

**EEPC INDIA Invites Participation at  
Multi-Product Trade Delegation to  
Belarus, Russia and Ukraine  
(October 18-30, 2010)**



EEPC INDIA is pleased to inform that a Multi-Product Trade Delegation will be visiting Belarus, Russia and Ukraine during the period October 18 – 30, 2010.

**Travel Itinerary**

<i>Date</i>	<i>Day</i>	<i>From</i>	<i>To</i>	<i>Airline/Flight #</i>	<i>DEP</i>	<i>ARR</i>	<i>Flight duration</i>
18th October	Monday	Delhi DEL	Moscow SVO	Aeroflot SU 534	0715	1215	6h30
18th October	Monday	Moscow SVO	Kiev KBP	Aeroflot SU 183	1515	1550	1h35
<b>19th October</b>	<b>Tuesday</b>	<b>Buyer - Seller Meetings in Kiev</b>					
20th October	Wednesday	Kiev KBP	Minsk MSQ	Belavia B2 846	1130	1235	1h05
<b>21st October</b>	<b>Thursday</b>	<b>Buyer - Seller Meetings in Minsk</b>					
22nd October	Friday	Minsk MSQ	Saint Petersburg LED	Belavia B2 1841	1730	1955	1h25
<b>23rd October</b>	<b>Saturday</b>	<b>Stay in Saint Petersburg</b>					
<b>24th October</b>	<b>Sunday</b>	<b>Stay in Saint Petersburg</b>					
<b>25th October</b>	<b>Monday</b>	<b>Buyer - Seller Meetings in Saint Petersburg</b>					
26th October	Tuesday	Saint Petersburg LED	Moscow VKO	UTair UT 370	1600	1715	1h15
<b>27th October</b>	<b>Wednesday</b>	<b>Buyer - Seller Meetings in Moscow</b>					
28th October	Thursday	Moscow VKO	Nizhny Novgorod GOJ	UTair UT 159	2200	2305	1h05
<b>29th October</b>	<b>Friday</b>	<b>Buyer - Seller Meetings in Nizhny Novgorod</b>					
30th October	Saturday	Nizhny Novgorod GOJ	Moscow VKO	UTair UT 162	1710	1840	1h30
30th October	Saturday	Moscow SVO	Delhi DEL	Aeroflot SU 533	2220	#0545	5h55



### Why These Countries?

- ◆ Belarus is the fourth highest importer of engineering goods in the CIS region, after Russia, Ukraine and Kazakhstan. **Venue of the BSM – Minsk.**
- ◆ Global engineering imports of the country and share of India is increasing at a healthy rate.
- ◆ Russia remains one of the most promising markets for Indian exporters. Before the global economic crisis, during which 2009 GDP declined 7.9%, Russia had a nine-year run of continuous rapid economic expansion, with GDP growing approximately 7% annually. It has emerged from the recession in the third quarter of 2009; forecasts for 2010 GDP range from 3.3% to 6.2%. **Moscow, Saint Petersburg and Nizhniy Novgorod have been chosen as the venues of the BSMs.**
- ◆ **Nizhniy Novgorod** is an upcoming industrial hub of Russia. The United Russia exhibition takes place in Nizhniy Novgorod every year in October, which attracts participants from all regions of Russia. This exhibition is a microcosm of the many regions of Russia and is a must visit for delegates if they want to familiarize themselves with the enormous diversity of this huge country.
- ◆ Ukraine is believed to have the potential to become one of the economic bellwethers of the next century. It is the second largest importer of engineering goods in CIS, after Russia. **The BSM will be held in Kiev, the capital.**

### List of Potential Items

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|---|--|
| <ul style="list-style-type: none"> <li>• Automotive Components</li> <li>• Agricultural Machinery</li> <li>• Parts of Tractor</li> <li>• Food Processing and Packaging Equipment</li> <li>• Telecommunications Equipment</li> <li>• Pollution Control Equipment</li> <li>• Medical and Surgical Equipment</li> <li>• Electric Power Systems</li> <li>• Electric Power Generation &amp; Transmission Equipment</li> <li>• Oil and Gas Field Machinery</li> <li>• Chemical Production Machinery</li> <li>• Construction Equipment</li> <li>• Electric Home Appliances &amp; Parts</li> <li>• Primary Iron &amp; Steel</li> <li>• Bicycle &amp; Parts</li> <li>• Textile Machinery</li> </ul> | <ul style="list-style-type: none"> <li>• Pumps &amp; Compressors</li> <li>• Castings and Forgings</li> <li>• Fasteners</li> <li>• Machine Tools</li> <li>• Hand and Cutting Tools</li> <li>• Heating &amp; Cooling Equipments</li> <li>• Utensils &amp; Kitchenware</li> <li>• Primary Aluminium &amp; Aluminium Products</li> <li>• Ferro Alloys</li> <li>• Transmission Line Towers &amp; Parts</li> <li>• Railway Track Materials</li> <li>• Steel Pipes &amp; Tubes</li> <li>• Dry &amp; Storage Batteries</li> <li>• I.C. Engines &amp; Parts</li> <li>• Builders' Hardware</li> <li>• Sewing Machines</li> </ul> |
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**Specific market information can be provided upon request. The contact details of buyers will also be provided to participants upon confirmation with full payment, so that they can be approached by the participants directly.**

### Arrangements of B2B Meetings

We will primarily use the huge database we already have in place for this event. Moreover, we will also get cooperation from the Indian Missions and the local chambers/associations. Members are requested to kindly register at the earliest along with product details so as to ensure that enough time is available with our counterparts to arrange suitable one-to-one meetings.

