

EWRO

ENGINEERING EXPORT

BULLETIN



EEPC INDIA



WEEKLY CIRCULATION

VOL. 8 ISSUE NO. 1 JANUARY 4, 2006

Highlights



HANNOVER FAIR 2006



EEPC is the Co-ordinating Agency
Members are requested to enlist their participation
within 15th January, 2006.

Visit at : www.hannovermesse2006.com

Govt. Notice/ Notification

*Public Notice No. 77(RE-05)/2004-09
dated 26th December, 2005 –
Amendments/correction in DEPB
Rates – Forged Crank Shaft & Front
Axle Beam Forging,
Notification No. 104/2005-Customs
dated 26th December, 2005 –
Extension of DEPB Scheme up to
31st March, 2006*



Hon'ble Shri Buddhadeb Bhattacharjee, Chief Minister of West Bengal is being presented with a flower bouquet by Shri R. P. Sehgal, Regional Chairman, EEPC (E.R.) on the occasion of Council's (Eastern Region) Golden Jubilee celebration in Kolkata on 26.12.2005. Also seen in the picture (L to R) : Shri B. N. Agarwal, Dy. Regional Chairman, EEPC (E.R.) and Shri Rakesh Shah, National Chairman, EEPC.

Contents

Chairman's Pen	3
OVERSEAS SECTION	
• Overseas Market Information	
– Council's Activities	4
– Hannover Fair 2006, Germany	4
– Country Profile on Nigeria	7
• Global Business Opportunities	
– Tender Information	13
– Trade Enquiries	16
– Exhibitions and Trade Fairs	20
DOMESTIC SECTION	
• Public Notice	21
• Export Finance	22
• Forex News and Forex Rates	22
• Steel Prices	23



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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

Interested buyers can also buy this Directory through VPP.

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Chairman's Pen



My dear fellow exporters,

The Eastern Region of the Council celebrated the Golden Jubilee on 26th December in Kolkata and I extend my compliments to the member exporters from this region for their invaluable support and achievements during the past 50 years. During the 5 decades, overall engineering exports of goods and services from India went up from a paltry US\$ 10 million in 1956-57 to US\$ 15.9 billion in 2004-05, a 1600 times growth and I pay my respectful tribute to all my predecessors who have turned EEPC into such a magnificent edifice with their hard work and vision.

The programme was graced by the presence of Shri Buddhadeb Bhattacharjee, Hon'ble Chief Minister of West Bengal, Shri S. N. Menon, Union Commerce Secretary and various leading exporters from the region.

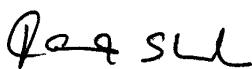
While addressing the gathering, Shri Bhattacharjee said that Centre needs to frame a policy to arrest large scale export of iron ore from the country as the nation is left with only 30 years of reserves. He also emphasized on the revival of industrial units in the state and for the exporting community of the Eastern Region, he said that West Bengal Government is looking into the issues related to Electricity Duty and VAT.

In his speech, Shri S. N. Menon, Union Commerce Secretary outlined upon Awareness on Emerging Opportunities in ASEAN and Look East Policy of the Government. He said that negotiations on India-ASEAN FTA are proceeding as expected and they are to be concluded by June 2006 and be operational from 1st January, 2007. Once established, this agreement is expected to link India more closely with the South East Asian economies.

Council's Eastern Region also organized seminars and presentations were made on Iron & Steel Sector, Export Marketing of Engineering Goods and WTO beyond Hong Kong. On this occasion, Council felicitated all the former National Chairmen from Eastern Region by presenting mementos to Shri Russi Mody, Shri R. C. Maheshwari, Shri G. D. Shah, Shri M. C. Shah, Shri P. K. Shah, for their invaluable contribution towards export promotion. Past Regional Chairmen of Eastern Region Shri M. D. Jindal, Shri J. L. Anand, Shri S. S. Kejriwal were also felicitated.

Giving a temporary relief to the exporters, the Government has decided to extend the Duty Entitlement Passbook (DEPB) Scheme till 31st March, 2006 as the replacement of the present scheme is not ready yet. The new reimbursement scheme is expected to compensate exporters for State level taxes, including octroi, cess on diesel and electricity duty etc. It is also learnt that Government is keen to put in place a WTO-compatible instrument of remission. Council is waiting for a detailed announcement on this issue and shall keep you informed.

Yours sincerely,


(RAKESH SHAH)



Dear Member,

Subject : India is the Partner Country in Hannover Fair 2006

Hannover Fair needs no special introduction. Easily the most important technology event on the earth, the forthcoming annual show comprises of nine highly specialised trade shows along with seminars and special events that will offer a peek into tomorrow's factories, latest technology and futuristic industrial trends. **In 2006, the fair is slated to happen from April 24 through April 28.**

Owing to the ever-increasing importance of our country in the global arena, India has been invited to be the **Partner Country** for the event in 2006. This is of great significance as the privileges of the partner country are really special. These include a separate pavilion and a 360-degree display of technology and innovations on the offer. The Hannover Fair 2006 is likely to be inaugurated by the Hon'ble Indian Prime Minister and Her Excellency the Chancellor of Germany.

It might be of relevance here to mention that participants from Russia, the partner country in Hannover Fair in 2005, closed deals worth Billions of Euros during the event. However, this was made possible, partly, by a stupendous display of the technological strength of the country by its 150 strong participants. Friends, we must make a resolve to do better.

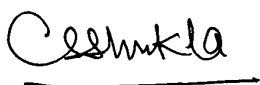
The **India pavilion at Hannover Fair 2006** would be one of the largest exposures ever of our technological advances and prowess. Spread over an area of more than a lakh square feet, it will be right where the action is, at the hall number six, surrounded by the all important Subcontracting Show, the Pipeline Technology Show and the Process Automation Show. Apart from the trade shows and various other sidelight events, we will also organise a few sector specific seminars to be addressed by top line industrialists and government officials from India and Germany.

We are happy to inform to you that your Council has been chosen as the coordinating agency by the Government of India to steer the efforts to make India Pavilion at Hannover Fair, an unprecedented success. I am confident that we will pull all stops and make it so.

Attached, you will find all relevant details you may need to confirm your participation. Should you require any further details or assistance, we shall be only glad to help you. One more thing. We expect a surging demand for space in the India Pavilion from all sorts of companies and institutions from all over the country. Therefore, my suggestion will be that you take a quick decision on your participation. Also, there is a fairly attractive early bird incentive to help you to do so.

See you at Hannover.

Yours sincerely,



(C. S. SHUKLA)
Executive Director

Details for Participation

- Built up booth** : 9 sq. mt. and additional area in multiples of 3 sq. mt.
Every built up booth of 9 sq. mt. will have standard fixtures and furniture like partition walls, one table with three chairs, three spotlights, electrical socket, one wastepaper basket, one fascia, one podium, one catalogue shelf and an ashtray.
(Other services will have to be ordered and paid for separately)
- Cost of Space Built up booth** : (a) INR 17,000.00 per sq. mt. for SMEs & Service Sector
(b) INR 20,000.00 per sq. mt. for PSUs, State Corpn. and large Corporate Bodies.
- Bare Space (Including carpet)** : Minimum 54 sq. mt. and in multiples of 18 sq. mt. thereafter
- Cost of bare space** : INR 12,000.00 per sq. mt.
- Booking opens** : November 15, 2005
- Booking closes** : *January 15, 2006*

Early bird Incentive

Free Shipping of 1 CBM cargo from Mumbai to Hannover (one way) for every participant booking space with full payment by 10th January, 2006. However, Custom Duties and other such charges will be payable by the participants. Last date of receipt of cargo in Mumbai would be February 22, 2006.

Early bird option closes on January 10, 2006

- Payment and Cancellation** : • Reservation requests will be considered only after receiving **100% payment**.
• 50% cancellation charge applicable if reservation is cancelled before January 10, 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 organiser.
- MDA Entitlement** : Eligible participants would be reimbursed Rs. 50,000 towards space rentals, as per MDA guidelines in force.
- Contact** : **Mr. C. S. Shukla**
Executive Director
Engineering Export Promotion Council
Vandhna (4th Floor)
11, Tolstoy Marg
New Delhi - 110 001
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eepcto@eepc.gov.in
Website : www.eepcindia.org
www.hannovermesse2006.com

Application Form
HANNOVER FAIR 2006
(April 24 - 28, 2006)

Name of the Company	:	
Postal Address	:	
Phone (with area code)	:	
Fax (with area code)	:	
E-mail	:	
Website	:	
Name & Designation of the Chief Executive	:	
Name & Designation of the Participant	:	
Type of Units	:	<input type="checkbox"/> PSU <input type="checkbox"/> State Corporation <input type="checkbox"/> Large Corporate <input type="checkbox"/> SME
Status	:	<input type="checkbox"/> Manufacturer/Exporter <input type="checkbox"/> Merchant Exporter <input type="checkbox"/> Export House
Nature of Booking	:	<input type="checkbox"/> Built up Booth <input type="checkbox"/> Bare Space Area (to be booked) :
Total Annual Export (in Million US\$)	:	<u>2002-2003</u> <u>2003-2004</u> <u>2004-2005</u>
Total Export to EU Countries (in Million US\$)	:	<u>2002-2003</u> <u>2003-2004</u> <u>2004-2005</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 filled in and signed along with full payment by Demand Draft and 2 (two) copies of passport size colour photographs of the Participant.

