



INDO-LAC BUSINESS MEET - 2004

A PLATFORM FOR BUILDING BUSINESS CONTACTS WITH 50 LATIN AMERICAN BUYERS THROUGH ONE-TO-ONE BUYER-SELLER MEET

New Delhi	Mumbai
26th November, 2004 (Friday)	27th November, 2004 (Saturday)

Leading buyers and prospective trade partners from Latin America will attend One-to-One business discussions and negotiations for engineering products and services.

Members are cordially invited to enlist participation at the Conference.

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 : 29th October, 2004

For further details & enlistment, please contact :

Shri C. S. Shukla

Executive Director

Engineering Export Promotion Council

Vandhna (4th Floor)

11 Tolstoy Marg, New Delhi - 110 001

Tel. : 91-11-23711124/23711125

Fax : 91-11-23310920

E-mail : eepecto@eepc.gov.in / csshukla@eepc.gov.in

Website : <http://www.eepc.gov.in>

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

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PREAMBLE

EEPC, during 2000-01, launched an Integrated Market Access Plan for Latin American countries under the Focus LAC programme of Ministry of Commerce. The scope of the IMAP comprises of appraisal of LAC market dynamics, contact promotion with buyers, dissemination of market information to Indian exporters, one-to-one buyer seller meets, corporate publicity of India's supply competence and physical exposure of Indian products and technology through INDIATECH expositions in LAC.

These activities have created significant awareness amongst trade and industrial community both in Latin America as well as India about the prospects of trade and industrial cooperation in mutual interest. This is evident from growing interest amongst the Indian trade about EEPC activities in Latin America and flow of enquiries from Latin American side for procurement from India as also cooperation in the form of joint venture tie-ups.

The first INDO-LAC Buyer-Seller Meet was held in August 2000; where in 30 buyers from Latin American countries participated for one-to-one discussions with about 140 Indian exporters. The second such meet INDIAMEET 2002 was held in March 2002 on an even bigger scale; wherein 58 leading importers from LAC met and discussed business propositions with 160 Indian exporters.

Keeping in view the growing awareness of Indo Latin American trade prospects and genuine interest on the part of the Latin American buyers to further contacts with Indian exporters of engineering goods, Council has decided to hold another round of Buyer-Seller Meet between Indian exporters and importers of Latin American countries in November this year at the locations as indicated above. For this Buyer-Seller Meet the Council has mobilized 50 buyers from Latin American countries.

Summarized information about the areas of interests received from overseas buyers is enclosed for your ready reference. Depending on your choices, meetings will be fixed with LAC counterparts. Each exporter will be provided with minimum of 3 meetings. Each meeting will be of 20 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 29th October, 2004. Participation will be confirmed only after final matchmaking and on first-come-first served basis.

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



INDO-LAC BUSINEES MEET - 2004
 (Organised by : Engineering Export Promotion Council)
 26th & 27th November, 2004 at

Please tick choice of venue below :

New Delhi	Mumbai
26th November, 2004 (Friday)	27th November, 2004 (Saturday)
<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 :

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

PRODUCT PROFILE OF LATIN AMERICAN DELEGATES FOR INDO-LAC BUSINESS MEET- 2004 IN NEW DELHI & MUMBAI

<i>Buyer Code</i>	<i>Industrial Application</i>	<i>Items of Interest</i>
COL-1	Automobile and Home Electrical Appliances	Auto Parts, Nuts, Bolts, Kitchenware, Fans, Tyres
COS-2	Agriculture	Vehicles and Parts, Agricultural Machinery and Parts
COL-3	Automobile, engineering, agriculture	Agricultural Equipments, Garden Tools, Auto Parts, Sewing Machine and Parts, Electrical Fans
COL-4	Automobile, Engineering, Home Electrical Appliances	Auto Parts, Utensils, Garden Tools, Hand Tools
URU-5	Automobiles, Agriculture	Auto Parts, Agricultural Machinery, Hardware
MEX-6	Transformer Manufacturers, Protective Equipment and Energy	All the products that integrate a Transformer, Protective Equipment, or Alternating Energies (receive, steel, insulating paper, glue, fuses, apertures, radiators, wire magneto, copper tapes and aluminium)
ARG-7	Automotive, generating, tractors	Spare Parts for Motors, Briggs & Stratton, Sling, Tecumeseh, Power Saws, Parts of Tractors, Lawn Cutter
MEX-8	Sales Service	Home, Plastics, Textiles, Stainless Steel, Clothes
ARG-9	Automotive & Agricultural Industry	Ring Gear, Gears, Replacement Parts for Motors and Transmissions
COL-10	Automotive, Two & Three Wheelers	Auto Parts, Motorcycles and Parts, Bicycles & Parts
COL-11	Apparel	Machinery for Textile Industry
URU-12	Electricity - Machineries and Automotive	Alternators, Starters
COL-13	Chemical & Pharmaceutical Industry and Hospitals	Pharmaceutical, Chemical, Hospital Equipment, Medical Equipment, Operating Room Equipment, Ambulance, Laboratory Equipment, etc.
VEN-14	Two & Three Wheelers	Spare Parts, Accessories for Motorcycles and Bicycles
GUA-15		Diesel Engines, Motorcycles, Spare Parts for Motors, Bands of Transmissions, Agricultural Machinery
COL-16		Machinery and Raw Material for the Injection of Plastics, Helmets and Accessories for Motors
BRA-18	Automobile	Starting Gear Ring for Buses and Trucks
URU-19	Automotive	Electrical and Mechanical Spare Parts in general for Automobiles
COS-20	Civil Projects, Steel works and Solutions for engineering	Steel, Construction Equipment
EQU-21	Mechanical engineering	Machines to rectify Cylinders, Machines to polish, Hydraulic/Mechanical Press to make Mechanical Piece, CNC Machines
URU-22	Construction, Agro Industry, Industries in general	Machinery and Parts
URU-23	Construction, Agro Industry, Industries in General	Machinery and Parts
VEN-24		Two/Three Wheelers, Agricultural Equipments and Parts, Tractors and Parts, Electric Power Equipment and Parts, Bicycles & Parts.
COL-25	Food & Health	Hospital Equipments, Surgical Instruments, Machines to make Tablets and Capsules, Disposable Syringes, Needles, Refrigerators
BRA-26	Manufacturing of Agricultural Machinery	Agricultural Machinery and Parts
PER-29	Hospitals, Houseware	Surgical Equipments, Aluminium Products, Fans, Electrical Appliances
URU-30	Heavy Machinery	Caterpillars, Road Rollers, Tractors, Heavy Machinery for City Municipalities (cleaning and garbage operations), Garden Tools
BOL-31	Houseware & Tools	Hand Tools in general, Gardening Articles, Utensils, Plumbing Parts, Pipes, Sinks, Cable Wiring.
BOL-32	Forest, Cattle Breeding, Construction, Metal-mechanic	– Chainsaws Accessories - Chains, Sprockets, Rims, Guide Bars, Files. – Chainsaws Spares - Cylinders, Pistons, Piston Rings, Oil Pumps, Crankshafts, etc. – Brush Cutters and Trimmers Accessories - Trimmer Lines, Steel Metal Blades, etc.