### Hotel Accommodation/Travel Costs

All participants will be booked in the same hotel for the sake of convenience. Hotel charges will have to be borne individually, including costs for Tickets, Visa, etc. EEPC India will suitably recommend applicants for Visas.

### Participation Charges

**Rs. 65,000/- plus Service Tax Rs. 6,695/- (10.30%)**

**OR**

**USD 1,445 per participant. Payment in USD does not attract service tax. Please add USD 50 in case of SWIFT transfer towards bank charges.**



**For payment in USD, the following data may please be used for SWIFT transfer :**

**Name of the Bank** : HDFC BANK LTD  
**Address of the Bank** : Central Plaza, 2/6 Sarat Bose Road, Kolkata - 700 020  
**Branch Code** : 0014  
**Account Number** : 00148580000013  
**Beneficiary Name** : EEPC INDIA  
**SWIFT Code** : HDFCINBBCAL

#### **THROUGH**

**JP MORGAN CHASE BANK, NEW YORK**  
**A/c. No. 001-1-406717**  
**SWIFT Code – CHASUS33**  
**CHIPS ABA : 0002**  
**FEDWIRE ABA : 021000021**  
**CHIPS UID # 354459**

Participation charges are to be paid in demand draft/at par cheque in favour of EEPC India. Payment in USD can be made by SWIFT transfer as per the details given above.

The Participation charges will include the following facilities :

- Airport transfer (only if the participants strictly adhere to the travel plan)
- Local transport to the BSM venues
- Venue expenses, working lunch expenses on the day of business meetings
- Preparing database for marketing purpose
- Mobilization of buyers
- Payment to Agencies and Chambers of Commerce for mobilizing buyers
- Printing of delegates' profile booklet for distribution among the Companies, Chamber of Commerce, Trade Associations, and Embassies.

Other individual expenses like hotel charges, food expenses (other than the one lunch provided by the EEPC India at each centre on the day of the Business Meetings), transport charges for factory visits (arranged by a delegate himself) will have to be borne by the delegates.

#### **MDA Entitlement**

All eligible participants will be entitled to MDA grant under Focus CIS Programme of the Ministry of Commerce & Industries, Government of India as per the MDA Guidelines effective from April 01, 2006.

Assistance would be permissible on travel expenses by Air in Economy Excursion Class subject to an upper ceiling of Rs. 70,000/- only (Rupees Seventy thousand only) as per revised MDA Guidelines. Only one person per company will be entitled to get the assistance under the scheme.

#### **Selection Criteria**

In view of limitations on number of participants (15 only) selection of participants will be done on first-come, first-served basis and finally it will be decided by a Committee based on the criteria such as accreditation to the international standards, ISO, QS etc., foreign collaboration, annual export etc. The decision to accept/reject the application for the delegation would be decided by EEPC India.



### **Last Date of Participation**

The Registration Form duly filled-in along with the Demand Draft/at par Cheque for **Rs. 71,695/- drawn in favour of EEPC India (or proof of SWIFT transfer for payment in USD)** should be sent **latest by 31st August, 2010** (to enable us to organize Buyer Seller Meets according to the profile of participants.)

Members are requested to confirm their interest immediately along with the completed Registration Form to :

**Shri B. Bhattacharya**

*Senior Deputy Director*

**EEPC INDIA**

Territorial Division

Vandhna, 4th Floor

11 Tolstoy Marg

New Delhi 110 001

Tel.: 91-11-23353353, 23711124/25

Fax: 91-11-23310920

E-mail: [bratin@eepcindia.net](mailto:bratin@eepcindia.net)

**OR THE NEAREST EEPC INDIA OFFICES**

### **Cancellation of Participation**

EEPC India shall not entertain any cancellation after 7th September, 2010. Any cancellation after the due date shall result in forfeiture of the payment made to EEPC India on account of participation charges.



**Registration Form**  
**Multi-Product Trade Delegation to Belarus, Russia and Ukraine**  
**(October 18-30, 2010)**

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

Please send the form duly filled-in and signed along with your participation fees by DD/at par Cheque No. \_\_\_\_\_ dated \_\_\_\_\_ of **Rs. 71,695/-** or **USD 1,445/-** (Add USD 50 for SWIFT Transfer) payable to **EEPC INDIA**.

Date :	Name :
Place :	Signature :
	Office Seal :

**Along with the Registration Form, please enclose: (1) payment in full; (2) two copies of recent passport size photograph; (3) company profile (within 80 words); and (4) copy of the SWIFT message in case of SWIFT transfer**