

From Chairman's Pen



18th August, 2004

Dear Members,

As you are aware, USA is the most preferred destination for India's exports. Even after 11th September disaster, the exports to USA have achieved significant growth to the extent of 13 billion during 2003 of which the contribution from engineering sector is US\$ 1.22 billion. The share of engineering sector to the overall exports to USA during 2002-03 is about 11%. Engineering exports to USA have also achieved a significant growth to the extent of about 28% during 2002-03.

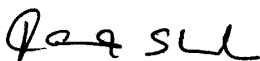
It is no doubt heartening that while India's exports to USA amounted to US\$ 13 billion, the reverse exports to India were at the level of US\$ 5 billion. The balance of Indo-US Trade has continued to remain in India's favour.

You would definitely be encouraged to make an inroads into this most potential market with this existing balance of trade in favour of India. Moreover, in view of conducive Indo-US Trade relation, engineering exporters should try to take the advantage of this market potential to increase their export basket. EEPC is also planning to undertake various promotional activities in this market. Of late, it had participated in important exhibition in USA followed by Buyer-Seller Meet. Besides, US buyers were also invited to have detailed interactions with their Indian counterparts in various engineering sectors.

You will be happy to note that EEPC is in the process of setting up INDIAMART in Chicago which will provide greater visibility of Indian engineering products in USA. It will further reduce lead time for supply, provide confidence amongst the US buyers, as well as work as a Distribution Centre for Indian exporters. With this objective in view, this display center with warehousing facility has been proposed to be set up under the MAI Scheme of Government of India. I am sure, you would definitely take the advantage of this INDIAMART not only to introduce your products but also enhance exports to this market.

I believe, your efforts would definitely paved the way in sustaining significant growth to this major market.

Yours sincerely,



(RAKESH SHAH)