-brandis>

Peter Praunsmändtl GmbH & Co. KG
Goethestraße 14, 85055 Ingolstadt, Germany
Tel. : +49 8 41 50 40
Fax : +49 8 41 50 41 22

Federn Hentz GmbH Fahrzeugteile-Fahrzeugtechnik
Sauerwiesen 38, 67661 Kaiserslautern, Germany
Tel. : +49 63 01 60 50 Fax : +49 63 01 60 51 10
Website : <http://www.federn-hentz.de>

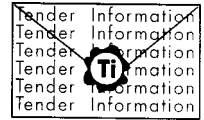
Alfred Hermann GmbH & Co.
Sauerwiesen 38, 67661 Kaiserslautern, Germany
Tel. : +49 63 01 60 50 Fax : +49 63 01 60 51 10
Website : <http://www.federn-hentz.de>

Uwe Jürgen Wagner
Ingenieurbüro - Industrieberatung
Wiesenstraße 5, 72119 Ammerbuch, Germany
Tel. : +49 7032 97520 Fax : +49 7032 975255
Website : <http://www.ujw.de>

(Source : EEPC Duesseldorf Office)

(To be continued at next issue)

Tender Information



Armenia

(EEPC Ref. No. DB-1439)

Project : Rural Enterprise and Small-Scale Commercial Agriculture Development Project (RESCADP)
Credit No. 4095-AM; Project ID No. P087011
Credit from IDA

Issued by : Agricultural Reform Support Project
Implementation Unit SI
74, Teryan Street, 375009, Yerevan, Armenia
Attn. : Mr. Levon Aghamyan
Director
Tel. : (374-10) 542-521, 540-751
Fax : (374-10) 544-528
E-mail : arsp@arminco.com

For : Procurement of vehicles in two lots :
- Lot 1 : Short base 4WD Vehicles (quantity : 8)
- Lot 2 : Long base 4WD Vehicle and Sedan (quantity : 2)

Tender cost : Non-refundable fee of US\$ 120

Bid security : US\$ 1,500 for each lot (or US\$ 3,000 for 2 lots) or an equivalent amount in a freely convertible currency.

Bid deadline : 24.03.2006

DB Ref. No. WB561-673/06, on line version dated 10.02.2006

Mozambique

(EEPC Ref. No. DB-1440)

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

Issued by : Fundo de Investimento e Patrimônio do Abastecimento de Água (FIPAG)
Rua General Pereira D'Eça, 241 R/C
Maputo, Mozambique
Tel. : (258-1) 2149-1529/8840/8815
Fax : (258-1) 2149-8881
E-mail : fipag@fipag.co.mz

For : - Repair of the Ground Reservoirs;
- Replacement of Valves, Fittings and Re-built Chambers;
- Pipework;
- Test and Commissioning.

Tender cost : Non-refundable fee of MZM 2,500,000 or US\$ 100

Bid security : MZM 625,000,000 or an equivalent amount in a freely convertible currency.

Bid deadline : 20.03.2006

DB Ref. No. WB522-673/06, on line version dated 10.02.2006

Nigeria

(EEPC Ref. No. DB-1441)

Project : Ekiti State Health System Development Project II
Credit No. 3653-UNI; Credit from IDA

Issued by : Ekiti State Health System Development Project II
3 Anisulowo St. (a.k.a. Olufemi Ojo St.)
GRA, Ado Ekiti, Nigeria
Attn. : Project Manager
Tel. : (234-30) 250-586
Fax : (234-30) 251-673

For : Supply of medical equipment and furniture as specified below and in the schedule of requirements :
- Lot 1 : Furniture for OPD and wards.
Bid security : NGN 700,000 or US\$ 5,200
- Lot 2 : Equipment for OPD, theatres and delivery suites. Bid security : NGN 590,000 or US\$ 4,400
- Lot 3 : Instruments/linens for OPD, theatres & delivery suites. Bid security : NGN 370,000 or US\$ 2,700;
- Lot 4 : Equipment for X-ray department.
Bid security : NGN 420,000 or US\$ 3,100
- Lot 5 : Instruments for specialty surgery.
Bid security : NGN 340,000 US\$ 2,500
- Lot 6 : Equipment for dental department.
Bid security : NGN 260,000 or US\$ 1,900

Tender cost : Non-refundable fee of N 15,000

Bid deadline : 23.03.2006

DB Ref. No. WB524-673/06, on line version dated 10.02.2006

Tender cost : Non-refundable fee of N 15,000

Bid deadline : 23.03.2006

DB Ref. No. WB524-673/06, on line version dated 10.02.2006

Russian Federation

(EEPC Ref. No. DB-1442)

Project : Municipal Water and Wastewater Project
Project ID No. P008832; Loan from IBRD

Issued by : National Foundation for Housing Reform
Tverskoy Boulevard 6, Room 210
125009 Moscow, Russian Federation
Attn. : Mr. Igor Prividentsev
Project Manager
Tel. : (7-495) 740-0392
Fax : (7-495) 290-4245
E-mail : rbshentsev@nfhr.ru

For : Supply and installation of the equipment for the reconstruction of existing pumping station No. 3 (Proletarsky region in the city of Rostov).

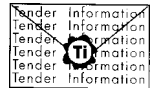
Bid security : Not less than US\$ 46,000 or equivalent in any convertible currency.

Bid deadline : 24.03.2006

DB Ref. No. WB600-673/06, on line version dated 10.02.2006



EEPC INDIA



Ukraine

(EEPC Ref. No. DB-1443 & DB-1444)

Project : TB and HIV/AIDS Control Project
Loan No. 4682-UA, Project ID No. P069857

Issued by : Ministry of Health of Ukraine
Project Implementation Unit
Attn. : Yuriy Hanushchak
Procurement Manager or
Veronika Harbar
Procurement Specialist
TB and AIDS Control Project in Ukraine
Room 117, 7 Hrushevskogo St.
Kyiv 01021, Ukraine
Tel/Fax : (380-44) 253-9882
E-mail : procur_s@moz.gov.ua
Website : http://www.moz.gov.ua

For : A. Procurement of vehicles (contracts G-ICB7/MOH/05 and G-ICB7/SDP/05), one contract for each organization :
- Passenger Car, 67 units;
- Ambulance, 10 units;
- Microbus, 52 units.

B. Procurement of medical consumables (contracts G-ICB9/MOH/05 and G-ICB9/SDP/05), one contract for each organization :
- Consumables for microscopy and pure substances of anti-mycobacterial preparations;
- Laboratory glass, containers, and stands;
- Supplies for work with microbiological materials;
- Closed blood collection systems;
- Consumables for molecular tests.

Tender cost : A. Non-refundable fee of US\$ 200 or equivalent in Ukrainian Hryvnas
B. Non-refundable fee of US\$ 200 or equivalent in Ukrainian Hryvnas.