Signature :

Date :

Office Seal :

Overseas Market Information


Country Profile on Nigeria

Market Overview

Nigeria is Africa's most populous country with over 120 million citizens and arguably the most culturally diverse society in the world. The country is basically a mono-cultural economy, which is highly dependent on oil. The oil and gas sector accounts for over 90% of the country's foreign exchange earnings. Nigeria's GDP is \$ 125 billion with agriculture and the manufacturing sector contributing 34.6% and 38.2% respectively. The decline in Nigeria's agricultural and manufacturing capacities has continued to increase the country's dependence on imports.

Exporters should be aware that many genuine opportunities exist in Nigeria, even if the atmosphere does still seem difficult and certain extra screening steps must be taken. Nigeria has many honest businessmen and women eager to form partnerships with foreign counterparts.

For establishing a presence in Nigeria, we recommend that firms use an agent/distributor relationship with a locally registered company. Many foreign manufacturers and suppliers appoint one or more agents/distributors to accommodate Nigeria's geographical size and ethnic complexities. In Nigeria's complicated environment, all relevant terms and conditions of such arrangements must be carefully negotiated.

According to market reports and industry estimates small enterprises constitute about 87 per cent of businesses in Nigeria, while medium and large enterprises account for about 9 per cent and 4 per cent, respectively. The single most important success factor and the biggest challenge facing Nigerian business enterprises, particularly small-to-medium-sized ones, is a lack of basic

understanding and commitment to business process management. More than 80 per cent of business failures in Nigeria can be traced to this critical business factor.

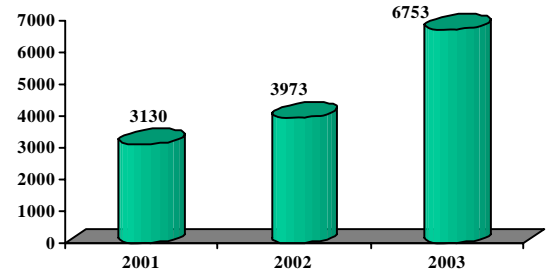
Joint venture agreements and relationships are governed by the Nigerian Commercial Law which is fashioned after the British Common Law. The government of Nigeria is aggressively promoting joint ventures particularly in the oil/gas and maritime industries. The objective is to encourage technology and knowledge transfer and to improve local content. Similar efforts are manifest in a number of important business relationships in the information and communications technology industry, manufacturing and distributive trade.

Nigeria's Global Import of Engineering Goods

Global import of engineering goods by Nigeria for the last 3 years :

Year	Value in Mln \$	% Growth
2001	3130	31.24
2002	3973	26.93
2003	6753	69.97

Nigeria's global import of engineering goods (Value in Mln\$)



Nigeria's import of top 15 engineering items

Product Group	Value 2000 US\$ '000	Value 2001 US\$ '000	Value 2002 US\$ '000	Value 2003 US\$ '000	Growth 2001 %	Growth 2002 %	Growth 2003 %
747 - Taps/Cocks/Valves	17,335	17,746	68,580	1,023,828	2.37	286.45	1392.90
793 - Ships/Boats/etc.	89,689	13,782	518,008	954,440	-84.63	3658.58	84.25
764 - Telecomms Equipment NES	52,489	84,331	164,033	535,984	60.66	94.51	226.75
781 - Passenger Cars etc.	231,133	435,284	257,643	331,753	88.33	-40.81	28.76
772 - Electric Circuit Equip.	69,568	40,293	110,857	329,170	-42.08	175.13	196.93
679 - Iron/Steel Pipe/Tube/etc.	29,954	30,955	140,914	292,881	3.34	355.22	107.84
785 - Motorcycles/Cycles/etc.	63,892	117,244	142,990	238,057	83.50	21.96	66.49
673 - Flat Rolled Iron/St. Prod	190,822	247,424	201,381	221,355	29.66	-18.61	9.92
716 - Rotating Electr Plant	121,495	149,880	142,159	190,824	23.36	-5.15	34.23
783 - Road Motor Vehicles NES	103,562	148,820	79,533	181,169	43.70	-46.56	127.79
741 - Indust Heat/Cool Equip.	41,705	52,847	72,142	175,682	26.72	36.51	143.52
723 - Civil Engineering Plant	77,325	143,022	108,861	163,694	84.96	-23.89	50.37
744 - Mechanical Handling Equip.	30,732	71,967	95,394	146,325	134.18	32.55	53.39
676 - Iron/Steel Bars/Rods/etc.	51,974	85,638	33,227	141,525	64.77	-61.20	325.93
743 - Fans/Filters/Gas Pumps	38,716	47,837	72,562	136,064	23.56	51.69	87.51

On a scrutiny of top 15 items being imported by Nigeria, it is apparent that there is a great deal of activity in the construction industry. A healthy growth in import of sectors like taps/cocks/valves, electric circuit equipment, flat rolled iron/steel, iron/steel bars and rods and heating and cooling equipment indicates towards this trend. Further, the Nigerian import market is showing signs of improvement in the automobile and auto parts sector. Import of passenger cars and road motor vehicles has showed a positive growth in 2003 after having a set-back in 2002. Import growth of motorcycles/cycles which dipped from 83% in 2001 to 22% in 2002 again showed recovery by registering a growth rate of 66% in 2003.

The above analysis, therefore, indicates that construction industry and motor vehicle, motorcycles and cycles industry in Nigeria are improving and Indian companies in these sectors may strive to take the benefit of this situation.

Nigeria’s Import by Major Countries :

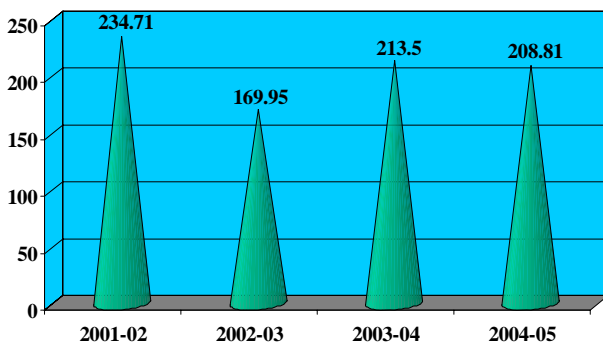
<i>Country’s</i>	<i>% Share</i>
USA	15.6 %
UK	9.6 %
Germany	7.3%
China	7.2%
Italy	4.3%

The country’s major import partners were USA and UK accounting for more than 26% of the total engineering import. Furthermore, USA has a strong presence in the oil and gas sector with more than 80% market share.

India’s Export of Engineering Goods to Nigeria :

<i>Year</i>	<i>Value in Mln \$</i>	<i>% Growth</i>
2001-02	234.71	33.18
2002-03	169.95	-27.59
2003-04	213.50	25.62
2004-05	208.81	-2.19

Graphical presentation of India’s Engineering Export to Nigeria (Value in Mln\$)



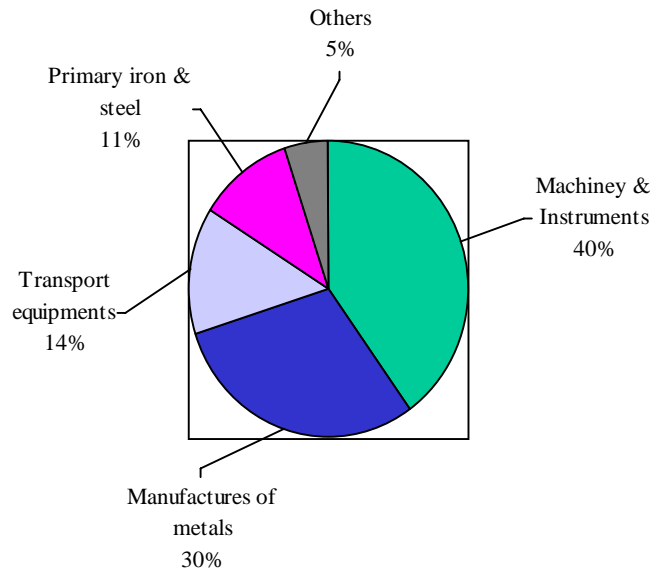
The above table reveals that Indian engineering goods export to Nigeria during last four years showed an erratic trend. While exports declined to the extent of 27% in 2002-03 there are indications of recovery in 2003-04 with a growth of 25.62%. Further, exports to Nigeria is declined by 2.19% in the year 2004-05 as comparing to the year 2003-04.

