



## Important Notice

### **Engineering Export Promotion Council**

World Trade Centre (3rd Floor), 14/1B, Ezra Street, Kolkata 700 001

27th October, 2004

**To**  
**All Members of the Council**

#### **Sub : National Award (Government of India) for Outstanding Export Performance during 2003-2004 (37th Set)**

Under the Scheme of 37th Set of Award for Public Recognition of outstanding export performance during April 2003 to March 2004, the Council has been advised by the Government of India to sponsor applications of its members, exporting engineering goods for the above Award. Accordingly members who are interested in the 37th Set of Government of India Award and also fulfill the criteria, are hereby requested to submit their applications in the prescribed Application Form in duplicate as per **Annexure - II** of this Circular along with Auditor's Certificate in support of their performance data **so as to reach the Head Office of the Council, Kolkata positively latest by 10.12.2004** to enable the Council to forward the suitable applications to the DGCI&S, 1 Council House Street, Kolkata for their consideration.

Details about 37th Set of Awards for Trophies (Shields) and Certificate of Merits are reproduced below :

#### **TROPHIES (SHIELDS)**

Twenty (20) Awards in the form of Trophies may be given to Manufacturers, Exporters, Export Houses, Trading Houses and Star Trading Houses who make a distinct contribution to export trade. Up to 10 (Ten) Awards out of the total 20 Awards will be given to the exporters from Small-Scale and Cottage sector subject to availability of suitable and sufficient number of applications from this sector. There will be no reservation of Awards for any specific line on export (say for Engineering, Chemical, etc.).

#### **CERTIFICATES OF MERIT**

In addition to the Awards referred to above, Certificates of Merit will be granted to the best exporters in the different groups of export products, from amongst the registered members of respective Export Promotion Councils.

Our Council has been authorized to sponsor applications for following product groups :

#### **CATEGORY - 4**

##### **Engineering & Metallurgical Products**

Group XXVII	Prime and Semi-Finished Iron & Steel.
Group XXVIII	Metal Manufactures.
Group XXIX	Machineries and Equipment thereof.
Group XXX	Light Engineering Goods.
Group XXXI	Transport Equipment.

#### **CRITERIA FOR SELECTION**

Eligibility for the Awards shall be based on the following consideration :

- (i) Growth in exports during the year over the preceding year should not be less than 50% for Award of Trophy (Shield). For Award of Certificate, it is relaxable to 40%.
- (ii) Compound growth in exports over the period of 3 years should not be less than 40% for Trophy (Shield) and 30% for Certificates of Merit.

A formula for calculating the compound growth is given below :

$$A = P (1 + r/100)^n$$

Where A = Export in the final year 2003-2004

P = Export for the base year 2001-2002

r = Rate of growth

n = No. of years.

For example : **2001-2002**

710

$$P = 710, A = 928, n = 2$$

$$928 = 710 (1 + r/100)^2$$

$$\text{or } 928/710 = (1 + r/100)^2$$

$$\text{or } 1.307 = (1 + r/100)^2$$

$$\text{or } 1 + r/100 = 1.1432$$

$$\Rightarrow r/100 = 0.1432, r = 14.32$$

$$\Rightarrow r\% = 14.32\%$$

**2002-2003**

(Value in lakh Rupees)

1133

**2003-2004**

928

(iii) In order to qualify, exporters should have some exports to his credit during all the preceding 3 years.

(iv) If the percentage growth conditions of (i) & (ii) are not satisfied, the minimum absolute growth in exports should not be less than Rs. 5 crores for small-scale industries and Rs. 10 crores for non-small scale sector during 2003-2004 as compared to 2002-2003 both for Trophy and Certificate. However in case there is a negative growth during 2002-2003 then this condition of growth shall apply with reference to the year 2001-2002.

The same is explained as under :

	(Value in Cr. Rs.)			
	<b>2001-2002</b>	<b>2002-2003</b>	<b>2003-2004</b>	
SSI Units	6	4	10	Do not fulfill the condition.
	6	7	12	Fulfill the condition.
Non-SSI Units	20	18	28	Do not fulfill the condition
	20	21	31	Fulfill the condition.

(v) Minimum exports during the year should be Rs. 2 crores for SSI and Rs. 6 crores for Non-SSI for Award of Trophy (Shield). For Award of Certificate, it is relaxable to Rs. 1 crore for SSI and Rs. 4 crores for Non-SSI.

Members of the Council having outstanding export performance in 2003-2004 and also fulfill the eligibility condition as mentioned above may apply for any of the Awards referred to above viz. (i) Trophy (Shield) and (ii) Certificate of Merit. They should submit their application to the Council's Head Office, Kolkata in the prescribed Form as per **Annexure - II**.

It may please be noted that the Council is just the sponsoring agency. Final selection of Award winners will be made by a Selection Committee appointed by the Government of India and the Government decision is directly communicated to the respective applicant and not through the Council.

It may be noted that National Award is totally different than that of the Council's Export Award and as such members interested in National Award are to submit their application as per Proforma enclosed with this Scheme, filled in with complete details by typed scripts, duly signed by the authorized signatory and accompanied by Auditor's Certificate in respect of export and other performance for all the 3 years **without which no application will be entertained for nomination**.