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

Bid deadline : **A- 23.03.2006 & B- 24.03.2006**

DB Ref. No. WB531-673/06 & WB532-673/06, on line version both dated 10.02.2006

Zambia

(EEPC Ref. No. DB-1445, 1446 & 1447)

Project : Basic Education Sub-Sector Investment Program Support Project
Credit No. 3190-ZA; Project ID No. P003249
Credit from IDA

Issued by : Ministry of Education Headquarters
Room G15, Corner of Mogadishu Rd.
P.O. Box 50093, Lusaka, Zambia
Attn. : Victor Tembo
The Head of Procurement and Supplies Unit
Tel. : (260-1) 251-318, 250-855
Fax : (260-1) 251-318

For : A. Supply and delivery of three 4 x 4 station wagon and two 5-Ton trucks for Kafumbwe and Lumezi Secondary Schools project in Eastern Province for the Ministry of Education.

B. Supply and delivery of laboratory equipment and chemicals to Kafumbwe and Lumezi Secondary Schools in Eastern Province.

C. Supply and Delivery of School Equipment to Kafumbwe and Lumezi Secondary Schools in Eastern Province for the Ministry of Education.

Tender cost : Non-refundable fee of K 200,000 or its equivalent (for A, B & C).

Bid security : Not less than 2% of the total bid price (for A, B & C).

Bid deadline : **10.03.2006**

DB Ref. No. WB556-673/06, WB557-673/06 & WB558-673/06 on line version all dated 10.02.2006

(Source : UN Development Business Edition on line version dated 10th February, 2006)

Iran

Electrical Sub-Sea Cable

Issued by : Iranian Offshore Oil Company
National Iranian Oil Company
Contracts Department, Fifth Floor
38 Touraj Street, Vali-e-Asr Avenue
Before Vali-e-Asr Avenue and Modarres Crossroads
P.O. Box 5591, Tehran, Iran
Tel. : (9821) 22024801-16
Fax : (9821) 22024582-3
Website : www.iooc.co.ir

Tender No. : **AT/84/073**

For : Installation of an electrical sub-sea cable, including the provision of design and engineering, construction and installation services at the Nasr field.

Closing date : **Not stated**

Morocco

Issued by : Office Nationale de l'Eau Potable
Direction des Approvisionnements et Marchés
6 Bis Rue Patrice Lumumba
Rabat, Morocco
Tel. : (21237) 706118
Fax : (21237) 725566

Tender No. : **77-DAM/ET/05**

For : Upgrading of the drinking water supply system in Essaouira as part of the eighth water treatment

upgrade project. Financed by the African Development Bank.

Bid bond : MD 450,000.

Details on payment of MD 1,200.

Closing date : **08.03.2006**

Tender No. : 76-DAM/ET/05

For : Upgrading of the drinking water supply system in Essaouira as part of the eighth water treatment upgrade project. Financed by the African Development Bank.

Bid bond : MD 350,000.

Details on payment of MD 1,200.

Closing date : **08.03.2006**

(Source : MEED, Vol. 50, No.2 dated 13 - 19 January, 2006)

Iran

Diesel Generators

Issued by : Iranian Oil Pipelines & Telecommunications Company
Public Relations Department
National Iranian Oil Company
Building 67, Room 311
Sepand Street
Ostad Nejatollahi Street
Tehran, Iran
Tel. : (9821) 88809049/66155479
Website : www.shana.ir

Tender No. : **84/248**

For : Supply of 10 Diesel air compressors.

Bid bond : IR 105 million or \$ 12,000

Closing date : *Not stated*

Oman

Refinery Company Buildings

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

Tender No. : **6/2006**

For : Implementation of proposed buildings for Oman Refinery Company.

Details available until 1 March, on payment of RO 470.

Closing date : **20.03.2006**

Tunisia

Water Supply Study

Issued by : Societe Nationale d'Exploitation & de Distribution des Eaux (Sonede)
Bureau d'Ordre Central, Rez de Chaussee
Avenue de Slimen Ben Slimen, El-Manar II.
CP 2092, Tunis, Tunisia

For : Expressions of interest : Provision of consultancy services comprising a study for a project to rehabilitate a DN-1, 190-millimetre water pipeline from Ghedir el-Golla to Ras Tabia in Greater Tunis. Financed by the World Bank.

Closing date : **22.03.2006**

(Source : MEED, Vol. 50, No. 5 dated 03 - 09 February, 2006)

Kuwait

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

Tender No. : MSAL/8/2005-2006

Requirements : Repair & maintenance of electric works and low tension works with accessories at Social Care House Complex, Sulaibikhat - External Annexes & South Sabahiya Complex.

Fee (KD) : 400.000

Initial guarantee : 5% of offers value.

Closing date : **14.03.2006**

For Pre-Qualified Tenderers Only

Tender No. : 2/2005-2006

Requirements : Manufacturing, supply & provision of meals for Al Tahreer Camp & Headquarters.

Fee (KD) : 400.000

Initial guarantee : KD 75000 of offers value.

Closing date : **14.03.2006**

Tender No. : 11/2005-2006

Requirements : Supply of Flourescent X-Ray device.

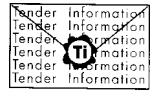
Fee (KD) : 30.000

Initial guarantee : 5% of offers value.

Closing Date : **12.03.2006**

Tender No. : ME/EW/92/2005-2006

Requirements : Repair of low tension ground cables and extension & welding of low tension cables for new consumers in southern area.



EEPC INDIA

Fee (KD) : 200.000
 Initial deposit : 5% of offers value.
 Closing date : **14.03.2006**
Tender No. : PA/Sh.AM/102/2005/2006
 Requirements : Complete electrical maintenance works for authority colleges & institutes (first Area).
 Fee (KD) : 160.000
 Initial deposit : KD 20,000 of offers value.
 Closing Date : **19.03.2006**

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 : Central Electricity Board (C.E.B.)
 Head Office
 Royal Road, Curepipe, Mauritius
 Tel. : 230 601 1100
 Fax : 230 675 7958/59

Tender No. : TD/2588

For : Supply of :
 - 1000 units of 22 kV Surge Arresters;
 - 18 units of 66 kV Surge Arresters.

Closing date : **22.03.2006** [at 12:00 hrs]

Tender No. : TD/2567

For : Supply of 1000 units Fuse Switch Disconnecter
 690 V, 400 A.