Major items of Export to Nigeria during 2004-05 :

Engineering exports to Nigeria have shown substantial growth in following sectors during 2004-05 :

<i>Sr. No.</i>	<i>Product description</i>	<i>% share in Nigeria’s total export (2004-05)</i>
1.	Machinery & instruments	40%
2.	Manufactures of metals	30%
3.	Transport equipment	14%
4.	Primary & semi-finished iron & steel	11%
5.	Others	5%

Graphical presentation of major items of export to Nigeria





Top 20 items for export from India to Nigeria

<i>Product Description</i>	<i>2001-02</i>	<i>2002-03</i>	<i>2003-04</i>	<i>% Growth</i>	<i>% Growth</i>
Bicycle & Parts	40.90	17.76	29.50	-56.58	66.10
Primary Iron & Steel	28.04	23.13	18.75	-17.51	-18.94
Ferrous Holloware	20.77	9.92	15.73	-52.24	58.57
S S Utensils	10.38	11.89	14.24	14.55	19.76
Other Industrial Machinery	7.98	9.30	13.89	16.54	49.35
Auto Parts	9.63	8.55	12.15	-11.21	42.11
Aluminium Products	8.17	6.95	11.98	-14.93	72.37
Other Chemical Plant	12.51	11.38	10.10	-9.03	-11.25
I C Engines & Parts	17.60	8.95	8.57	-49.15	-4.25
Tractors & Agricultural Equipment	4.67	6.81	8.21	45.82	20.56
Machine Tools	3.40	4.41	7.84	29.71	77.78
Electric Power Equipment, Parts	16.31	5.37	6.30	-67.08	17.32
Food Processing Machinery, Parts	8.46	6.92	6.22	-18.20	-10.12
Other Steel Products N.O.S	3.82	4.30	4.54	12.57	5.58
Sanitary Castings	0.68	0.36	4.16	-47.06	1055.56
Complete Vehicles	0.64	2.86	3.81	346.88	33.22
Hand Tools	2.63	2.31	2.98	-12.17	29.00
Heating & Cooling Equipment	0.79	0.83	2.88	5.06	246.99
Electric Fans & Parts	1.93	2.01	2.46	4.15	22.39
Boilers, Parts	1.72	1.18	2.43	-31.40	105.93

An analysis of top 20 items for export from India to Nigeria by value, reveals that top 10 items showed a decline in export to Nigeria in the year 2002-03. While in the year 2003-04 other items started showing positive growth, items like primary iron & steel, other chemical plant and food processing machinery still further declined. However, on comparing the growth rate in overall import of Nigeria vis-à-vis exports from India, it is seen that Indian exports are not showing the same pace at which total imports into Nigeria are increasing.

It, therefore, calls for a more aggressive and focused approach from Indian exporters, especially in the following sectors :

- Builders Hardware
- Primary Iron & Steel
- Complete Vehicles
- Auto Parts
- Bicycle and Bicycle Parts
- Electric Power Machinery
- Electrical Home Appliances
- Industrial Machinery
- Agricultural Machinery & Parts.

Major Industries

Prospects for business in Nigeria are especially promising in the following sectors : oil & gas equipment, electrical power generating equipment, computer hardware/software, telecommunications equipment, automobiles, parts and accessories, construction and earthmoving equipment and agricultural products and equipment.

Leading Sectors for Exports in Nigeria

Construction Equipment Sector

(Value in Million \$)

	<i>2003</i>	<i>2004</i>	<i>2005 (estimated)</i>
Total Market Size	400	500	500
Total Local Production	180	180	180
Total Exports	20	20	20
Total Imports	200	300	300

Importation of construction equipment will continue to grow in 2005. The Federal and State Governments are awarding contracts for maintenance of its numerous road networks that are presently in a state of disrepair. Plans are in place to construct new infrastructures such as road, rail lines, ports, etc. It is also expected that emphasis will be placed on provision of affordable homes for the teeming Nigerian populace to ease the problems of housing.

Best Prospects

Importation of construction equipment for road construction has not been on the increase due to dearth of funding to purchase capital-intensive equipment. The revenue areas of Nigeria continue to attract much attention in the areas of dredging.

Foreign manufacturers & exporters of construction equipment (e.g. dredge and loading equipment) will find the Nigerian construction equipment market (especially used ones) very lucrative and attractive.



Telecommunications Equipment Sector

(Value in Million \$)

	2003	2004	2005 (estimated)
Total Market Size	5200	6000	9000
Total Local Production	0	0	0
Total Exports	0	0	0
Total Imports	5200	6000	9000

In 2004 in Egypt during its annual summit, the International Telecommunications Union (ITU), described Nigeria as one of the fastest growing telecommunications markets in the world. In its mid-year report in June 2004, MTN Nigeria, one of four mobile cellular operators, declared a half-year profit of approximately 25 billion Naira.

According to industry reports, Nigeria has already exceeded its target to increase its mobile and wire lines from 800,000 to over 4 million functional telephone lines before the end of 2005. As at December 2004, Nigeria had reportedly installed a little over 8 million lines, up from 800,000 fixed and wireless lines in August 2001. In a short space of three years, Nigeria emerged from relative obscurity in relation to information and communications technology to become a clear regional leader. Market watchers and industry experts predict that if current rate of growth continues, Nigeria will surpass 20 million functional lines within the next 2 years.

Nigeria joined the world's digital mobile network in January 2001. Four firms successfully concluded the auction but only three met the mandatory deadline for payment of the license fee of US\$ 280 million each. The successful firms were Econet Wireless (now known as Vmobile Nigeria Limited), MTN Nigeria, and NITEL, the Nigerian government owned telecommunications parastatal. Econet Wireless launched its services on August 6 followed by MTN on August 8, 2001. NITEL began skeletal services using its associate, M-Tel, in Abuja, the capital city. The Nigerian mobile networks operate in the GSM 900 MHz and GSM 1800 MHz frequencies.

Nigeria licensed its Second National Operator (SNO), Globacom Mobile Limited company. The SNO has a bundle of licenses to provide services related to wireless telecommunications including digital mobile (GSM), fixed-line services, data, Internet and IP services, business and carrier solutions.

Best Prospects

The Nigerian Communications Commission (NCC) is the industry's regulator. NCC has approved more than 500 operating

licenses and permits for various telecommunications services across the country, including over 50 internet service providers. This has generated a pent-up demand for telecommunications equipment, accessories, consulting and technical partnerships. The replacement of Nigeria's out-dated telecommunications infrastructure through both multilateral and Nigerian funding is a priority programme of the Nigerian Government.

The best prospects in mobile telecommunications services include value-added services such as equipment rentals, consulting services and training programmes. Interested Service Providers should target wireless applications, rural and community telephony, local and wide area network design and management, spectrum management, transaction management using wireless applications, data network design and performance optimization, Internet and Intranet security services, electric and alternate power supply services, and deployment and strategic marketing of wireless solutions. There are also opportunities in consulting services and training in project management and corporate leadership in this sector.

Nigeria is a strategic gateway to the West African markets (ECOWAS-Economic Community of West African States markets) and offers foreign firms a tremendous growth opportunity that may be difficult to equal or exceed elsewhere. Interested firms should take advantage of CS Nigeria's NUSA program and enter this market - the largest and most robust in sub-Saharan Africa.

Automobile Sector

(Value in Million \$)

	2003	2004	2005 (estimated)
Total Market Size	700	720	800
Total Local Production	220	230	230
Total Exports	0	0	0
Total Imports	500	520	600

The Nigerian government, faced with mounting pressure from local automobile manufacturers, banned the importation of used vehicles that are more than 8 years old from the year of manufacture (effective January, 2002). Importation of vehicles irrespective of age over land borders was also banned. However, more and more vehicles over and above this age limit continue to be smuggled into the country through borders with neighboring countries. Of five automobile assembly plants set up in Nigeria at the height of the country's oil boom in the 1970's, only two have survived years of fierce competition against imports.

Used vehicles accounted for more than 60 per cent of automobiles imported into Nigeria in the last 4-5 years and it is expected



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that demand will continue to grow in subsequent years. Declining per capita income is increasingly keeping new automobiles out of the reach of most Nigerians. Majority of used cars imported into the country come from Europe largely because of low freight costs which makes them relatively affordable. However, automobiles from other countries are also becoming popular among Nigeria's elite especially in the four-wheel drive and Sport Utility Vehicle (SUV) category.

Best Prospects

- Used vehicles (cars, mass transit buses and trucks) and spare parts.
• Aftermarket products such as car wax, carburetor/Injector cleaners, fuel/oil treatments, polishes, body Fillers, paints, grease removers, masking tapes, transmission oils and radiator coolants
• Modern vehicle service/repair shops.

