

Buyer Seller Meet in Johannesburg (South Africa) (30th September and 1st October 2004)

EEPC, in its endeavour to increase India's share of exports to the global trade, has been undertaking various export promotional activities like - wholly Indian Industrial Products and Technology Exposition (**INDIATECH**), Buyer-Seller Meet in India & abroad, participation of members in selected International Exhibitions etc. Such efforts of the Council have contributed a lot to the over all export growth of Indian Engineering Goods. Members may be pleased to note that the Indian Engineering Goods exports during the year 2003 - 2004 has reached an all time high figure of US\$ 10.10 billion, surpassing the target of US\$ 8.5 billion fixed for the year. The African continent in general, particularly, the South Africa offers tremendous scope for Indian Engineering Products.

South Africa, which is blessed with a wealth of natural resources, that only a very few countries on the earth can match, has firmly emerged as the trading hub of the world. A modern, ever expanding infrastructure, commanding geographical position, internationally respected gold backed currency and political stability have seen South Africa's dominance in the global trade. Today, South Africa has emerged as India's second largest trading partner in Africa. India's engineering exports to South Africa has also been registering a steady growth.

Export performance of Indian Engineering Goods to South Africa

2000-01		2001-02		2002-03	
Cr. Rs.	Mn. \$	Cr. Rs.	Mn. \$	Cr. Rs.	Mn. \$
309.91	67.84	363.82	76.28	396.66	81.88

South Africa's Global Trade

Total imports during 2002 : Rand 275.2 billion
Total exports during 2002 : Rand 314.6 billion
Trade surplus : Rand 39.4 billion

Even though, export of Indian Engineering Goods to South Africa has been registering a steady growth and reached a figure of nearly US\$ 82 Million in 2002-2003, this figure is in no way nearer to the total imports of South Africa and therefore, there exists an enormous opportunity for increasing our exports. In order to tap this market, the Government of India has identified this country as a thrust market under "FOCUS AFRICA" Programme.

As there is a vast potential to increase our share in the South African market, the Council has decided to organize a **BUYER SELLER MEET for 2 days in Johannesburg on 30th September and 1st October 2004**. These dates are chosen for the Buyer Seller Meet with a view to facilitate the delegates to visit and also to meet prospective buyers in the SAITEX exhibition which will be held in Johannesburg from 5th October to 8th October, 2004. SAITEX is one of the prominent exhibitions held every year in Johannesburg which attracts exhibitors and visitors from various countries.

Major Engineering items exported from India to South Africa during the last 3 years

· Agricultural Machinery · Air Conditioning and Refrigeration Equipments · Aluminium Products · Auto Parts · Boilers, Parts · Bicycle Parts · Coastal Vessels and Ships · Cutting Tools

· Cranes, Lifts & Winches · Complete Vehicles · Electric Manufactures · Electric Power Equipment · Ferrous Holloware · Forgings · Food Processing Machinery · Hand Tools · Heating & Cooling Equipment · I. C. Engines & Parts · Other Construction Machinery · Medical Equipments · Machine Tools · Pumps & Valves · Pharmaceutical Machinery · Primary Iron & Steel · Sanitary and Industrial Casting · Safety and Security Devices · Scientific Instruments · Steel Pipes & Tubes · Steel Wire · Steel Wire Strands, Nails · Textile & Jute Mill Machinery · 2/3 Wheelers

Participation Charges

In order to defray a portion of expenses to be incurred for holding the Buyer Seller Meet towards hall hiring charges, reception in a hotel, printing of publicity materials etc., it has been decided to collect a sum of Rs. 30,000/- as participation charges per participant.

It may kindly be noted that expenses like - air ticket, hotel accommodation, individual transport charges will have to be borne by the participants themselves.

MDA Grant

This event is being organized under "Focus Africa" Programme. Therefore, the participants are entitled to get financial assistance under MDA. The members are eligible to get assistance to the extent of 90% of to and fro air fare (economy excursion class) for SSI and 75% for Non-SSI, subject to a maximum of Rs. 60,000/-. Exporters who have achieved export performance of more than Rs. 5 crores (FOB value) in the preceding year will not be eligible for the above assistance. The details of the MDA Guidelines effective from 01.04.2004 can be had from the Council's offices.

The Council therefore, appeals to the members to utilize this opportunity by joining this BSM which is the right platform to meet a cross section of buyers for their products. As the Council can accommodate a maximum of **only 15 participants**, the registration will be made on **first-come-first-served basis**. Members are therefore, requested to confirm their participation by forwarding the following :

- Proforma** (enclosed) duly filled-in
- Write-up** about the company in 80 words
- Two copies of passport size photographs** of the delegate
- DD for Rs. 30,000/-** drawn in favour of "Engineering Export Promotion Council" payable at Chennai latest by **20th August, 2004** to :-

Mrs. A. Shanthi

Deputy Director

Engineering Export Promotion Council

"Maalavika Centre" (3rd Floor)

144/145, Kodambakkam High Road

Chennai 600 034

Tel. : 044-28276007/28277501

Fax : 044-28270491

E-mail : eepcchen@md4.vsnl.net.in

Proforma
Multi-Product Buyer Seller Meet, South Africa
(30th September and 1st October, 2004)

Name of the Company (in block letter)	:			
Postal Address (in block letter)	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Status of the Company – (Whether Manufacturer-Exporter/Merchant Exporter/Export House)	:			
Name & Designation of the Chief Executive	:			
Mobile No.	:			
Name & Designation of the Delegate (2 copies of passport size colour photographs to be enclosed)	:			
Products Manufactured/Exported	:			
Items of interest for interaction	:			
Countries of Export	:			
Export Performance for the year (FOB Value)	:	<u>2001-2002</u>	<u>2002-2003</u> (Rs. in Crores)	<u>2003-2004</u>
Whether ISO certified company (a write-up about the company in 80 words to be enclosed)	:			

Enclosures :

1. **Draft/Pay Order/Cheque No. dated for Rs.**
2. **2 passport size colour photographs**
3. **A write-up about the company in 80 words**

Date :

Signature :

Place :

Seal of the Company

Name :