Closing date : **29.03.2006** [at 12:00 hrs]

For further details, please contact :

Shri Prashant Agrawal
 First Secretary (HOC & Commerce)
 High Commission of India
 Port Louis, Mauritius
 Tel. : 230 2083775/76

(Source : High Commission of India, Port Louis)

Syria

Br. 1/10947. Requirement : Seamless steel tubing. File No. 2/2006.
 Bid bond Euro 13,000. Performance bond 5%. Booklet obtained at US\$ 50 from Syrian Petroleum Co., Damascus, Fax : 011-2225648.
 Deadline **06.04.2006**

Br. 4/10947. Requirement : Execute an inline inspection for the 24" linepipe that transports white products from Banias to Homs using the intelligent pig to detect all defects and anomalies in the linepipe such as metal loss (corrosion) dents and accessories installed on linepipe and to secure all requirements such as materials, equipment and workmanship to execute mechanical and civil works on turnkey basis with submission of status of corrosion and recommendations that are preferable to repair linepipe. File No. 2006/1. Bid bond US\$ 25,000. Performance bond 10%. Booklet obtained at US\$ 100 from Syrian Company for Oil Transport, Banias, Fax : 043-712325. Deadline **28.03.2006**

Br. 5/10947. Requirement : Three Compressors for Hausherr drilling machines file 534. File No. 2/2006. Bid bond Euro 3,000. Performance bond 10%. Booklet obtained at SP. 1,000 from Arabian Cement & Building Materials Co., Aleppo. Deadline **03.04.2006**

Br. 6/10947. Requirement : Execution of the construction works and operation of two quays with a length of 470 m and 266 m in addition to two Ro-Ro berths : the first traversal of 125 m long at the northern side of the 470 m quay and the second with a length of 35 m at the northern side of the 266 m. quay inside the basin of Tartous port on the basis of BOT system. Bid bond US\$ 200,000. Performance bond US\$ 3 million. Booklet obtained at US\$ 100 from Tartous Port Gen. Co., Tartous. Deadline **27.03.2006**

Br. 8/10947. Requirement : the following :

1. 16 Veterinary mobile 4 x 4
2. 3 Tipper 4 x 4
3. 36 Water Tanker 18 m³ (6 x 6)
4. 9 Mobile workshop

Bid bond 2%. Booklet obtained at Euro 100 from Ministry of Agriculture and Agrarian Reform, Damascus, Fax : 011-2244078. Deadline **02.04.2006**

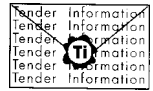
Br. 1/10949. Requirement : 25 million Metal plugs for the milk and bear bottles. Bid bond SP. 300,000 or equivalent. Performance bond 10%. Booklet obtained from Syrian Arab Dairy Co., Damascus. Deadline **05.04.2006**

Br. 3/10949. Requirement : Construction of a complete central laboratory in Damascus for analyzing petroleum products. File No. 7. Bid bond US\$ 250,000. Performance bond 10%. Booklet obtained at US\$ 300 from Syrian Co. for the Storage and Distribution of Petroleum Products (Mahrukut), Damascus, Fax : 011-4445796. Deadline **03.04.2006**

Br. 5/10949. -

Requirement : Launching Berth No. 22 to be operated (for berthing a silo ship) for bagging charging bulk cement. Bid bond US\$ 100,000. Performance bond 10%. Booklet obtained at US\$ 50 from Tartous Port Gen. Co., Tartous. Deadline **15.03.2006**

Requirement : Equipment for Track maintenance. File No. 4/2006. Bid bond Euro 25,000. Performance bond 10%. Booklet



EEPC INDIA

obtained from Syrian Railways, Aleppo, Fax : 021-2225697.
Deadline **29.03.2006**

Requirement : Container stacker. File No. 8/2006. Bid bond Euro 15,000. Performance bond 10%. Booklet obtained from Syrian Railways, Aleppo, Fax : 021-2225697. Deadline **11.04.2006**

Requirement : Machine for spraying herbicides on track. File No. 9/2006. Bid bond Euro 100,000. Performance bond 10%. Booklet obtained from Syrian Railways, Aleppo, Fax : 021-2225697. Deadline **11.04.2006**

For further details, please contact :

Shri A. K. Ghosh
Second Secretary (C & I)
Embassy of India
P.O. Box 685, Damascus, Syria
Tel. : 00963-11-3347351/2
Fax : 00963-11-3345711
E-mail : comsyria@cyberia.net.ib
indemcom@scs-net.org

(Source : Embassy of India, Damascus)

Vietnam

Issued by : Southern Vietnam Power Project Management Board (SPPMB)
383 Ben Chuong Duong, District 1
Ho Chi Minh City
Vietnam
Tel. : +84-8-8361150
Fax : +84-8-8361096

For : System efficiency improvement, equitization and renewable project.

220 kV Binh Long Substation

Pkg 1 : 220 kV-125 MVA auto-transformers

Tender cost : US\$ 200

Bid security : US\$ 30.000

Pkg 2 : Electrical equipment for substation

Tender cost : US\$ 200

Bid security : US\$ 35.000

Pkg 3 : Control and protection system, communication equipment, SCADA

Tender cost : US\$ 200

Bid security : US\$ 30.000

220 kV Phan Thiet Substation

Pkg 1 : 220 kV-125 MVA auto-transformers

Tender cost : US\$ 100

Bid security : US\$ 20.000

Pkg 2 : Electrical equipment for substation

Tender cost : US\$ 100

Bid security : US\$ 20.000

Pkg 3 : Control and protection system, communication equipment, SCADA

Tender cost : US\$ 200

Bid security : US\$ 30.000

220 kV Ben Tre Substation

Pkg 1 : 220 kV-125 MVA auto-transformers

Tender cost : US\$ 200

Bid security : US\$ 30.000

Pkg 2 : Electrical equipment for substation

Tender cost : US\$ 200

Bid security : US\$ 40.000

Pkg 3 : Control and protection system, communication equipment, SCADA

Tender cost : US\$ 200

Bid security : US\$ 30.000

220 kV Chau Doc Substation

Pkg 1 : 220 kV-125 MVA auto-transformers

Tender cost : US\$ 100

Bid security : US\$ 20.000

Pkg 2 : Electrical equipment for substation

Tender cost : US\$ 100

Bid security : US\$ 15.000

Pkg 3 : Control and protection system, communication equipment, SCADA

Tender cost : US\$ 100

Bid security : US\$ 10.000

Closing date : **05.04.2006** [at 9:00 hours]

For further details, please contact :

Shri N. P. Singh Azad
Consul
Consulate General of India
49, Tran Quoc Thao Street, District 3
Ho Chi Minh City
Vietnam
Tel. : +84-8-930 3539/7498
Fax : +84-8-930 7495
E-mail : cgihcmc@hcm.vnn.vn, comcon@hcm.vnn.vn

(Source : Consulate General of India, Ho Chi Minh City)

Trade Enquiries



Australia

(Source : EEPC Singapore Office)

Name of the Company	Addresses	Contact Person/Tel./Fax/E-mail	Items interested
Mr Brian Measey	64 Stuart Highway GPO Box 4444 Darwin, NT 0801 Australia	Tel. : 08-8924 2402 Fax : 08-8941 1219 E-mail : bm@rentacar.com.au	Truck bodies in steel and aluminium, industrial fans with a water misting system, prefab fence panel complete in both galvanized & powder coated both domestic and security, water filtration & bottling plant, container-sized, evaporative air coolers.
Heuron Screenline Pty. Ltd.	P. O. Box 5134 Murray Region, MSC 2708 Australia	Attn. : Mr Roger Hocking Tel. : 02-6025 5400 Fax : 02-6040 9201	Press tools & dies, precision components and related industry.
Dumbrell Springs & Forging	111 Newcastle Road Wallsend, NSW 2287 P. O. Box 149, Jesmond NSW - 2299, Australia	Attn. : Mr Aurel Radu Tel. : 02-4955 9687 Fax : 02-4951 8032 E-mail : aurel.radu@dumbrellsprings.com.au	Mild steel plates.