Oil & Gas Field Machinery Sector

(Value in Million \$)

Table with 4 columns: Category, 2003, 2004, 2005 (estimated). Rows include Total Market Size, Total Local Production, Total Exports, and Total Imports.

Nigeria is one of the world's top ten oil producers and Africa's leading producer, with oil reserves of about 31 billion barrels (including 1.36 billion barrels of condensates), while its gas reserves are estimated at between 124-185 trillion standard cubic feet. Daily crude oil production stands at about 2.2 million barrels per day. Presently, estimated life expectancy of Nigeria's crude oil reserve is 35 years while that of gas is over 100. Natural gas that traditionally was flared at oil extraction sites for years has increasingly been recognized as an enormous income-generating resource for Nigeria and is now being captured for processing and sale both regionally and overseas.

Best Prospects

Oil and gas machinery is number one due to its unrivaled potential as a source of investment opportunities for businesses in Nigeria. Business observers believe that the oil and gas sector offers consistent opportunities for marketing essential capital equipment and technology, for both extraction and production. Drilling equipment appears to hold the most promise for exporters, with total sales in this sub-sector projected to exceed

\$ 500 million in 2004 and to increase over the next four years. This is mainly due to the increase in activity experienced in the offshore deep-sea region lease of oil blocks and exploitation of potentially lucrative marginal oil fields. The lubricant segment of the oil sector remains most lucrative, as there is yet no price control. Training services is another area where foreign service companies have comparative advantage especially in exploration and production, engineering and seismic techniques.

Opportunities

Within the upstream and downstream segments, opportunities abound in different sub-sectors related to core exploration and production, such as drilling and manufacturing equipment, support services, marketing, construction, consulting services, insurance, legal services, facilities maintenance, and environmental management. The Federal Government is also in the process of calling for bids for the 27 oil blocks on offer in the upcoming 1st quarter licensing rounds.

Medical Equipment Sector

(Value in Million \$)

Table with 4 columns: Category, 2003, 2004, 2005 (estimated). Rows include Total Market Size, Total Local Production, Total Exports, and Total Imports.

Nigeria faces a crisis situation in its healthcare delivery services especially in rural communities. Over the past 18 months, there have been several industrial actions related to a lack of basic needs and facilities in most of the public health institutions across the country. Nigeria continues to import most of its medical equipment and pharmaceutical needs. Local production is limited to peripheral items such as hospital beds and gurneys.

Health care in Nigeria has been denied the critical attention due to it for several decades. Successive Governments have neglected the primary, secondary and tertiary health services in spite of the volume of information available to them on the state of health care at all levels. Several policies have been formulated without a corresponding infusion of funds. The program has consisted mainly of lofty speeches and data that do not translate to better health service.

Nigeria claims that it is committed to the Millennium Development Goals but just as in former years, the health sector has remained almost stagnant and old facilities are collapsing. The vision of Health for All by the Year 2015, therefore, may not be



realized as there has been very little visible improvement in this sector. Perhaps, the only visible program in the sector is the vigorous enforcement of regulation in food and drug administration by the leadership of the National Agency for Food and Drug Administration and Control (NAFDAC).

Nigeria continues to witness a massive import food and drugs that have expired or are about to expire. Some of these imports come through the sea ports but large consignments reportedly are hauled over land through several porous borders routes. However, the leadership of the National Agency for Food and Drug Administration and Control (NAFDAC) is reputed for courage, thoroughness and integrity. The war against counterfeits and fake drugs has not been easy due to several reasons including cultural factors which encourage patronage quacks.

During this fiscal year, Nigeria plans to intensify efforts toward implementation of the National Health Insurance Scheme (NHIS), first proposed about 30 years ago. The scheme, widely accepted by industry experts and professionals is experiencing some teething problems. The NHIS is aimed at generating resources for health care delivery as well as providing access to quality health care delivery. Other categories of healthcare services that have been given high priority include the intensification of non-curative components of primary health care like Sanitation Health Education, national preventive campaigns against childhood diseases and free compulsory immunization programs.

HIV/AIDS has been identified as a growing problem in Nigeria. The GON has expressed concern about this looming menace as it could have a devastating impact on Nigeria's growth and poverty alleviation efforts if it remains unchecked. Officially, the rate of HIV infection in Nigeria is about 5.8 per cent. In reality an estimated 3.2 million Nigerians have tested HIV/AIDS positive. The Federal Government has established a Presidential Action Committee on AIDS (PACA), headed by the Vice President and key line ministers as members. It is estimated that the Government would need about \$ 63,000,000 to combat Aids in Nigeria. This would include substantial purchases of drugs and HIV/AIDS-related test kits.

Best Prospects

Nigeria remains a major destination for global export of healthcare products and services. There is still a high demand for medical services and equipment such as analytical and examination instruments, ultra sound scans, anesthesia equipment,

mortuary and laboratory equipment. In addition to public sector demands, the private sector accounts for much of Nigeria's imports and a significant percentage of informal exports to West African markets. As in the previous years, it is envisaged that refurbished and used medical equipment will remain in high demand, particularly in the private sector.

Opportunities exist in Nigeria for professional training and environmental services in the healthcare sector. There is a dearth of specialist expertise in many specialized fields and a near absence of cutting-edge technology application in most healthcare institutions in Nigeria.

Aerospace/Aviation Sector

(Value in Million \$)

	2003	2004	2005 (estimated)
Total Market Size	200	350	400
Total Local Production	0	0	0
Total Exports	0	0	0
Total Imports	250	350	400

The Federal Aviation Authority (under the Federal Government Ministry of Aviation) continues to restructure the aviation industry that is plagued by a drastic reduction in operational aircrafts. Private airlines in their fleet (mostly Boeing 727s, 737s, and DC9s) cover the lucrative domestic routes. Nigeria's Federal Aviation Authority (FAAN) is determined to improve safety at its dozens of airports by installation of navigational aids at several of them. FAAN installed navigational aids at two of its international airports Lagos and Abuja and plans to purchase and install additional 12 navigation and landing aids within five years for other airports throughout the country. It is expected that ground support equipment at international and domestic airports would be upgraded at some of the domestic airports. Aviation sources expect a growth in this sector in the next few years.

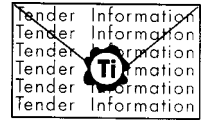
Best Prospects

With the Government paying more attention to safety regulations and monitoring the operation of airlines in Nigeria, airline operators are purchasing or wet-leasing foreign aircraft with attendant supply of parts and services. Grounded planes will need replacement of engines, component parts and navigational equipment from other sources.

(To be continued at next issue)

(Prepared by Africa Desk, EEPC, T.O.)

Tender Information



Kuwait

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

Tender No. : KU/PP/T/18/2005

Requirements : Complete project for asphalt & pavement works for private cars parks at operation department of Kuwait Airways Corporation.

Fee (KD) : 20.000

Initial deposit : 5% of offer's value.

Closing date : **05.02.2006**

Tender No. : 104/2005-2006

Requirements : Supply, installation & operation of crystal analyzer – faculty of auxiliary medical science laboratory department – Kuwait University.

Fee (KD) : 40.000

Initial deposit : 2% of offer's value.

Closing date : **29.01.2006**

For Pre-Qualified tenderers only

Tender No. : ME/EW/96-2005/2006

Requirements : Provision & installation of 300/132 kV overhead lines.

Fee (KD) : 2000.000

Initial deposit : 2.5% of offer's value.

Closing date : **12.02.2005**

Tender No. : ME/EW/62-2004/2005

Requirements : Design, supply & construction of Al Zoor North Power Station Project (Traditional Steam Power Station of 2500 MW capacity).

Fee (KD) : 5000.000

Initial deposit : 2.5% of offer's value.

Closing date : **25.04.2006**

Tender No. : ME/EW/97-2005/2006

Requirements : Provision & installation of 300 kV ground cable & accessories.

Fee (KD) : 2000.000

Initial deposit : 2.5% of offer's value.

Closing date : **29.01.2006**

Tender No. : ME/47/2005/2006

Requirements : Replacement of A/C water chiller station with air chiller station at Hawally Area.

Fee (KD) : 70.000

Initial deposit : 5% of offer's value.

Closing date : **05.02.2006**

For further details please contact :

Mr. 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 : Airports of Mauritius Co. Ltd.

AML House

SSR International Airport

Plaine Magnien

Mauritius

Tel. : (230) 603 6000

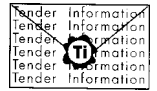
Fax : (230) 637 6429/5306

E-mail : airportinfo@aml.mru.aero

Website : <http://aml.mru.aero>

For : Supply, installation and commissioning of one or two 1000/1275 kVA generators and allied works, two 2000/2500 kVA transformers, 22 kV medium voltage switchgear and low voltage distribution boards at passenger terminal SSR International Airport.

