



EEPC INDIA (formerly Engineering Export Promotion Council)  
Sponsored by Ministry of Commerce & Industry, Government of India  
(An ISO 9001: 2000 organisation)

## **EEPC INDIA Invites Participation at Multi-Product Trade Delegation to Colombia, Guatemala, Mexico & Panama (28th February to 12th March, 2011)**

### **Colombia**

Colombia is the third largest economy and fourth largest country in Latin America. Their economy grew by 4% and Colombia has not experienced negative economic growth for over 70 years. In spite of global recession, Colombia's GDP grew 2.5%. Colombia has been top global reformers for the last four years in the list of Global Top 10 Reformers. Colombia enjoys favourable strategic location with coasts on both Pacific and Atlantic Oceans, offering access to markets in US, Europe, Asia, Latin America and Caribbean. Colombian market has preferential access to 1.46 billion consumers. Colombia's exports during 2009 were US\$ 32.9 billion and imports were also US\$ 32.9 billion. The country has signed number of Trade Agreements with MERCOSUR, ANDEAN community, US and Europe. The World Bank, during its Doing Business 2010 report, lists Colombia as the most friendly country in Latin America. India's exports to Colombia were US\$ 583.20 million and imports were US\$ 83.89 million. Colombia has imported engineering goods from India worth US\$ 120.53 million and their total import of engineering goods from world market is US\$ 14049.86 million. EEPC India has organized wholly Indian Engineering Exhibition (INDEE) in Colombia during the period 4th to 8th October, 2010 and as per the feedback received from the participants, most of the participants have received excellent response for their items. India's engineering exports to Colombia increased from US\$ 170.95 million in 2007-08 to US\$ 173.4 million in 2008-09.

### **Guatemala**

With a population of more than 13 million, and a per capita GDP of approximately US\$ 5,200 in 2008, Guatemala is the largest economy in Central America, accounting for GDP of US\$ 68.02 billion 2008. There is substantial scope for enhancement of exports of engineering goods from India. Considering the present situation for enhancing the trade between India and Guatemala and since this is biggest market in Central America, India just opened Embassy in Guatemala. India's engineering exports to Guatemala increased from US\$ 28.17 million in 2007-08 to US\$ 34.63 million in 2008-09.

### **Mexico**

Mexico has a free market economy in the trillion dollar class. It contains a mixture of modern and outmoded industry and agriculture, increasingly dominated by the private sector. Recent administrations have expanded competition in sea ports, railroads, telecommunications, electricity generation, natural gas distribution, and airports. Per Capita income is one-fourth of the US. Mexico has 12 free trade agreements with over 40 countries including, Guatemala, Honduras, El Salvador, the European Free Trade Area and Japan, putting more than 90% of trade under free trade agreements. As two major emerging economic powers and inheritors of a strong diplomatic tradition, India and Mexico are now well on the way to doing a lot more together on the world stage. Though there was an initial overall economic slowdown, including trade stagnation still, Indo- Mexican bilateral trade has been growing at a remarkably stable rate. Mexico has already regained its position as the top destination for Indian exports to Latin America. Mexico represents a large, stable and growing market both for trade and investment. The core strength of this market is its stability without abrupt fluctuations of the past, thereby permitting medium to long-term business planning. India's engineering exports to Mexico increased to US\$ 209.68 Million in 2008-09 from US\$ 190.58 Million in 2007-08.

### **Panama**

Panama is the southernmost country of Central America situated on the isthmus connecting North and South America. Revenue from Panama Canal tolls represents today a significant portion of Panama's GDP. Panama has the third or fourth largest economy in Central America and it is also the fastest growing economy and the largest per capita consumer in Central America. In 2010 Panama ranked 4th among Latin American countries in terms of the Human Development Index,

and 54th in the world in 2010. In recent years Panama's economy has experienced an economic boom, with growth in real gross domestic product (GDP) averaging over 10.4% from 2006-2008. The Panamanian economy has been among the fastest growing and best managed in Latin America. India's engineering exports to Panama increased to US\$ 41.56 million in 2008-09 from US\$ 15.91 million in 2007-08.