Canada

(Source : Direct from the party)

QuadraFab Inc.	9355 Trans-Canada Montreal, Quebec H4S 1V3 Canada	Attn. : Mr. Stephen Kucer Co-President Tel. : 514-335-2600 Extn. 22 866-335-2600 Fax : 514-335-2424 E-mail : stephen.kucer@quadrafab.com	- Permanent mould aluminium casting and machining. Annual quantity is 2500 pcs. (as per drawing) - Aluminium extrusion cut the length. Annual usage is 30,000 pcs. (as per drawing) (Drawings can be obtained from any of the EEPC Offices in India).
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France

(Source : EEPC Duesseldorf Office)

SFEH	3, av. Du President Wilson F-75116 Paris France	Attn. : Mrs. Maria da Silva Tel. : +33 1 45 05 28 77 Fax : +33 1 45 05 15 33 E-mail : m.dasilva@sfeh.com	Medical/technical equipments for hospitals.
Biomet Europe	58, rue de Lautagne BP 75 F-26903 Valence Cedex 9 France	Attn. : Mr. Patrick Cazeneuve Tel. : +33 4 75 75 91 12 Fax : +33 4 75 75 91 18 E-mail : Patrick.Cazeneuve@biometeurope.com	Medical equipment : Oscillating saw, reciprocating saw, sternum saw, drill (Details can be obtained from any of the EEPC offices in India)

Jordan

(Source : Direct from the party)

Al-Abas Comm.Trading EST.	Amman Jordan	Attn. : Mourad Tel. : 00962-6-5651012 Fax : 00962-6-5651013 E-mail : ab_jor@wanadoo.jo	- Steel barrel machine for oil & cheese; (Types of barrel - round or square).
Bmengineering	Amman Jordan	Attn. : Eng. Mohammed Tel. : 00962 5523164 E-mail : mohammed_alshebeb@yahoo.com	Pumps, valves.

**EEPC INDIA****Myanmar***(Source : EEPC Singapore Office)*

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Turesinar International Trading Co., Ltd. (Exporters & Importers)	No. 50, 30th Street Pabedan Tsp Yangon Myanmar	Attn. : Mr. Myo Thant Tun Director Tel. : 00951-250293/243793 Fax : 00951-249745 E-mail : tit-rct@myanmar.com.mm	Electrical household appliances. They are also interested in Joint Ventures with Indian manufacturers of the above item.

Indonesia*(Source : EEPC Singapore Office)*

PT Trident Utama Mulia	Taman Kemayoran Apartments Wisma Cendana Blk F-103 Kemayoran, Jakarta Pusat Indonesia	Attn. : Mr. R.K. Moona President Director Tel. : 62-21-65866286/7 E-mail : rkmoona@gmail.com rkmoona@yahoo.com	Pipes for oil and gas rigs.
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Senegal*(Source : EEPC Johannesburg Office)*

Les Plantations de	Communité rurale de Djibanar Senegal	Attn. : Mr. Patrick Ledoux Tel. : +221-6347094 Fax : +221-8423855 E-mail : labanemodie@yahoo.fr	Agricultural machinery, water pumps.
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Singapore*(Source : EEPC Singapore Office)*

Teradyne (Asia) Pte. Ltd.	Asia Pacific International Procurement Office 51, Science Park Road #02-01, The Aries Singapore Science Park 2 S117586 Singapore	Attn. : Mr. Ying Cheng Choy Tel. : 65-6770 0410 Mobile : 65-9786 9500 E-mail : YingCheng.Choy@teradyne.com Website : www.teradyne.com	They are interested in precision machining which include assembly and integration of full turnkey projects, design and prototyping of customized equipment and precision processed equipment. Range of machining services include - milling, cutting, turning, grinding, drilling, stamping; Sheet metals.
Excel Components Trading	Block 935, Tampines Street 91, # 08-311 Singapore 520935	Attn. : Mr. P. H. Sharma Tel. : 65-67884919 Fax : 65-67884142 Mobile : 65-9852 2464 E-mail : exco@pacific.net.sg	Second-hand cooling tower, valves (gate, globe, check) API std. w/cert., spare parts of safety head assembly.
Frontrunner Enterprises Pte. Lte.	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	Generator sets.

South Africa*(Source : EEPC Johannesburg Office)*

EHD Components (Pty.) Ltd.	EHD House Cnr. Hubert & Marshall Streets Marshalltown Johannesburg South Africa	Attn. : Mr. Cyril Stoch Managing Director Tel. : +27-11-8705000 Fax : +27-11-8360474 E-mail : Cyril@ehd.co.za	Automotive engines and parts.
Pretoria Spring Sales	11/12, Zeilere Street Pretoria West 0183 South Africa	Attn. : Mr. Hans Tel. : +27-12-3277236 Fax : +27-12-3277384 E-mail : pspring@mweb.co.za	Leaf springs and parabolic springs.



<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Macgillivray CC	89, Silverstone Crescent Kyalami Business Park Kyalami, Midrand Johannesburg South Africa	Attn. : Mr. G. Stevens Sales Manager Tel. : +27-11-4663231 Fax : +27-11-4663237 E-mail : bantam@global.co.za	Various kind of engineering tools.
First Cut (Pty.) Ltd.	37, Labassee Road Industries East Germiston – 1400 Johannesburg South Africa	Attn. : Mr. P. Kriel Managing Director Tel. : +27-11-8721138 Fax : +27-11-8735587 E-mail : firstcut@mweb.co.za	Precision tools.
Gearmax Spicer Axles	21, Barney Road Benrose Johannesburg South Africa	Attn. : Mr. H. Ferreira Branch Manager Tel. : +27-11-6181074 Fax : +27-11-6183006 E-mail : louis.nel@dana.com	Gearboxes and axles.
Eaton Truck Components (Pty.) Ltd.	3, Eaton Africa Place Aeroport Industrial Estate Spartan Extension Kempton Park, Johannesburg South Africa	Attn. : Mr. C. Grimbeek Tel. : +27-11-3927770 Fax : +27-11-3927001 E-mail : tomkellett@eaton.com	Gearboxes, clutches and components.
All Tools Services & Abrasives	9, Rintoul Street Sidwell Port Elizabeth South Africa	Attn. : Mr. C. Brent Managing Partner Tel. : +27-41-4537515 Fax : +27-41-4511581 E-mail : alltool@isat.co.za	All kind of engineering tools.
Drive & Align	384, Main Road Wynberg Cape Town South Africa	Attn. : Mr. J. Jardine Tel. : +27-21-7614010 Fax : +27-21-7622755 E-mail : roadhog@iafrica.com	Drive shafts, CV joints, suspension parts.
Bearing Agent (Pty.) Ltd.	2- Schoeman Street Pretoria South Africa	Attn. : Mr. P. A. Van Niekerk Managing Director Tel. : +27-12-3262551 Fax : +27-12-3234851 E-mail : bagent@iafrica.com	All kind of bearings.
Bolt & Engineering Distributors	127, Snapper Road Wadeville Germiston Johannesburg South Africa	Attn. : Mr. E. H. G. Barnett Joint Managing Director Tel. : +27-11-8247500 Fax : +27-11-8272314 E-mail : bolting@hixnet.co.za	Power tools, all kind of fasteners.
Riverwalk Trading	57, Nielson Drive Blairgowrie – 2194 Johannesburg South Africa	Attn. : Mr. Reza Moosa Tel. : +27-833341821 Fax : +27-11-7815020 E-mail : riverwalk290@gmail.com	The company is in the process of setting up/upgrading a plant (Copper and Cobalt Ore) in Democratic Republic of Congo. They are interested to have tie-up with an Indian company to get the technology and know-how in this regard especially in acid leaching. The technology preferred by them is labour oriented.
Ashleighs Manufacturers of Mattresses & Beds	Factory No. 'C' Eikenhoff Johannesburg, South Africa	Attn. : Mr. Baldev Singh Tel/Fax : +27-11-8592837/38 E-mail : logan.yash@telcom.net	The company is in the process of setting up a brand new factory in 4000 sq. mtr. area double story. They are looking for a supplier to supply pre-fabricated steel structures as per the drawings for construction of their factory.