Closing date : **19.01.2006** [upto 13.30 hrs. (local time)]



EEPC INDIA

For further details, please contact :

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

(Source : High Commission of India, Port Louis)

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 2566**

For : Supply of insulated twisted cables.

Closing date : **02.02.2006** [at 12:00 hrs]

For further details, please contact :

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

(Source : High Commission of India, Port Louis)

Myanmar

Issued by : Managing Director
Myanma Paper and Chemical Industries
Myanmar

Sealed bids are invited under International Competitive Bidding Procedures, the Turnkey Basis for establishing of A 60tpd Caustic Soda (as 100%) Plant, 65tpd Calcium Carbide Plant and 50tpd Poly Vinyl Chloride Plant Project (Nyaungdon) to be built at Nyaungdon Area in Ayeyawaddy Division, Myanmar.

Tender documents are available at the Office of the Planning Department Myanma Paper and Chemical Industries of the Ministry of Industry (1), No 16 (B), Thukhawaddy Road, Yankin Township, Yangon commencing on (28-12-2005), on payment of ks 5000 per set. For further information, please contact Phone 559236.

Tenders will be accepted only from Tenderer who purchased Tender Documents officially.

Closing date : **16.03.2006**

For further details, please contact :

Mr. Rajinder Khanna
Counsellor (Com.)
Embassy of India
545-547, Merchant Street
Post Box No. 751
Yangon, Myanmar
Tel. : 951-243972/391219/388412
Fax : 951-25408/3884146
E-mail : indiaembassy@mptmail.net.mm

(Source : Embassy of India, Yangon)

Syria

Br. 2/10914. Requirement : Making a price offers call by Cots For Roller Spinning. Bid bond US\$ 7,000. Performance bond 10%. Booklet obtained at US\$ 20 from the General Company for Cotton Spinning – Latakia – Wata Baslis, P.O. Box 2398. Deadline **09.02.2006**

Br. 3/10914. Requirement : Supply of filters for Air-conditioning Station. Bid bond US\$ 20,000. Performance bond 10%. Booklet obtained at US\$ 20 from the General Company for Cotton Spinning – Latakia – Wata Baslis, P.O. Box 2398. Deadline **08.02.2006**

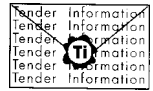
Br. 5/10914. Requirement : Supply of 3 pcs. King Ring. Bid bond US\$ 10,000. Performance bond 10%. Booklet obtained at US\$ 25 from Commercial Department at Tartous Cement & Building Materials Co., P.O. Box 152, Tel. : 602970, Fax : 00963 43 602980. Deadline **12.02.2006**

Br. 6/10914. Requirement : Supply of Automatic Waste Water Treatment Plant. File No. 16/2005. Bid bond US\$ 40,000. Performance bond 10%. Booklet obtained at US\$ 20 from United Industrial Trading General Company, P.O. Box 546. Deadline **06.02.2006**

Br. 1/10915. Requirement : Supply modern Oil Refining Plant. File No. 48/2005. Bid bond Euro 30,000. Performance bond 10%. Booklet obtained from General Organization for Food Industry – Al-Fardoss Str., Damascus, P.O. Box 105 from Website : www.sicvo.com. Deadline **12.02.2006**

Br. 1/10916. Requirement : Delivery of two Industrial Burners for Boiler 8 tons S/h & one Industrial Burner for Boiler 10 tons S/h. Bid bond US\$ 6,000 Performance bond 10%. Booklet obtained at US\$ 10 from the Metallic Construction and Mechanical Industries Co., Damascus, Adra, P.O. Box 149. Deadline **12.02.2006**

Br. 3/10916. Requirement : Deliver Spare Parts for Decoufle Machine. File No. 26/2005. Bid bond US\$ 11,500. Performance bond 10% of the contract value. Booklet obtained at free of charge from the Registration Office Commercial Directorate of General Organization of Tobacco – Damascus – Salhihe, P.O. Box 616 or from Website : <http://www.gottobacco-syria.org>. Deadline **07.03.2006**



EEPC INDIA

Br. 4/10916. Requirement : The following in addition to their installation, putting into actual utilization :

Description	Bid Bond (Euro)
Automatic mixing line (capacity : 270 liters ± 20 liters)	15,000
Triplex Extrusion Line	5,000

Performance bond 10%. Booklet obtained free of charge from the General Tyre Company in Hama, Salamieh Road, P.O. Box 70, Fax : 00963 33 424531 or from the website : www.afamiatyres.com.
Deadline **30.01.2006**

Br. 1/10917. Requirement : Supply of Drum Closers. File No. 43/2005. Bid Bond US\$ 11,500. Performance bond 10%. Booklet obtained at US\$ 25 from General Company of Homs Refinery, P.O. Box 352. Deadline **16.02.2006**

Br. 2/10917. Requirement : Qualifying and Modernizing Tyre Curing , Presses of various sizes, together with their attachments. Bid bond Euro 5,500. Performance bond 10%. Booklet obtained free of charge from the General Tyre Company in Hama, Salamieh Road, P.O. Box 70, Fax : 00963 33 424531 or from the website : www.afamiatyres.com. Deadline **15.02.2006**

Br. 3/10917. Requirement : Building and delivery of one Suction Dredger + Maine Hopper Grab Bid Bond US\$ 150,000. Performance bond 10%. Booklet obtained at US\$ 20 from the Financial Contracts Department in the General Director of Ports. Deadline **05.03.2006**

Br. 1/10918. Requirement : Supply of Rolling Rolls for Rolling Mill provisional deposit guarantee. Bid bond Euro 7,000. Performance bond 10%. Booklet obtained at US\$ 50 from the Commercial Management of Hadid Hama, the General Company for Iron and Steel Products – Hama, Syria, P.O. Box 24, Tel. : 439421-6, Fax : 00963 33 416462. Deadline **16.02.2006**

Br. 3/10918. Requirement : Supply of 25 filters for Diesel Engine type K65310DR of locomotives CKD type LDE 1500 HP. File No. 87/2005. Bid bond Euro 8,000. Performance bond 10% of the contract value. Booklet obtained from Supply and Procurement Department – General Administration of Syrian Railways – Aleppo – P.O. Box 182, Website : www.cfssyria.org. Deadline **20.02.2006**

Br. 1/10919. Requirement : Supply of one Telescopic Tower Lift Truck, one Hydraulic Press and twelve Electrical Lift. File No. 39/2005. Bid bond Euro 6,000. Performance bond 10% of the contract value. Booklet obtained free of charge from Aleppo Company for Cable Industry – Sfeer Way, Aleppo, P.O. Box 6671, Tel. : 6830061-65, Fax : 00963 21 6830067/68. Deadline **16.02.2006**

Br. 2/10919. Requirement : Supply of Telephone Cables on two groups :

	Bid Bond
Group 1	US\$ 570,000
Group 2	US\$ 22,500

Performance bond 5% of the contract value. Booklet obtained at US\$ 50 from the Contract Directorate at Syrian Telecommunication Establishment. Deadline **07.02.2006**

For further details please contact :

Mr. A. K. Ghosh
Attache (Com.)
Embassy of India
P.O. Box 685, Damascus, Syria
Tel.: 00963-11-3347351/2
Fax : 00963-11-3345711
E-mail : comsyria@cyberia.net.lb, indemcom@scs-net.org

(Source : Embassy of India, Damascus)

Vietnam

Issued by : Central Vietnam Power Projects Management Board
478 September 2nd Road
Danang City, Vietnam
Tel. : +84-511-620303
Fax : +84-511-624154

For : Supply of materials and equipment.

Tender cost : VND 3,200,000.00 or US\$ 200.00 per set (non-refundable)

Closing date : **14.02.2006** [at or before 9.00 a.m.]

Interested member-exporters may obtain bidding documents before the deadline, directly from the address given in the tender notices. Alternatively, the members may contact :

Ms. Pham Thi Tuyet
Commercial Assistant
Consulate General of India
49 Tran Quoc Thao Street
District 3, Ho Chi Minh City, Vietnam
Tel. : (848) 930 3539/7498
Fax : (848) 930 7495
E-mail : cgihcmc@hcm.vnn.vn
comcon@hcm.vnn.vn

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

Corrigendum

The last date for submission of tenders (China – EEPC Ref. No. DB-1408 and Nepal – EEPC Ref. No. DB-1409) were erroneously mentioned in Page No. 11 of Issue No. 51, dated December 21, 2005 as 17.01.2005 & 20.01.2005 whereas the same should read as **17.01.2006 & 20.01.2006** respectively.

Trade Enquiries



Germany

(Source : EEPC Duesseldorf Office)

<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Hermann Schmidt Import-Export	Zeunerstr. 6 D-45133 Essen Germany	Attn. : Mr. Rolf Deichmann Tel. : +49 201450010 Fax : +49 2014500111 E-mail : FWSCHMIDT@hermannschmidt.de	Sanitary and bathroom fittings.

