

## Buyer Seller Meet in Australia and New Zealand

(23 - 30 August, 2005)

EEPC is pleased to announce that a Buyer Seller Meet will be held in Australia & New Zealand on 23 - 30 August, 2005 under the Focus ASEAN + 2 Programme of the Government of India.

### List of Product Sectors for BSM

- .. Heating & Cooling Equipment
- .. Other Construction Machinery Parts
- .. Other Industrial Machinery
- .. Tractors & Agricultural Equipment
- .. Electric Power Equipment Parts, Transmission Lines & Accessories, Wires & Cables
- .. Steel Wire, Strands, Nails & Netting
- .. Sanitary Casting
- .. Industrial Casting
- .. Bright Bars
- .. Stainless Steel Utensils
- .. Hand Tools
- .. Cutting Tools
- .. Auto Parts
- .. Primary Iron & Steel
- .. Other Steel Products
- .. IC Engine & Parts

Australia's economy continues to expand, marking its twelfth consecutive year of growth in 2003, and there is every indication that this trend will continue in 2004. Even after absorbing the effects of a recent farm drought and slackened world demand, the national economy is forecasted to register a GDP increase of at least three per cent in 2003 and 2004, surpassing average OECD growth rates.

### (Engg. Exports from India)

Year	Value in Million US\$
2001-02	63.47
2002-03	83.54
2003-04	116.06
2004-05	170.30

Despite two way trade figures between Australia and India achieving more than 300 per cent growth with a trend growth

of 12.6 per cent over the last decade. It is evident from the above table that India's engineering export to Australia has shown an increase of 47 per cent over the performance during the year 2003-04.

New Zealand is an English-speaking country with a strong and stable democracy and could be an ideal destination for new exporters. Business practices are very similar to those in the US. While New Zealand's population is small, Kiwis tend to be very adaptable and eager to try new technologies. New Zealand's strong export record with Japan and its positive trend of export growth to the ASEAN community of nations also makes it an appropriate joint venture partner for value addition and re-exportation.

### (Engg. Exports from India)

Year	Value in Million US\$
2001-02	8.33
2002-03	8.75
2003-04	19.29
2004-05	22.12

It is evident from the above table that India's engineering export to New Zealand during the last 3 years has been increasing in a well-brought-up proportion. It is evident that India's engineering export to New Zealand during 2004-05 had shown in increase of 15 per cent over the performance during the year 2003-04.

### Venue

Sydney & Melbourne (Australia)  
Auckland (New Zealand)

### Date & Duration

23 - 30 August, 2005 (8 days)

### Hotel Accommodation

All participants will be booked in one Hotel for convenience. Hotel charges will have to be borne individually. All delegates must reach Melbourne by 22nd August, 2005.

### MDA Entitlement

Eligible participants will be entitled to & fro air passage in economy excursion class @ 90% for SSI Units or 75% for others. Only one person per company will be entitled.

### Registration and Participation

#### Charges

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

- Airport Transfers in all the cities of Melbourne, Sydney (Australia) and Auckland (New Zealand).
- Preparing database for marketing purpose.
- Refreshment and working lunch on the actual days of BSM.
- Mobilisation of buyers in Australia and New Zealand.
- Printing of delegates profile booklet for distribution amongst importers, Embassies, Chambers of Commerce, Trade Associations, etc.
- Conference kit for participants of BSM.

The Registration Form may be completed and returned along with a Demand Draft for Rs. 30,000/- in favour of "Engineering Export Promotion Council" payable at New Delhi latest by 5th July, 2005 to -

### Shri Rajat Srivastava

Regional Director

Engineering Export Promotion Council

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**Registration Form**  
**Buyer Seller Meet**  
**Australia & New Zealand**  
**(23 - 30 August, 2005)**

Name of the Company	:	
Address	:	
Phone (with STD Code)	:	
Fax (with STD Code)	:	
E-mail	:	
Website	:	
Chief Executive/Designation	:	
Name & Designation of the Person Representing the firm at BSM	:	
Accreditation to International Standards (like QS, ISO etc.)	:	
Product Range	:	
Photographs enclosed (two)	:	Yes/No

Demand Draft No. .... Dated ..... for Rs. 30,000/- payable to Engineering Export Promotion Council, New Delhi towards participation charges is enclosed.

Signature with office seal :  
Place : Name :  
Date : Designation :