<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Kismet Pty. Ltd.	Riverside Park Industrial Area Main Road Unzinto – 4200 South Africa	Attn. : Mr. Faizal Desai Tel. : +27-39-9741193/4 Fax : +27-39-9743170 Mobile : +27-828278600 E-mail : kismetptyltd@mweb.co.za	They are interested in setting up a sugar mill turnkey operation for the rural area. The proposed capacity of the mill is to produce 2000 tons per day. Interested companies may approach directly to the above firm with details and estimated cost.
Tradequick 139cc T/A ABM Healthcare	P.O. Box 481868 Quacbert – 4078 Durban South Africa	Attn. : Mr. Tauhik A.B. Mahomed Tel. : +27-31-2062642 Fax : +27-31-2058050 E-mail : abmind@mweb.co.za	They are interested in setting up a small plant for producing Glycerine by refining glycerol. The plant is intended on small scale basis that is having a capacity to 15 to 20 tons per month.

Taiwan

(Source : EEPC Singapore Office)

Horng Shiuh Air Condition Mechanical Co., Ltd.	1F, No. 12, Lane 23 Sec 2, Hsi Wan Rd. Hsi Chih City, Taipei, Taiwan	Attn. : Managing Director Tel. : 886-2-2646-2639 Fax : 886-2-2646-2884	Air-conditioning equipment.
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Turkey

(Source : EEPC Duesseldorf Office)

Ilab Holding	Kozyatagi Ataturk Cad 72-8 Istanbul 34750 Turkey	Attn. : Mr. Doruk Aydin Director Tel. : +90 216 469 1014 Fax : +90 216 302 86 83 E-mail : daydin@ilab.com.tr Website : www.ilab.com.tr	Spring steel.
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Trade enquiries received from various Indian Missions Overseas

Brazil

(Source : Consulate General of India, Sao Paulo)

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Roleste Rolamentos Ltda.	Av. Pernambuco 1811 P.O. Box 90240-005 Porto Alegre Rio Grande Do Sul Brazil	Attn. : Mr. Marcelo Renner De Carli Commercial Director Tel. : 55-51-33375585 Fax : 55-51-33379509 E-mail : mrdcarli@terra.com.br Website : www.roleste.com.br	Bearings.

Ethiopia

(Source : Embassy of India, Addis Ababa)

Araya Belay & Yenietihun Negash PLC	P.O. Box 3124 Addis Ababa Ethiopia	Tel. : 00251-11-4425952 Fax : 00251-11-5517666 E-mail : eitco@ethionet.et	Abrasive paper processing machinery and tomato paste and juice extracting plant.
Sole Guest Pvt. Ltd. Co.	P.O. Box 3061 Addis Ababa Ethiopia	Tel. : 00251-11-6632847/49 Fax : 00251-11-6627815 E-mail : abnetget@yahoo.com	Lotto lottery ticket and compatible draw machine and barcode reader.
Minale Zewdie PLC	P.O. Box 15865 Addis Ababa Ethiopia	Tel. : 00251-11-5509734 E-mail : blessminale@yahoo.com	Fire extinguisher refilling machine.
A. Z. Pvt. Ltd. Co.	P.O. Box 639 Code 1110 Addis Ababa, Ethiopia	Tel. : 00251-11-5525151/52 Fax : 00251-11-5523030 E-mail : a.ztandiplc@ethionet.et	Tube mill manufacturing machine and galvanized plant.



Name of the Company	Addresses	Contact Person/Tel./Fax/E-mail	Items interested
Tana Engineering	P.O. Box 3046 Addis Ababa Ethiopia	Tel. : 00251-11-5513933 Fax : 00251-11-4343076 E-mail : tanaeng@ethionet.et	Agriculture tractors.
Silver Fleece Industries	P.O. Box 203 Code 1110 Addis Ababa, Ethiopia	Tel. : 00251-11-2766179 Fax : 00251-11-2757281 E-mail : selambgr@ethionet.et	Cement plant machinery.
Noble Enterprise	P.O. Box 2549 Addis Ababa Ethiopia	Tel. : 00251-11-2136813 Fax : 00251-11-2761140 E-mail : nob@ethionet.et	Candy processing machinery.
GTB Engineering	P.O. Box 10992 Addis Ababa Ethiopia	Tel. : 00251-11-5157079 Fax : 00251-11-5157082	Water well drilling machines (rig), hand pumps, G.I. pipes, DCI pipes, steel casings for water wells, pumps required for irrigation works, etc.

Australia

(Source : Direct from the party)

M/s. Reliable Traders, 74 Hillcrest Road, Alexander Heights, W.A. 6064, Australia, Mobile : 0402398110, E-mail : businessguru@hotmail.com (Attn. : Mr. Balbir Rajput), are interested to import the following items :

- **GI steel sheet trunks** for carrying tools in following 4 sizes :

560 x 220 x 220 (length x width x height);
765 x 335 x 250; 1150 x 375 x 380; 1435 x 510 x 475

The 2 smaller sizes may be supplied in 1 mm galvanised sheets and the bigger 2 sizes in 1.2 mm galvanised sheets. One important aspect of these trunk sizes is that they fit into one another. This will help in reducing freight costs. The trunks will have 2 side handles for lifting purpose & locking arrangement on front.

As such the order will be in sets of 4 trunk sizes. They need best CIF (Fremantle, Australia) prices based on one FCL per order. Also they want to know how many sets will fit into one FCL.

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

- **Stainless steel (grade 314) round tubes** to be supplied cut into lengths of 3 m ea.