Malaysia

(Source : EEPC Singapore Office)

Ardent Services	1-4-7 Block C, Jalan 1/50 Diamond Square Off. Jalan Gombak 53000 Kuala Lumpur Malaysia	Attn. : Mr. G. T. Balan Tel. : 603-4021 5453 Fax : 603-4021 5063 E-mail : gtbalan@mail.com	Generators, water treatment equipment. They are interested in joint ventures.
Asia Poly Industrial Sdn Bhd	Lot 758, Jalan Haji Sirat Mukim Kapar, 42100 Klang Selangor Darul Ehsan Malaysia	Attn. : Mr. Yip Weng Chuen Commercial Executive Tel. : 603-3342 2567 33418604 Ext. 45 Fax : 603-3342 8302 E-mail : apoly@po.jaring.my	Highway construction. Interested in joint ventures.
Bim Technologies Sdn Bhd	387-G Tingkat 1, Jalan Melor 1 Taman Perringit Jaya 75400 Melaka Malaysia	Attn. : Mr. Andy Wong Tel. : 606-286 5645 Fax : 606-286-5244 E-mail : andywong@bimtechnologies.com	Precision parts.
Deru Bio Sdn Bhd	4A Jalan, 1/7C Section 7 Banda Baru Bargi 43650 Selangor Malaysia	Attn. : Mr. Ahmed Jeoffrey Mobile : 60123994381 E-mail : ajeoffrey@yahoo.com	Joint venture for oil and gas, manufacturing.
Persatuan Industrial Kecil Dan Sederhana Malaysia	Suite 20-6, Jalan USJ9/5T Subang Business Centre 47620 Subang Jaya Malaysia	Attn. : Mr. Choong Kok Seng Tel. : 603-8026 1306 Fax : 603-8026 1309 E-mail : smichoong@yahoo.com	Car parts. Interested in joint ventures.
Jamah Marketing Corpn Sdn Bhd	Suite 201, Block B Phileo Damansara 1 Off. Jalan Damansara 46350 Petaling Jaya Selangor Darul Ehsan Malaysia	Attn. : Mr. Datuk Wira Jahaya Bin Mat Executive Chairman Tel. : 603-7960 4100 Fax : 603-7960 4101 E-mail : jahayamt@yahoo.com	Distributor/agent. Food processing equipment, agricultural equipment, railway equipment.
Kualiti Rahmat Sdn Bhd	150, Jalan Persiaran Raja Muda Musa Off Jalan Sungai Bertik Telok Gadong, 41100 Klang Selangor, Malaysia	Attn. : Mr. Tahir Taib Tel. : 603-3373 5595 Mobile : 6019-2260004 Fax : 603-3373 5491	Machine for crushing old tyres or burning old tyres and separate the wire.
Senggara Mahir Sdn Bhd	No. A5, Ground Floor Jalan IM 3/11 Bandar Indera Mahkota 25200 Kuantan Pahan Darul Makmur, Malaysia	Attn. : Mr. M. Asri Hassan Operation/Technical Manager Tel. : 609-5736011/5738439 Fax : 609-5738514 E-mail : semahir@tm.net.my	Oil & gas equipment, rice mills.



<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
SSP Medical Technologies Sdn. Bhd.	Suite (P5-10), Building Information Centre Lot 2, Jalan 51A/243 46100 Petaling Jaya Selangor Darul Ehsan, Malaysia	Attn. : Mr. Saman Karunaratne General Manager Tel. : 603-7874 1388 Fax : 603-7875 1388 E-mail : saman@sspmedical.com	Medical equipment.
Jaringan Warisan Sdn Bhd	Block U2-00-07 Goodyear Court 8 Jalan USJ 14 46720 UEP Subang Jaya Selangor Darul Ehsan, Malaysia	Attn. : Mr. Jookaplee Shaabon Managing Director Mobile : 6016-212-9897 E-mail : jookaplee@yahoo.com	Biodiesel and herbal extraction plant.
Swiss Profile (M) Sdn Bhd	2900 Tingkat Perusahaan 6B Prai Free Industrial Zone 13600 Prai, Penang, Malaysia	Attn. : Mr. B. H. Leow Tel. : 604-398 1111 Fax : 604-398 1313 E-mail : bhleow@swissprofile.com	Stainless steel solid profile or shaped wires.
Sariyan Sdn Bhd	No. 6A, Jalan Alfa E U6/E Subang Permai Business Selangor D. E. Malaysia	Attn. : Mr. Rosli Jamal Director Tel. : 603-78455198/58550 Fax : 603-78455197 E-mail : ross@espifokumalaysia.com	Electric power, transmission towers and equipment.
OSL Multilogistics (M) Sdn Bhd	A-311, 1st Floor Glomac Business Centre Kelana Jaya 47301 P. Jaya Malaysia	Attn. : Mr. Dinesh Francis Business Development Manager Tel. : 603 78039422 Fax : 603 7804 4714 E-mail : ops@oslmultilogistics.com	Construction equipment.
TL MAC Sdn Bhd	Selangor Malaysia	Attn. : Mr. David Tan Tel. : 603 51929264 Fax : 6012 3350901	Truck parts.
Limahsoon Biomass Sdn Bhd	No. 1, Jalan Perusahaan 2 Kawasan Perusahaan Beranang 43700 Beranang, Selangor D. E. Malaysia	Attn. : Mr. Eric Ng Product Advisor Tel. : 603-8766 Fax : 6019270 7883 E-mail : ericys.ng@gmail.com	Pulp & paper machinery. Consultancy for paper manufacturing.
Kh Precision Toolings Sdn Bhd	Kuala Lumpur Malaysia	Attn. : Mr. Stanly Wong Mr. K. K. Wong Tel. : 603 77819102 Fax : 603 77813816 E-mail : wengseong@hotmail.com	Gears, dies, jigs, cutters, precision toolings. Besides, they are interested in joint ventures for mechanical engineering.
Silver Asia Interconsult Sdn Bhd	Kuala Lumpur Malaysia	Attn. : Mr. Suresh Kumar Director Tel. : 603 2166 1292 Fax : 603 2166 4292 E-mail : skumarm@tm.net.my	They are looking for gas pipeline manufacturers.
Maknawi Sentosa Sdn Bhd	Kuala Lumpur Malaysia	Attn. : Mr. H. K. Khoo Tel. : 6012 3675187 Fax : 603-91303799	Auto spares and parts.
Panasonic Malaysia	Kuala Lumpur Malaysia	Tel. : 6019 3139923 Fax : 603 5543 7416 E-mail : sun.choong@panasonic.com.my	Telecommunication equipment, electricals.
Seiketsu Products Sdn. Bhd.	Selangor Darul Ehsan Malaysia	Attn. : Mr. Mohamad Rais Bin Salleh Tel/Fax : 603 5191 4275 E-mail : seiketsu_products@yahoo.com	Aluminium plates for shipping industry, welding electrodes, materials for automobiles (metal bases).
CS International	Malaysia	Attn. : Mr. Sean Ng Tel. : 6012 307 1576 E-mail : seannng23@yahoo.com	Home technologies, health care technologies and medical equipment.



<i>Name of the Company</i>	<i>Addresses</i>	<i>Contact Person/Tel./Fax/E-mail</i>	<i>Items interested</i>
Facb Industries Incorporated Bhd	MNI Twins, Tower 1 Level 13, 11 Jalan Pinang 50450 Kuala Lumpur Malaysia	Attn. : Mr. Chua Tiam Wee Chief Operating Officer Tel. : 603- 2162 0060/ 5542 1400 Fax : 603 2162 0062/ 5549 5891 E-mail : mdkt@facbi.com	Boilers, chemical plants, castings and forgings.
Metal & Metal (M) Sdn Bhd	Selangor Darul Ehsan Malaysia	Attn. : Mr. Shukri Haji Ishak Managing Director Tel/Fax : 603 8739 1467 E-mail : shukri57@yahoo.com	Gas connection kit for engine car. Compact National Gas (CNG) cylinder for car.
Raslan Loong Consultants Sdn Bhd	Level 3A, Menara John Hancock 6, Jalan Gelenggang Damansara Heights 50490 Kuala Lumpur Malaysia	Attn. : Michael Chan Consultant Tel. : +60 3 2093 3939 Fax : +60 3 2093 4848 E-mail : michaelchan@raslanloong.com Website : www.raslanloong.com	Trading (general), research (agriculture, science and technology), leasing (industrial machinery, aircraft and ships) and information communication technology.

