



INDO-GULF BUSINESS MEET - 2005

A PLATFORM FOR BUILDING BUSINESS CONTACTS WITH 25 BUYERS FROM GULF (WEST ASIA) REGION THROUGH ONE-TO-ONE BUYER-SELLER MEET

New Delhi	Mumbai
5th January, 2005 (Wednesday)	6th January, 2005 (Thursday)

Leading buyers and prospective trade partners from Gulf (West Asia) will attend One-to-One business discussions and negotiations for engineering products and services.

Members are cordially invited to enlist participation at the Business Meet.

Participation Fee (for one centre only)
Rs. 15,000/- for 1st participant of a firm Rs. 7,000/- for subsequent participant will include Background Material Lunch for Conference days. Last date of participation : 15th December, 2004

For further details & enlistment, please contact :

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Executive Director

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

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A PLATFORM FOR BUILDING BUSINESS CONTACTS WITH 25 BUYERS FROM GULF (WEST ASIA) REGION THROUGH ONE-TO-ONE BUYER-SELLER MEET

PREAMBLE

The West Asian Countries have been trade partners of India for centuries. The discovery of Oil opened a new era of Industrialization of this region. Though the West Asian markets have been prominent markets for Indian engineering goods, the percentage of West Asian market in the overall export of India's engineering goods has remained 13% approximately during the last three years, still it is far below the potential. Although Council has been Focusing on West Asian market by organizing events in the region, with the onset of renewed stability after Iraq war, the prospects have re-emerged in countries of Gulf (West Asia) Region for engineering products. It will therefore, be a right time for Indian engineering industry to show their capabilities in order to get a substantial share of the West Asian markets.

Keeping in view the growing trade prospects in West Asian Region and genuine interest on the part of the West Asian buyers to further contact Indian exporters of engineering goods, Council has decided to hold a Buyer-Seller Meet between Indian exporters and importers of Gulf (West Asia) region in January 2005 at the locations as indicated above. For this Buyer-Seller Meet the Council is expected to receive 25 buyers from Gulf (West Asia) region.

OBJECTIVES

1. To provide an opportunity to prospective importers in the West Asian region to interact with Indian counterparts about their requirements.
2. To provide an opportunity to Indian exporters to adjudge the acceptability of their products in West Asian market and also the likely intake by the market, so that they are in a position to plan their strategy accordingly.

Summarized information about the areas of interests received so far from overseas buyers is enclosed for your ready reference. Depending on your choices, meetings will be fixed with Gulf counterparts. Each exporter will be provided with minimum of 3 meetings. Each meeting will be of 20 to 30 minutes duration. Final match making will be done keeping in view the areas of matching interest of both sides and choices thereof. Council will, thereafter draw up time schedule for interaction between overseas delegates and Indian participants. Meeting schedule of each Indian company will be forwarded to them in advance.

The Participation fee (for one centre only) has been fixed as follows :

- Rs. 15,000/- for 1st participant of a firm;
- Rs. 7,000/- for subsequent participants of the firm.

The participation charges will partially cover the expenses on account of portfolio bag containing background papers and bio-data profiles of overseas delegates and lunches on Conference days. This will also cover expenses on overseas delegates.

Council will reserve the right to accept or reject participation of an Indian company.

Last date for enlistment of participation is 15th December, 2004.

Participation Form and the list of areas of interests received from overseas buyers are given overleaf.



INDO-GULF BUSINESS MEET - 2005
 (Organised by : Engineering Export Promotion Council)
 5th & 6th January, 2005 at

Please tick choice of venue below :

New Delhi	Mumbai
5th January, 2005 (Wednesday)	6th January, 2005 (Thursday)
<input type="checkbox"/>	<input type="checkbox"/>

INDIAN DELEGATE'S PROFILE

Name of the Company (In BLOCK Letters)			
Address (In BLOCK Letters)			
	City	Pin Code	
Phone (with STD Code)		Fax No.	
E-mail Address		Website Address	
Name(s) of the Executive(s) with Designation(s) attending the Conference	1.	3.	
	2.	4.	
Items Manufactured/Exported (HS Codes if possible)			
Industrial Application			
Foreign Collaborations if any, please specify			
Annual Turnover in US\$		Annual Export in US\$	
Countries of Export			
International Accreditations (ISO, QS, etc.)			
Nature of Business (Please tick mark)	Manufacturer		
	<input type="radio"/> SSI	<input type="radio"/> Non-SSI	<input type="radio"/> Merchant <input type="radio"/> Export House
Area of specific interest for this BSM			

Signature with Office Seal

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

1. Two passport size colour photographs of each participant with their names at the back of the photographs.
2. Demand Draft for requisite participation amount.

**PRODUCT PROFILE OF GULF (WEST ASIAN) DELEGATES FOR
INDO-GULF BUSINESS MEET- 2005 IN NEW DELHI & MUMBAI**

<i>Buyer Code</i>	<i>Industrial Application</i>	<i>Items of Interest</i>
001	Aluminium fabrication, stocking & selling	Aluminium and allied products, brass and copper articles, machine tools, hand, small & cutting tools and industrial fasteners.
002	Aluminium fabrication, stocking & selling	All fasteners, aluminium accessories for kitchen, doors and windows, aluminium profiles for kitchen, decorated laminated sheets for kitchen and general hardware.
003	Power control & distribution, oil petro-chemical plants, general industry & contractors equipment	Electric power equipment & parts, IC engines and parts, mechanical pumps, steel pipes and fittings. Specifically interested in products and equipment for desalination plants and underground water level control & survey.
004		Heating/cooling equipment and electrical home appliances.
005	Supplying to desalination, power and petro-chemical industries and refineries	Steel pipes and tubes, industrial machinery, chemical plant and machinery, heating and cooling equipment, machine tools, small & cutting tools and industrial fasteners, heat exchangers, pressure vessels.
006	Power sector	Power generation equipment and related products and services, interested in joint ventures in Gulf with interested parties having large potential.
007		Spare Parts for cars specially for Mercedes Benz, BMW and Audi etc.
008		Trading, construction machines, industries, agriculture, all products/ machines in the engineering sector.
009		Industrial automation, fastening, packaging machines/sector.
010	Petroleum pipeline, substation, power plant	Steel pipes, electric power equipment, locomotives, wagon, spare parts for railways.
011		Heating & cooling equipment, brass, copper, pumps, sanitary casting, small cutting tools.
012		Steel pipes & tubes, power and distribution transformers & parts, process equipment, chemical plant & machinery.
013		Bolts & nuts, fencing & anchoring system, oil field supplies, instrumentation, workshop equipment & supplies, professional cleaning equipment, industrial equipment, ladders & lifting supplies, security barbed wire, safety equipment & supplies, construction & industrial tools, storage systems, garage equipment, tools & consumables.
014		Electro-mechanical work, cable laying jobs, erection, commissioning and maintenance of road signals, street lights and fittings, tele-communication projects, power generation, power distribution and power transmission, mechanical, electrical, instrumentation and safety products, spare parts for oil, gas, chemical and petro-chemical plants.
015		Structural steel items.
016		Welding electrodes, nut, bolts & fasteners.
017		Aluminium products.
018		Pipes & pipe fittings.
019		Fasteners, electrical items.
020	General & trading	Industrial machinery, iron & steel, zinc, machine tools, industrial fasteners.
021	Water distribution networks	Ductile iron pipes (water), gun-metal/brass/plastic fittings, pumps.