OD 38.1 mm (wall thickness 0.51 to 0.7 mm) 35 lengths
OD 31.7 mm (wall thickness 0.51 to 0.7 mm) 35 lengths
OD 19 mm (wall thickness 1.2 mm) 50 lengths
OD 50 mm (wall thickness 0.7 mm) 20 lengths

They need CIF (Fremantle) prices for the supply of above lot per shipment.

- **Shell approved API seamless steel pipes** as per schedule 40 & 80 Grade A-106 in all sizes from 1" to 10" NB sizes. CIF (Fremantle, Australia) basis.

- **Brass terminals (link bars) :**

5 Hole : 8000 units (5B)
7 Hole : 4000 units (7B)

Screws are brass plated steel & have Philips heads.

The approx. dimensions are :

5B 42 (L) x 12.5 (W) x 10 (H)
7B 54 (L) x 12.5 (W) x 10 (H)

Top of both types will have one unthreaded hole of 4 mm & 5 (x2) & 7 (x2) threaded holes suitable to take in 5 mm dia screws which are 10 mm long excluding heads. Both bars have 3 bigger holes of 6 mm dia & rest 2 (x2) & 4(x2) holes (in 5B & 7B) of 5 mm dia on the sides & will run throughout the width of the bars. All the screws are to be marked properly 1 2 3 in the middle of set of holes on top face. Weight of 5B & 7B is ~35 & 45 gm respectively including screws.

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

They also need 2000 units of 1400 mm long x 12 mm dia copper coated earth rods (one side pointed & the other plain).

Iran

(Source : Direct from the party)

M/s. Shahin Wire & Cable Co., Apt. 2, No. 17, Nezami Ganjavi St., Tavanir St., Valiasr Ave., Tehran, Iran, Telefax : (09821) 8888 7541/6990/7331, E-mail : info@shahinwirecable.com, Website : www.shahinwirecable.com (Attn. : F. Honari, Purchasing Department), are interested to import following items:

1. **Item :** Insulating tape to be used as separator and bedding under armour power cable.

2. **Description :** Tape pad should furnished in one continuous length without splices or joints.

Pads dimension :

Core diameter of coil : (76 ± 1) mm & (152 ± 1) mm
Outer diameter of coil : 500 mm
Max OD : 500 mm

Coils : core of hard cardboard

Pad : have to be tightly wound on hard cardboard cores.

Tape width will be specified when ordering and allowable tolerance should be ± 1 mm.

The polypropylene tape should meet the following industry specification :

Property	Value	Test method
Thickness	Min 80, 100, 126 micron	DIN 53370
Density at 23°C	Min 0.52 g/cm ³	ASTM D - 1505
Tensile strength	Min 90N/mm ²	ASTM D - 882
Elongation at break	Min 15%	ASTM D - 882
Shrinkage at 100°C/10 min	Max 6%	ASTM D - 1204
Melting point	(100 - 170)°C	ASTM E - 794

Exhibitions and Trade Fairs



Thailand

InterPlas Thailand 2006

Thailand's Largest Plastic and Rubber Technology Trade Exhibition and Conference - 15th Edition

Date : 1 - 4 June, 2006

Venue : BITEC, Bangna, Bangkok, Thailand

Exhibitor Profile : **Machinery**

Pre-processing/recycling machines and equipment : Mixer, Two Roll Mills, Powder Compactors, Size Reduction Equipment (Crushers, Shredders, Blade Granulators), Pelletizers, Screen Changers, Compounding Lines, Recycling Lines, Extruders and Extrusion lines, Injection Moulding Machines, Blow Moulding Machines, Presses, Foam, Reactive or Reinforced Resins, Processing Machines : Calenders, Rotation Moulding Machines, Sheet Casting Machines, Machine for the Tyre Industry, Rubber Processing Equipment, Machine for Rapid Prototyping, Post Processing Machines : Thermoforming Machines, Bending, Folding and Edge-trimming Machines, Pipe Belling and Socketing Machines, Cutting Machines, Slitter Rewinders, Punching and Perforating Machines, Deflashing Equipment, Finishing Decorating, Printing and Marking : Embossing Equipment, Laminating Plants, Coating Plants, Metallizing Plants (Vacuum Deposition), Printing Machines for Plastic and Rubber Products, Flexo-printing Machines, Offset-printing Machines, Marking Equipment, Welding : Hot-Plate, Heat Impulse, High Frequency, Ultrasonic, Hot-Gas, Friction, Extrusion, Laser Beam and Others, Ancillary Equipment

Measuring, Control and Test Equipment

Rheological Properties, Mechanical or Dynamic Properties, Thermal Properties, Electrical Properties, Optical Properties and Other Properties

Parts and Components

Screws, Barrels, Rolls, Nozzles, Heating Elements, Machine Blade, Other Parts and Components

Services

Product Design, Quality Assurance, Research and Development, Recondition and Refurbishment

Organiser : Reed Tradex Company
32nd Floor, Sathorn Nakorn Tower
100/68-69, North Sathorn Road, Silom, Bangrak
Bangkok 10500, Thailand
Tel. : + 66 2 686 7299
Fax : + 66 2 686 7288
E-mail : rtdx@reedtradex.coth
Website : www.reedtradex.com

(Source : EEPC Singapore Office)



F. No. 473/07/2005-LC
Government of India
Ministry of Finance
Department of Revenue
Central Board of Excise & Customs
New Delhi

Circular No. 10/2006-Customs

Dated 14th February, 2006

**Warehousing – Waiver of Interest on Customs Duty on
Warehoused Goods – consolidated instructions - regarding**

Attention is invited to the guidelines/instructions contained in Board's letters/Circulars F. No. 475/82/92-LC, dated 27.12.1993, Circular No. 57/2000-Customs, dated 07.07.2000 (F. No. 475/6/99-LC), Circular No. 62/2004-Cus., dated 29.10.2004 (F. No. 473/07/2004-LC), Circular No. 38/2005-Customs, dated 28.09.2005 (F. No. 473/07/2005-LC) in the matter relating to waiver of interest on Customs Duty on warehoused goods.

2. A need was felt in the Board to combine all these instructions into one consolidated Circular on the aforesaid matter to ensure uniformity to consider the request for waiver of interest on Customs Duty on any warehoused goods u/s 61 of the Customs Act, 1962. Accordingly, in supersession of these previous guidelines and Circulars on the aforesaid matter, the instructions have been consolidated in this Circular.

3. Notification No. 122/2004-Customs(NT), dated 25.10.2004 was issued, delegating powers of the Central Board of Excise and Customs relating to waiver of interest charged on Customs Duty on warehoused goods, to the Chief Commissioners of Customs and Central Excise enhancing the monetary limit from Rs. 15 lakhs to Rs. 2 Crores under Section 61 of the Customs Act, 1962. However, all requests for waiver of interest on Customs Duty on warehoused goods first be received at the Commissionerates who should examine the request. Such cases, where amount of interest is within the delegated powers of Chief Commissioner of Customs, need not be referred to the Board, and the same may be decided on merits and in accordance with the following guidelines and existent instructions. However, in case, the request falls beyond the delegated powers of the Chief Commissioner of Customs, the same may be forwarded to the Board with comments for consideration. It is desirable that the following guidelines are kept in mind while deciding or recommending the cases for waiver of interest, to ensure certain amount of uniformity in approach.