<i>Buyer Code</i>	<i>Industrial Application</i>	<i>Items of Interest</i>
PAN-33 PAN-34 BOL-35		<ul style="list-style-type: none"> – Brush Cutter Spares - Cylinders, Pistons, Piston Rings, Oil Pumps, Crankshafts, etc. – Backpack Mist Blowers/Sprayers Accessories and Spare Parts. – Self Priming Water Pumps 1" - 3", Accessories and Spare Parts – Generators 700 watts to 12000 watts – Electric Drills and Angle Grinders like Bosch or Black & Decker with Accessories and Spare Parts – Flashlights and Batteries – Machetes Two-Three Wheelers, Bicycles and Parts Scientific & Surgical Instruments Industrial Machinery & Parts, Earthmoving/Mining Machinery & Parts, Complete Vehicles, Tractors/Agricultural Equipments and Parts, Electric Power Equipments and Parts, Transmission Line Tower and Accessories, Auto & Truck Parts, IC Engines & Parts, Wire Ropes, SS Utensils, Primary Iron & Steel, Aluminium Products, ISO Ductile Iron Pipes and Accessories, ISO Valves for Water Supply Distribution and Accessories, Water Meters, Water Pumps for potable water services and agricultural application
ARG-37	Agriculture	Tractors and Parts, Forestation Equipment, Tool Head, Earthmoving Machinery, Wheel Loaders
PAN-38 BRA-39 BRA-40	Aluminium Forgings	<ul style="list-style-type: none"> Packing Machines, Machine for Wood Furniture, Diaper Machines Aluminium Products Copper Pipes, Copper Sheet Metal, Copper Rods, Pipes for Head Exchange Alloys 443-687-706-715; Aluminium Sheets, Aluminium Pipes, Special SS Alloys
COL-42 COL-43	Agro Industrial	Electric Motor, Motor Pump, Generator, Diesel Engines
PAN-44	Transportation, Construction, Agriculture	Tractors, Electric Motors, Motor-Pumps, Generators, Diesel Engines, Tools
TRE-45 TRE-46	Manufacture of a world quality Portland Cement, Sales to local industries	<ul style="list-style-type: none"> Earthmoving and Mining Machinery, Tractors, Agricultural Equipment, Trucks and Parts, Trailers and Parts, Water Pumps for Automotive Engines Cement Producing Plant & Downstream Industry, Quarry Equipment like Feeders, Crushers, Vibrating Screens, Conveyors, etc. Steel/Zinc/Aluminium Sheet, Channel RHS/Sheet; Pipe & Structural Fabrication Accessories; Aluminium Shutter Door, Truck Body Fasteners
PAN-47 DOM-48	Industrial Engineering	Tractors, Agricultural Equipments, Wood Processing Machinery
PAN-49 CHL-50	Mining, Petrochemical Cellulose	<ul style="list-style-type: none"> Engineering Hardware, Nuts, Bolts, Sewing Machines and Parts, General Tools, Garden Tools, Generators Auto Parts, Bicycle Parts, Motorcycle Parts Process Valves, Control Valves, Electric Components, Fire Actuators, Stainless Pipes, Pressure Transmitter Sensors, Hydraulic Components
CHL-51	Refrigeration Industry	Propellers, Ventilation Motors, Pipes, Measuring Instruments, Copper Pipes, Compressors, Welds, Hardware Tools
BRA-52 PAN-53	Used by manufacturers in production of equipment	<ul style="list-style-type: none"> Ferrous & Non-Ferrous in Plates, Sheets, Tubular, Fittings, Long and Flat Product forms Tractors, Earthmoving Machinery, Cutting Machinery, Assembly Machinery
BRA-54	Require Automatic Machines for production used in Brazil	Aluminium Products, Forgery Products, Auto Parts, Cutting Tools Industrial Machinery, Surgical Instruments

INDIATECH – JAKARTA

Rescheduled to :

Date : 9th to 12th March, 2005

Venue : Balai Sidang Jakarta Convention Centre
Jakarta (Unchanged)