**Annexure - I**

### **Instruction for filling up Proforma**

1. All entries are required to be filled in by typed scripts.
2. Only one Application Form is to be filled up by the nominee which will be considered for Award of Trophy (Shield) as well as Certificate of Merit on the basis of criteria fulfilled. This is to be submitted to the Council in duplicate.
3. No entry should be kept blank, if a column is not applicable or information is not available then mention clearly 'not applicable' or Nil.
4. Answer should be specific for each query.
5. Each nomination should be accompanied with necessary Audited Certificates in support of claims of export made during all the three years.
6. Commodity codes as per ITC (HS) should be given for each commodity exported.
7. All entries in the detailed form should be consistent with the information furnished in summary form.
8. No application will be considered unless the forms are properly signed with date and office stamp.
9. Any application not conforming to the above mentioned instructions is liable to be rejected.

**Application Form of National Award (Government of India) for Outstanding Export Performance during 2003-2004 (37th Set)**

Form of Application for use by Exporters and Sponsoring Authorities for furnishing details for nomination for Award of Trophy/Certificate of Merit for outstanding export performance for the year 2003-2004 (37th Set).

**1. COMPANY BACKGROUND DATA (To be filled by Nominee) (Exporter)**

1. Name of the firm and year of establishment :
2. Correspondence Address, Telephone Nos., Fax Nos., E-mail Address and Local Telephone Nos., Telex Nos., Fax Nos. etc. :
3. Whether the firm is a SSI Unit, if so, please mention Registration No. and validity :
4. Type of Award for which applied (Trophy/Certificate) :
5. Manufacturing activities of the firm :
  - (i) Exclusively/Substantially for export :
  - (ii) For Domestic Market :
6. Export activities of the firm in the field of :
  - (i) Turnkey Projects :
  - (ii) Civil Construction contracts :
  - (iii) Consultancy/Management contracts :
  - (iv) Capital Goods exports :
  - (v) Commodity exports :
7. Nature of the organisation Public Ltd./Pvt. Ltd./Partnership, etc. :
8. If the firm recognized as Export Houses/Trading Houses/Star Trading Houses ? Please give Recognition No. and validity :
9. Whether Merchant Exporter or Manufacturer Exporter :
10. Registration with Government and other agencies - with full details :
  - (i) FIEO :
  - (ii) Reserve Bank of India :
  - (iii) Export Promotion Councils (Engineering Export Promotion Council) :
  - (iv) DGFT :
  - (v) DI (SSI) :
  - (vi) Others :
11. Name of the Sponsoring Authority : **ENGINEERING EXPORT PROMOTION COUNCIL**
12. Indicate the commodity group for which the application for Award of Trophy/Certificate of Merit has been made :

**2. PERFORMANCE DATA**

Firm's export during last three years –

- (i) For the products falling under commodity group as in Column No. (12) above (i.e. the export items for which application is made)

<i>Products/ ITC (HS) Code</i>	<i>Firm's Exports in F.O.B. Value (Rs. in )</i>			<i>Year-wise percentage growth over preceding year</i>	
	<i>2001-2002</i>	<i>2002-2003</i>	<i>2003-2004</i>	<i>2002-2003</i>	<i>2003-2004</i>

(ii) Other products exported by the firm :

<i>Products/ ITC (HS) Code</i>	<i>Firm's Exports in F.O.B. Value (Rs. in )</i>			<i>Year-wise percentage growth over preceding year</i>	
	<i>2001-2002</i>	<i>2002-2003</i>	<i>2003-2004</i>	<i>2002-2003</i>	<i>2003-2004</i>

(iii) Total export of the firm [total of (i) & (ii) above] :

<i>Products/ ITC (HS) Code</i>	<i>Firm's Exports in F.O.B. Value (Rs. in )</i>			<i>Year-wise percentage growth over preceding year</i>	
	<i>2001-2002</i>	<i>2002-2003</i>	<i>2003-2004</i>	<i>2002-2003</i>	<i>2003-2004</i>

3. Break-up turnover during the last 3 financial years :

<i>Year</i>	<i>F.O.B. Value of Exports</i>	<i>Domestic Sale (Rs. in )</i>	<i>C.I.F. Value of Imports ( )</i>	<i>Total Turnover</i>
<b>2001-2002</b>				
<b>2002-2003</b>				
<b>2003-2004</b>				

Countrywise break-up of total exports during the last 3 financial years :

<i>Country</i>	<i>(F.O.B. Value in Rupees)</i>		
	<i>2001-2002</i>	<i>2002-2003</i>	<i>2003-2004</i>

4. Details of nominee's export promotion efforts during 2003-2004 with reference to the following :

(i) Whether the firm has been able to make substantial and steady increase in absolute volume of exports

<i>Year</i>	<i>Name of the products</i>	<i>Absolute volume of exports</i>
<b>2001-2002</b>		
<b>2002-2003</b>		
<b>2003-2004</b>		

(ii) Whether the firm has been able to make substantial and steady increase in export of non-traditional commodities finished products :

<i>Year</i>	<i>Name of the products</i>	<i>Absolute volume of exports</i>
<b>2001-2002</b>		
<b>2002-2003</b>		
<b>2003-2004</b>		

(iii) Development of a new product and exports to new markets known to be difficult for accessibility to Indian goods :

(iv) Substantial increase in the last three years of exports of service based on large scale input of surplus resources in the country such as, manpower :

(v) Execution of turnkey projects abroad or large orders of machinery involving supply or erection on time and without significant cost escalation :

(vi) Demonstrable success in the last 3 years in assisting exports from India of products of small scale industries and cottage industries :

(vii) Significant success in developing or acquiring internationally accepted standards of quality :

(viii) Significant success in establishment/promotion of Indian brands abroad :

5. Details of trade disputes or arbitration proceedings, if any, during last three years (give particulars of party in dispute, commodity, the mediation party and the result) :

6. Indicate the year and type of awards received from the Ministry of Commerce, Government of India during the last five years :

**(Signature of the Nominee  
with name, date and stamp)**