4. The guidelines where the interest would generally be waived have been framed keeping in mind the fact that for certain specified categories of imports such as ship stores and others, the Import Duty is finally not payable. In certain other cases, it was

considered that in view of the production programme or nature of activity of the importers such as Ship Building Industry, Power Generating Project, the imported goods have to be generally retained for a longer period of time. Charging of interest would escalate the costs unnecessarily. In essence the guidelines cover the following cases. This would however be subject to the individual merits of a case :-

- (i) Goods supplied as ship stores/aircraft stores
- (ii) Goods supplied to diplomats
- (iii) Goods used in the units operating under manufacture-in-bond scheme
- (iv) Goods imported by 100% EOUs
- (v) Goods warehoused and sold through Duty free shops
- (vi) Machinery, equipment and raw materials imported for building and fitment to ships
- (vii) Petroleum products
- (viii) Plant and machinery imported for projects
- (ix) Machinery, equipment and raw-materials imported for manufacture and installation of power generation units
- (x) Goods imported under OGL and warehoused for subsequent clearance against valid advance licences/Import-Export Pass Book Scheme or any similar scheme
- (xi) Goods imported in bulk by canalizing agencies/public sector trading or service agencies and warehoused for subsequent release for export production
- (xii) Imports under EPCG Scheme
- (xiii) Import of Capital Goods by Public Sector Undertakings

5. In respect of cases at 4 (i) and (ii) above, the waiver of interest is normally to be considered only after ex-bond clearance of goods for the said purpose. For cases at 4 (iv), the waiver of interest shall be considered on completion of the export obligation period and for cases at 4 (vi), the waiver of interest shall be considered only after the imported goods have indeed been cleared from the warehouse for actual use for building and fitment to ships.

6. The issue as to whether interest in case of export of warehoused goods under Section 69 of the Customs Act, 1962 is payable in terms of the guidelines contained in Board's letter F. No. 475/82/92-LC, dated 27.12.1993 OR whether the same is not required as per Hon'ble Supreme Court's judgement in the case of M/s. Pratibha Processors Vs. U.O.I., as reported in 1996 (88) E.L.T. 12 (SC), has also been examined in the Board. It has now been decided by the Board to adopt the ratio of Hon'ble Supreme Court's judgement in the case of M/s. Pratibha Processors Vs. U.O.I. [(1996 (88) E.L.T. 12 (SC)], wherein the Apex Court has held that the interest on warehoused goods is merely an accessory of the principal and, if the principal is not recovered/payable, so is the interest on it. The interest under Section 61 (2) of the Customs Act, 1962 has, thus, no independent or separate existence.

7. In all cases, which have been discussed in the para 4 above, the demand for interest are to be raised when due. The same are, however, not to be enforced, and on fulfillment of the purpose of import, the waiver of interest is to be decided within six months. In other words, the activity of the importers is to be allowed to continue, which includes clearance of the goods from the warehouse for the purpose of use, and only at the last stage after the goods have been cleared or at the time of de-bonding in cases of 100% EOUs, the waiver of interest issue is to be decided. This approach is necessary since, by and large, the interest demanded may finally merit waiver and the importer should be spared the hardship of first paying the interest and then, on waiver, seeking refund.

8. Cases which are not covered by the guidelines mentioned in para 4 above should be referred to the Board for decision. Similarly, cases relating to interest accrued on scrap generated during the manufacturing activity of 100% EOU should not be decided by the Chief Commissioners. These should be referred to the Board for decision.

Sd/-
(T. K. BANDYOPADHYAY)
Under Secretary (LC)

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

Notification No. 45(RE-2005)/2004-2009

Dated 15th February, 2006

S.O.(E) In exercise of powers conferred under Section 5 of the Foreign Trade (Development & Regulation) Act, 1992 read with paragraph 2.1 of the Foreign Trade Policy, 2004-2009, the Central Government hereby makes the following amendments in the Foreign Trade Policy, (RE-2005)/2004-2009 :

1. Para 4.1.8 of the Foreign Trade Policy stands amended as follows :

The facility of Advance Licence shall also be available where some or all of the inputs are supplied free of cost to the exporter.

In such cases, for calculation of value addition, the notional value of free of cost inputs along with value of other duty-free inputs shall be taken into consideration. However, if all the inputs are supplied free of cost, **the exporter shall also have the option to follow the provision prescribed in paragraph 4.2.7 of the Policy.**

Sd/-
(K. T. CHACKO)
Director General of Foreign Trade and
Ex-Officio Additional Secretary to the Government of India
(F. No. 01/94/180/00306/AM06/PC.I)

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

Notification No. 46(RE-2005)/2004-2009

Dated 16th February, 2006

S.O.(E) In exercise of powers conferred by Section 5 of the Foreign Trade (Development & Regulation) Act, 1992 read with paragraph 2.1 of the Foreign Trade Policy, 2004-2009, the Central Government hereby makes the following amendments in the Foreign Trade Policy, 2004-2009 :

1. At the end of Para 4.1.13 of the Foreign Trade Policy, the following clause should be added :-

”In addition, the State Trading Enterprises are permitted to issue ‘NO Objection Certificate’, if they so desire, for import by advance licence holder. However, the licensee would be required to file Quarterly Returns of the imports effected against such ‘No Objection Certificate’ to the concerned State Trading Enterprises (STEs) and the STEs, in turn, would submit Half-yearly import figures of such imports to the concerned administrative Department for monitoring with a copy endorsed to the Department of Commerce.”

Sd/-
(K. T. CHACKO)
Director General of Foreign Trade and
Ex-Officio Additional Secretary to the Government of India
(F. No. 01/94/180/Notification/AM06/PC.I)

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

Notification No. 10/2006-Customs (N.T.)

Dated 15th February, 2006

G.S.R. 64(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, namely :-

1. (1) These rules may be called the Customs and Central Excise Duties Drawback (Amendment) Rules, 2006.
- (2) They shall come into force on the date of their publication in the Official Gazette.