Singapore

(Source : EEPC Singapore Office)

George Kent (Singapore) Pte. Ltd.	16, Loyang Drive 508942 Singapore	Attn. : Mr. Fong Kim Hee Manager Tel. : 65-6541 1254 (D) Fax : 65-6546 6058 E-mail : fong@georgekent.com.sg	Equipment for - water sewerage, industrial building, oil & gas medical.
Siemens Pte Ltd.	2, Corporation Road #04-06107 Corporation Place 618494 Singapore	Attn. : Mr. Au Yong Leong Kiat Purchasing Engineer - Procurement Tel. : 65-6877 3900 Fax : 65- 6877 3901/6512 2018 E-mail : leongkiat.auyong@siemens.com	Castings, precision machining, sheet metal fabrication.

Somaliland

(Source : EEPC Singapore Office)

Telesom Co.	Bahsane Bldg., City Centre Hargeisa Somaliland	Attn. : Mr. Abdikarim Mohamed Eid Managing Director Tel. : (252) 2 522006 Mobile : (252) 2422002 E-mail : abidkarim@telesom.net abdikarimeid@yahoo.com	Abotoir machinery for slaughter house such as processing machines and chillers and freezers.
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South Africa

(Source : EEPC Singapore Office)

M. H. M. Auto Centre	57, Main Road, Roodepoort P.O. Box 1920, Roodeport 1725 Johannesburg South Africa	Attn. : Mr. Mahomed Mia Tel. : 2711 763 4275/6 Fax : 2711 760 4121 E-mail : mhm_mia@yahoo.com	Shock absorbers, CV joints, brake pads & disc, tyres etc. for Japanese, European cars (BMW, VW, Mercedes).
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South Africa

(Source : EEPC Johannesburg Office)

Injection Moulders (Pty.) Ltd.	Umhlanga Rocks Durban South Africa	Attn. : Mr. Mohamed Khan Tel. : +27-824404246 Fax : +27-31-5692917 E-mail : polyworld@webmail.co.za	Plastic industry - along with the specific sector for which they want to have tie-up.
Le-Neeru Engineering & Artisan Hire CC	Unit No. 5, Dudley House No. 5, Dudley St. Jacobs 4026, Durban South Africa	Attn. : Mr. Les Govender Tel/Fax : +27-31-4679091 Cell : +27-828040206 E-mail : leeneeru@yahoo.com	Pulp & paper industry - circular grinding machinery, cylindrical roller grinding machinery and surface grinding machinery.



EEPC INDIA



USA

(Source : EEPC Singapore Office)

Name of the Company	Addresses	Contact Person/Tel./Fax/E-mail	Items interested
Gateway International	4110 William Penn Highway Murrysville 15668 Pennsylvania USA	Attn. : Mr. Chan Kok Cheung Managing Director Mr. Howard Woon Commercial Manager Tel. : +724 - 387 2377 Fax : +724 - 387 2378 E-mail : kcchun@gatewayminmet.com	Slide gate mechanism for flow control use in iron and steel making : ingot moulds, mill rolls.

USA

(Source : EEPC Chicago Office)

Peavey Electronics Corporation	5022, Hartley Peavey Drive Meridian MS 39305 USA	Attn. : Steve O'Farrell Sr. Manager Tel. : 601-483-5365 (Customer) Fax : 601-486-1278 601-486-01465 (Direct) E-mail : sofarrell@peavey.com Website : www.peavey.com	PCBA (printed circuit board assemblies), box builds such as power amplifiers and musical instrument amplifiers.
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UK

(Source : Direct from the party)

Contact International Limited	38, Ingestre Road Hall Grene Birmingham UK	Attn. : Mr. Parminder Singh Managing Director Tel. : +44 121 7783293 Fax : +44 121 442660 Mobile : +44 7756750453 E-mail : parm@cintl.co.uk	Wiper motor for OE supply to European car manufacturers. They are also looking forward to precision machined component manufactures who can comply to PPAP requirements.
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West Indies

(Source : EEPC Chicago Office)

Sheik Lisha Ltd.	#44 Southern Main Road Warrenville Cunupia Trinidad West Indies	Attn. : Mr. C. A. Akaloo Managing Director Tel. : 1-868-665 3336 Fax : 671 6570 E-mail : sheikltd@tstt.net.tt	Mini cement plant.
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Trade enquiries received from Indian Mission Overseas

Hong Kong

(Source : Consulate General of India, Hong Kong)

Name of the Company	Addresses	Contact Person/Tel./Fax/E-mail	Items interested
Meadic Industries	P.O. Box 787 Yuen Long Delivery Office Yuen Long, New Territories Hong Kong	Tel. : 852-21216126 Fax : 852-31065920 E-mail : info@meadic.com	1000 Agriculture tractors with the following specifications : - Diesel engine, HP 75-88, water cooled - P.T.O. 540 & 1000 rpm - Front Hook - Rear fixed and swinging draw bar - 3 - Hydraulic spool valves - Front and rear weight - 12 Speed transmission box - Complete lighting & signal system - Category No. 2 - Sun protecting roof - Front tires 750 x 20 - Rear tires 15 x 34



Name of the Company	Addresses	Contact Person/Tel./Fax/E-mail	Items interested
Cosmopolitan International	Flat C, 3/F, Alpha House 27-33, Nathan Road Tsim Sha Tsui Kowloon Hong Kong	Attn. : Mr. Jimmy Punjabi Sole Proprietor Tel. : +852-23689071/23664771 Fax : +852-27393428 E-mail : info@cosmoint.com	Motorbikes – 50cc, 125cc & 150cc.

USA

(Source : EEPC Chicago Office)

M/s. Tata Inc., Chicago, 1250, E. Diehl Road, Naperville, Illinois, IL 60563, USA, Tel. : (630) 955 0227, Fax : (630) 955 0238, E-mail : jim@tataincchicago.com, Website : www.tata.com/tatainc, Attn. : Mr. Jagdish I. Mehta (Cell : (630) 696 5994) are interested to import the following items for their USA customers :

- **Side Rails (from 4” to 9” long) and End Rails (from 4” to 24” feet long)** in finished conditions as their Drawings.

At the time of quotations member-exporters are requested to consider the following :

- Pricing on the basis of CIF Indiana/Detroit Rail Ramp on US\$/running ft.
- Material Grade 1035/1040 and tensile strength 100,000 PSI min. and yield strength 55,000 PSI min.

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

- **Rough Forgings (SA105, SA350 LF2 and ASTM A694 F52 & F65)**

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

Exhibitions and Trade Fairs



Bahrain

5th India Catex 2006 Exhibition (First week of March 2006)

This is a purely **Catalogue Exhibition** of Indian products and services organised by Embassy of India, Bahrain.

It is an excellent opportunity and platform, provided by the Embassy of India in Bahrain, for Indian companies to reach out to the growing business opportunities in Bahrain.

Interested member-exporters are requested to send 50 copies of Brochures (a minimum of 25 copies of Brochures - also CD Roms/videos, if any) of your product-line for display and distribution at the Exhibition. All arrangements of the Exhibition would be looked after by the Embassy officials. No expenditure is involved on the part of participating companies.

The brochures and other promotional materials could be sent by courier to reach the Embassy **latest by 15th February 2006**, at the address given below :

Embassy of India
P.O. Box 26106, Building No. 182, Road 2608
Gudaibiya Area 326, Bahrain
Tel. : 00-973-17712683/17712785/17714551
Fax : 00-973-17715527
Email : indemb@batelco.com.bh
commerce@indianembassy-bah.com

Pakistan

3rd International Textile Asia Exhibition and Conference

Date : March 18-21, 2006
Venue : Karachi Expo Centre
Product : Textile & garment machinery.
Official Event of : Ministry of Textile Industry
Government of Pakistan
Textile Asia Secretariat
18 C. P. Berat Housing Society
Karachi, Pakistan
Tel. : (92-21) 4536321, 111-222-444
Fax : (92-21) 4385030
E-mail : info@ecgateway.net.pk
Website : www.textileasia.com.pk

(Source : Organiser)



**Government of India
Ministry of Commerce and Industry
Directorate General of Foreign Trade
Udyog Bhavan, New Delhi**

Public Notice No. 77(RE-2005)/2004-09

Dated 26th December, 2005

Amendments/correction in DEPB Rates - Forged Crank Shaft & Front Axle Beam Forging

In exercise of powers conferred under paragraph 2.4 of the Foreign Trade Policy, 2004-2009 (Updated as on 31st March, 2005) and paragraph 1.1 of the Handbook of Procedures (Vol. 1) (Updated as on 31st March, 2005) the Director General of Foreign Trade hereby makes the following amendments/correction in the Book titled "Schedule of DEPB Rates":-

The following rates are made applicable for entries specified below for the period 06.10.2004 to 29.03.2005 :-

Product Group : Engineering

Product Code : 61

<i>Sl. No.</i>	<i>Description</i>	<i>DEPB Rate (%)</i>	<i>Value Cap</i>
410 B	Forged Crank Shaft made of Alloy Steel	9%	Rs. 95/- per kg.
411 B	Front Axle Beam Forging made of Alloy Steel	9%	Rs. 73/- per kg.