### List of Potential Products

- Automobile parts
- Steel pipes & tubes
- Primary steel based items
- Electrical & energy items
- Pumps, compressors & valves
- Power tool & hand tools
- Pharmaceutical machinery
- Mining machinery & components
- Plastic & packaging machinery
- Builders' hardware
- Batteries
- Electric motors & generators
- Diesel engines
- Air pollution control equipments
- Casting & forging
- Fabricated steel structure
- Steel flanges & fittings
- Material lifting & handling equipments
- Fasteners
- Food processing machinery
- Agricultural machinery & parts incl. tractors
- Textile machinery & parts
- Construction machinery
- Commercial vehicles
- Stainless steel utensils, cutleries
- Ball or roller bearings, transmission shafts
- Transformers, switchgears, circuit breakers
- Copper products

### Tentative Schedule

Date	Day	Programme
27 February	Sunday	Arrival at Mexico City
28 February	Monday	BSM at Mexico city
1 March	Tuesday	Follow-up
2 March	Wednesday	Leaving for Guadalajara & BSM at Guadalajara
3 March	Thursday	Follow-up - Leaving for Guatemala
4 March	Friday	BSM at Guatemala
5 March	Saturday	Follow-up - Day Free
6 March	Sunday	Leaving for Panama
7 March	Monday	BSM at Panama
8 March	Tuesday	Follow-up - Leaving for Medellin
9 March	Wednesday	BSM at Medellin
10 March	Thursday	Follow-up - Leaving for Bogotá
11 March	Friday	BSM at Bogotá
12 March	Saturday	Follow-up and Leaving for India

### Hotel Accommodation/Travel Expenses

All participants will be booked in the same hotel for convenience. Hotel charges, air-ticketing and visa fees etc. will have to be borne by the individual participant. EEPC India will recommend for obtaining visas to these countries.



### Registration and Participation Charges

₹50,000 (plus service tax of ₹5,150) per participant will be charged to partially cover the expenses on providing following facilities to the participants :

- Airport transfer
- Local transport for join meeting and BSM
- Venue expenses, working lunch expenses on the day of BSM
- Preparation of database for marketing purpose
- Mobilization of buyers
- Printing of delegates profile for distribution among the Buyers, Chamber of Commerce, Trade Associations and Embassies etc.

Other individual expenses like hotel charges, food expenses, transport expenses for individual meetings/factory visits (if arranged by the Delegates) will have to be borne by the Delegates.

### MDA Entitlement

Participants will be eligible to get reimbursement of to & fro air passage in economy excursion class up to ₹1,00,000 only as per MDA guidelines.

### Selection Criteria

In view of limitations on number of participants (15 only) selection of participants will be done strictly on **first-come, first-served** basis.

### Cancellation of Participation

Any request for cancellation after confirmation will not be entertained and will amount to forfeiture of the payment made to the EEPC India on account of participation charges.

Interested member firms are requested to send the **Registration Form** duly filled-in along with the Demand Draft for ₹55,150 in favour of 'EEPC INDIA' latest by **27th January, 2011** to:

**M. Ganesan**

*Regional Director*

**EEPC INDIA**

Greems Dugar (3rd Floor)

149, Greems Road

Chennai – 600 006

Tel. : 044-28295501/28295502/28294480

Fax : 044-28290495

E-mail : eepcrochen@eepcindia.net

Mobile : 09884389867



**Registration Form**  
**Multi-Product Trade Delegation to Colombia, Guatemala, Mexico & Panama**  
**(28th February to 12th March 2011)**

Name of the Company	:			
Postal Address	:			
Phone (with area code)	:			
Fax (with area code)	:			
E-mail	:			
Website	:			
Name & Designation of the MD/CM	:			
Name & Designation of the Visiting Delegates	:			
Mobile No.	:			
Items Manufactured/Exported	:			
HS Codes (At least 4 Digit)	:			
Application of your products (Enclose separate sheet)	:			
Nature of Business	:	<input type="checkbox"/> Manufacturer/Exporter	<input type="checkbox"/> Merchant Exporter	
		<input type="checkbox"/> Status Holder		
Total Annual Export (in Million US\$)	:	2007-2008	2008-2009	2009-2010
Total Export to LAC Countries (in Million US\$)	:	2007-2008	2008-2009	2009-2010
Countries of Export	:			
Foreign Collaboration, if any	:			
Accreditation to International Standards (like ISO, QS, etc.)	:			
<b>Passport Details :</b>				
Name as in Passport	:			
Passport No.	:			
Place of Issue	:			
Date of Issue & Valid up to	:			

Please send the form duly filled in and signed along with your participation fees by DD/at par cheque no. \_\_\_\_\_ dated \_\_\_\_\_ of **₹55,150** payable to EEPC India.

**Date :** \_\_\_\_\_ **Signature :** \_\_\_\_\_  
**Office Seal :** \_\_\_\_\_

**Along with the Registration Form, please enclose: (1) payment in full; (2) two copies of recent passport size photograph; and (3) company profile (within 80 words).**