EEPC INDIA

Domestic Information



2. In the Customs and Central Excise Duties Drawback Rules, 1995 (hereinafter referred to as the said rules, after rule 8, the following rule shall be inserted, namely :-

“8A. Upper Limit of Drawback money or rate - The Drawback amount or rate determined under rule 3 shall not exceed one third of the market price of the export product.”;

3. In the said rules, in rule 12, in sub-rule (1), in clause (a), sub-clause (ii) shall be substituted as follows :-

(ii) in respect of Duties of Customs and Central Excise paid on the containers, packing materials and materials used in the manufacture of the export goods on which Drawback is being claimed, no separate claim for rebate of Duty under the Central Excise Rules, 2002 has been or will be made to the Central Excise authorities;

4. In the said rules, in rule 16A, in sub-rule (2), -

(i) for the words “on receipt of relevant information from the Reserve Bank of India, the Assistant Commissioner of Customs”, the words “If the exporter fails to produce evidence in respect of realisation of export proceeds within

the period allowed under the Foreign Exchange Management Act, 1999, or any extension of the said period by the Reserve Bank of India, the Assistant Commissioner of Customs or the Deputy Commissioner of Customs, as the case may be” shall be substituted;

(ii) for the words “thirty days, the Assistant Commissioner of Customs”, the words “thirty days, the Assistant Commissioner of Customs or Deputy Commissioner of Customs, as the case may be” shall be substituted;

Sd/-

(DR. M. SUBRAMANYAM)

Deputy Secretary to the Government of India

F. No. 609/238/2005-DBK

Note - The principal rules were notified vide Notification No. 37/95-Customs & Central Excises (NT), dated the 26th May, 1995, which was published vide number G.S.R. 441(E), dated the 26th May, 1995, and was last amended by Notification No. 20/2003-CUSTOMS (N.T.), dated the 3rd March, 2003, published vide number G.S.R. 186(E), dated the 3rd March, 2003.



EEPC CD DIRECTORY

EEPC Member Directory in CD format is available now. The Directory contains details of more than 12,000 member-exporters with their full contact information, product details, quality certification etc. The Directory also contains 8,500+ E-mail addresses of EEPC members.

Price : Domestic Buyers : Rs. 500 (Courier Charges Extra)

Overseas Buyers : US\$ 25 + US\$ 5 extra for mailing



**Exim Bank Links Two LOC Agreements
Totaling USD 44 Million with Senegal and Niger**

Export-Import Bank of India (Exim Bank) has, at the behest of Government of India, extended a Line of Credit (LOC) of USD 27 million to the Government of Senegal under the Team-9 initiative and another LOC of USD 17 million to the Government of Niger under the NEPAD (New Partnership for Africa's Development) initiative.

The LOC of USD 27 million to Senegal is earmarked for export of equipment for irrigation projects in Senegal, whereas the LOC of USD 17 million is meant for financing export of transport equipment, motor pumps, etc. to Niger.

Team-9 envisages a special cooperation model between India and 8 countries of West Africa, viz. Burkina Faso, Chad, Cote d'Ivoire, Equatorial Guinea, Ghana, Guinea Bissau, Mali and Senegal. Under the Team-9 initiative, GOI provides LOCs through Exim Bank to the member countries to finance setting up of various projects by Indian companies in those countries. As part of this initiative, Exim Bank has extended the above-mentioned LOC to Government of Senegal. The second LOC to Niger is covered under the NEPAD (New Partnership for Africa's Development) initiative. Under both the LOCs, Exim Bank will reimburse 100% of contract value to the Indian exporters, upfront upon the shipment of goods.

Both Senegal and Niger are French speaking countries located in West Africa. Senegal exports fish and fish products, phosphates,

phosphoric acid and fertilizers, groundnuts and products. India's exports to Senegal comprise non-basmati rice, transport equipment, cotton yarn fabrics, iron and steel, pharmaceuticals, fine chemicals and manufactures of metals.

Niger's major export item is uranium. Gold exports which began in 2005 are expected to boost the country's export earnings. India's exports to Niger comprise cotton yarn fabrics, drugs, pharmaceuticals, fine chemicals and non-electrical machinery.

The above LOCs are expected to boost India's exports and create awareness about India's capability and technology in agriculture, industry and transport sectors.

Exim Bank has in place a number of Lines of Credit for promoting India's exports to countries in Africa, Asia, Latin America, East Europe and Russia. Exim Bank's LOCs afford a risk-free, non-recourse export financing option to Indian exporters.

For further information, please contact :

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Forex News

The rupee dipped 44.25/26 per dollar, down 0.07 per cent from Tuesday's close.

The benchmark one-year forward premium ended at 1.84 per cent annualised, up from 1.72% Tuesday.

(Source : Business Standard, Kolkata dated 16th February, 2006)



Forex Rates

<i>Currency</i>	<i>T.T. Buying</i>	<i>T.T. Selling</i>
Pound Sterling	76.86	78.39
U.S. Dollar	43.83	44.35
Canadian Dollar	37.98	39.12
Euro	52.48	53.52
Swiss Franc	33.72	34.39
Swedish Kroner	5.62	5.78
Japanese Yen	0.3679	0.3754
Australian Dollar	32.60	33.25
Hong Kong Dollar	5.66	5.72
Singapore Dollar	26.83	27.37
Danish Kroner	6.99	7.19
Norwegian Kroner	6.50	6.69
UAE Dirham	11.83	12.18
New Zealand Dollar	29.54	30.73
Saudi Riyal	11.58	11.93
South African Rand	6.95	7.22

(Source : The Economic Times, Kolkata dated 14th February, 2006)

Important Notice

To
All Members of the Council

Sub : Registration-cum-Membership Certificate (RCMC)

This is to inform you that at the last meeting of the Committee of Administration and the Working Committee of the Council held on 9th December, 2005 in Mumbai, it has been decided that Renewal of RCMC and granting of RCMC will be done on yearly basis and proper stickers would be used for this purpose. Any member who wishes to renew the RCMC for more than one year, would be required to pay subscription at the prevailing rates for those number of years and will also be given a **discount** equivalent to approximate bank FD rates applicable in the year of payment which for 2006-07 will be **6% p.a.** at the present rate.



(R. MAITRA)

Addl. Executive Director & Secretary

EEPC's Proposed Promotional Activities for the year 2006-07

	<i>Name of the Event</i>	<i>Country Coverage</i>	<i>Tentative Dates</i>
Hannover Fair 2006	Hannover Fair 2006 - Partner Country India	Germany	24 - 28 April 2006
INDEE	INDEE, St. Petersburg INDEE, China	Russia China	August 2006 October 2006
India Pavilion	Interphex, Singapore Chicago Houseware Show, Chicago Automecanica, Frankfurt	ASEAN USA Germany	June 2006 August 2006 September 2006
Buyer-Seller Meet - Abroad	BSM in Mexico as a follow-up of INDEE, Mexico BSM in Pakistan	LAC Pakistan	November 2006 January 2007
Reverse Buyer-Seller Meet in India	Indo-LAC Afro-India Euro-India Indo-CIS Indo-ASEAN+2	LAC Africa Europe CIS ASEAN+2	March 2007 Coinciding with India Engineering Meet at New Delhi
Trade Delegation	Multi-Product Trade Delegation	Central European Countries East/West African Countries	
India Engineering Meet	India Engineering Meet, New Delhi	LAC, CIS, Africa, ASEAN+2, Europe	March 2007
Export Awareness Seminars in India	Focus LAC (3 Seminars) Focus ASEAN + 2 (3 Seminars) Focus CIS (3 Seminars including one conclave) Focus Africa (3 Seminars including one conclave) General (8 Seminars)	LAC ASEAN+2 CIS Africa	

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