Sd/-
(GOPAL K. PILLAI)
Director General of Foreign Trade

(File No. 01/87/171/00001/AM05/DS VIII)

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

Notification No. 104/2005-Customs

Dated 26th December, 2005

G. S. R. 746 (E) – In exercise of the powers conferred by Sub-Section (1) of Section 25 of the Customs Act, 1962 (52 of 1962), the Central Government, being satisfied that it is necessary in the public interest so to do, hereby makes the following amendment in the Notification of the Government of India in the Ministry of Finance (Department of Revenue), No. 89/2005-Customs, dated the 4th October, 2005 GSR 624(E), dated the 4th October, 2005. namely :-

In the said Notification, in paragraph 2, for the words, letters and figures "31st day of December, 2005", the words, letters and figures "**31st day of March, 2006**" shall be substituted.

Sd/-
(JAGMOHAN SINGH)
Under Secretary to the Government of India

(File No. 605/208/2005-DBK)

Note : The Notification No. 89/2005-Customs, dated the 4th October, 2005 was published in the Gazette of India Extraordinary, vide G.S.R. 624(E), dated the 4th October, 2005.

Export Finance



Exim Bank extends US\$ 5 mn Line of Credit to East African Development Bank (EADB)

Export-Import Bank of India (Exim Bank) has extended a second Line of Credit (LOC) of US\$ 5 million to East African Development Bank (EADB) to finance India's exports to EADB's member countries viz. Kenya, Uganda and Tanzania. Exim Bank had earlier extended an LOC of US\$ 5 mn to EADB in 1999, which was fully utilised.

Under the LOC to EADB, importers based in its member countries namely Kenya, Uganda and Tanzania of EADB will make advance payment of 10% of contract value and Exim Bank will provide credit for 90% of contract value to EADB. Exim Bank will reimburse Indian exporters upfront upon the shipment of goods and provision of services. Credit period is up to 5 years.

EADB is a regional development bank, covering Kenya, Uganda and Tanzania, which are traditional markets for Indian equipment and technology. It works closely with the Secretariat of the Commission for East African Cooperation based in Arusha, Tanzania and finances projects and offers a broader range of financial services in the member states to strengthen regional economic cooperation.

East Africa is one of the fastest growing regions in the African continent. The main items of exports from India to the region are

machinery and instruments, drugs & pharmaceuticals, wheat, manufacture of metals, transport equipment and cotton yarn fabrics. Exim Bank's LOC to EADB will help strengthen India's trade relations with East African region, further.

Exim Bank has now in place 57 Lines of Credit for promoting India's exports to 73 countries in Africa, Asia, Latin America, East Europe and the CIS with credit commitments amounting to US\$ 1.33 bn. Exim Bank's LOCs afford a risk-free, non-recourse export financing option to Indian exporters.

For further information, please contact :

Mr. P. R. Dalal
 General Manager
 Export-Import Bank of India
 Centre One Building, Floor 21
 World Trade Centre Complex, Cuffe Parade
 Mumbai 400 005
 Tel. : (022) 22162073/22185272, Extn. 2112
 Fax : (022) 22182460
 E-mail : eximloc@eximbankindia.com



Forex News

The rupee ended the day at 45.13/14 after having opened at 45.06/08 levels. There was some buying in the market, which pulled down the rupee to 45.26/28 in afternoon trades.

The six-month forward premium ended at 1.46 per cent as against yesterday's 1.37 per cent. Premium on 12-month forwards closed at 1.05 per cent.

(Source : Business Standard, Kolkata dated 29th December, 2005)



Forex Rates

Currency	T.T. Buying	T.T. Selling
Pound Sterling	76.82	78.35
U.S. Dollar	44.81	45.34
Canadian Dollar	38.04	39.19
Euro	52.88	53.93
Swiss Franc	33.92	34.59
Swedish Kroner	5.59	5.75
Japanese Yen	0.3783	0.3860
Australian Dollar	32.54	33.19
Hong Kong Dollar	5.79	5.85
Singapore Dollar	26.79	27.33
Danish Kroner	7.05	7.25
Norwegian Kroner	6.54	6.73
UAE Dirham	12.09	12.45
New Zealand Dollar	30.07	31.28
Saudi Riyal	11.84	12.20

(Source : The Economic Times, Kolkata dated 30th December, 2005)

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

Mandi Gobindgarh

Open Market Rates of Rerollables (December 17, 2005)

(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)	24,200/-	Cut Tyre (Big)	18,800/-	Cut Tyre (Small)	18,500/-
round quality (21x25)	19,200/-	Above 251 mm Bloom (MS)	24,200/-	Melting Scrap (F.O.R.)			
structural quality (28x30)	19,000/-	Bloom 160x250 mm (DSP)	24,200/-	Rolling Mill end	15,700/-	Good Godown	14,000/-
Low carbon (12x16)	19,500/-	130/135/140 mm (Tisco) MS	-	Godown Scrap	13,700/-	Turning	13,700/-
Semi-low carbon (16x20)	19,400/-	150x150 mm Concast (DSP)	26,850/-	Tin Tapper	12,000/-	Sponge Iron	12,200/-
5x6 girder quality (28x30)	19,300/-	150x150 mm MS (SAIL)	26,850/-	Pig Iron (F.O.R.)			
Runners/Risers	18,000/-	Bloom Cut into pcs. (MS)	24,800/-	Foundry Grade	16,500/-	Steel Grade	15,000/-
Bones/Clean	17,600/-	Bloom Cut into pcs. (Medium)	21,400/-	Degi Scrap	12,000/-	C.I. Turning	14,800/-
Billets & Squares		Bloom Cut into (Patra Pass)	21,200/-	Deg Casting	21,500/-	Ingot Moulds (Old)	14,500/-
50x50x63x63x65x65 mm MS	-	Slabs		Ingot Moulds (New)	21,000/-	Cut Ingot Moulds	14,500/-
75x75x80x80x90x90 mm MS	19,400/-	Durgapur Slabs 14"x3"	-				
100x100 mm MS	19,400/-	Durgapur Slabs	20,000/-				
125x125 mm MS	-	Bokaro Slab Heavy	19,200/-				
100x100 mm Concast-Billets	19,500/-	Tata Concast Slab (Heavy)	19,200/-				
100x100 Concast-SAIL DSP	19,400/-	Skelp Tisco	-				
H.C. Billet SAIL 150x150 mm	-	Rails					
H.C. Billets-Tisco 75x75 mm	-	Uninterested Rail - 75 lbs.	19,000/-				
		Uninterested Rail - 90 lbs.	19,000/-				
		Uninterested Rail - 105 lbs.	19,000/-				

Open Market Rates of Finished Goods (December 17, 2005)

(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	2280/-	2180/-	2110/-	2140/-	2170/-	2210/-	2210/-	2180/-	
Medium-Semi	-	-	-	-	2170/-	2210/-	-	-	
Zindi Pass (Drawing)	-	-	-	2220/-	2220/-	2220/-	2220/-	2200/-	
Above rates of 6 mm rounds are of length up to 14' Above 18' = 2120/-									
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	2180/-	2280/-	2380/-	2480/-	2550/-	2610/-	2630/-		
M. S. Squares	4 mm	5 mm	6 mm	8 mm	10 mm	12 mm	16/20 mm	22/25 mm	
Mild	2290/-	2190/-	2040/-	2120/-	2230/-	2220/-	2220/-	2190/-	
M. S. Angles	20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	90 mm	100 mm
3 mm	2300/-	2190/-	2190/-	2190/-	2220/-	2240/-	-	-	-
5 mm	-	2180/-	2180/-	2180/-	2170/-	2190/-	2190/-	2240/-	2290/-
6 mm	-	2180/-	2180/-	2180/-	2170/-	2190/-	2190/-	2240/-	2290/-
M. S. Flats	20 mm	25 mm	32 mm	37 mm	50 mm	65 mm	75 mm	100 mm	
3 mm	2180/-	2220/-	2230/-	2250/-	2270/-	2260/-	2260/-	2210/-	
5 mm	2130/-	2200/-	2200/-	2200/-	2180/-	2180/-	2180/-	2190/-	
6 mm	2130/-	2200/-	2200/-	2200/-	2180/-	2180/-	2180/-	2190/-	
8 mm	2130/-	2200/-	2200/-	2200/-	2180/-	2180/-	2180/-	2190/-	
10 mm	-	-	2200/-	2200/-	2180/-	2180/-	2180/-	2190/-	
12/25 mm	-	-	2200/-	2200/-	2180/-	2180/-	2180/-	2190/-	
18/19 Gauge	2360/-	2360/-	2330/-	2370/-	2380/-	2320/-	2320/-	2320/-	

[Prices at other stockyards may vary]

[Source : Steel Town (Weekly), December 17, 2005]

Postal address

If undelivered, please return to : Engineering Export Promotion Council, Vanijya Bhavan (1st Floor)
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