

### Chairman's Pen



In recent years, the commercial relationship between the US and India has matured significantly. Over the past decade, two-way merchandise trade has grown from \$44 billion to \$74 billion. A decade ago, US-India trade was 10 per cent the size of US-China trade. We're closing the gap: US-India trade is now 11 per cent as large. Of late with the regime change in the US, the dynamics of business between the India and US have been impacted. These may as well create new opportunities and open new avenues for cooperation between the two peoples. President Trump recently released his first National Security Strategy, which described India as a "leading global power" and stressed on deepening US' strategic partnership with New Delhi and support its leadership role in maintaining security in the Indo-Pacific region. Brief details have been highlighted in the current edition. This edition also briefs on the upcoming trade exhibitions in North America. I hope this will be insightful for our readers and they will enjoy reading it.

### Ravi Sehgal

#### Message from Chairman, Committee on Trade with North America



This edition of Territorial Newsletter for North America highlights US comments on the recently released India's Union Budget that will focus on improving trade and economic relation between the countries.

The current edition presents a brief insight on the total trade pattern of the engineering sector in North America during the first eleven months of the current fiscal 2017-18. Further, it discusses the top engineering product bilaterally traded between the countries of the region.

Upcoming tenders from the region along with key news items and factsheets of Anti-Dumping Duty matters is compiled and presented for the benefit of our members. I am hopeful that the Newsletter will give fruitful information to our readers.

### Anupam Shah

## North America: Canada, Mexico, and the United States

The North America trade bloc had its genesis in the North American Free Trade Agreement (NAFTA) signed by Canada, Mexico, and the United States. The agreement came into force on January 1, 1994.

**Area:** 24.71 million Sq. km

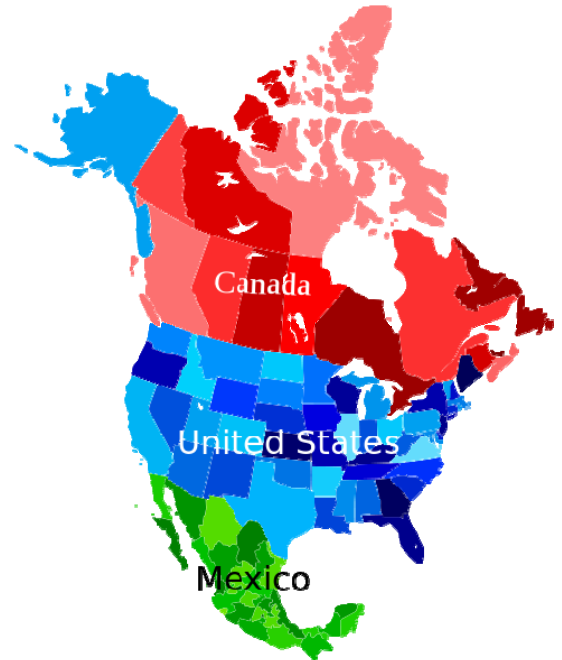
**Population:** 579 million (2016)

**GDP:** USD 21,638.602 billion (2016)

**Currency:** US Dollar (\$) / Canadian Dollar

**Climate:** North America includes all of the mainland and related offshore islands lying north of the Isthmus of Panama which connects it with South America. It has a variety of climate, from the dry, bitter cold of the Arctic to the steamy heat of the tropics. The North American tundra, the vast treeless plain of the far north, has temperature rises above freezing for only a short period each summer. In the far south there are low-lying areas which are always hot and rainy.

**Natural resources:** North America produces most of the world's corn, meat, cotton, soybeans, tobacco, and wheat, along with a variety of other food and industrial raw material crops. Mineral resources are also abundant; particularly coal, iron ore, bauxite, copper, natural gas, petroleum, mercury, nickel, potash, and silver.



## Comments on India's 2018-19 Union Budget

India's commitment to areas benefitting India's growth and prosperity has been displayed once again in this year's budget. Infrastructure development, access to health care, affordable housing, energy, and education for all citizens form the backbone of any growing economy. American industry is committed to growing, strengthening, and sustaining these areas of collaboration with India. U.S.-India commercial partnership have been focused by prioritizing policies that ensure greater ease of doing business, promote certainty, transparency, and predictability in decision-making to ultimately, unlock greater growth and investment opportunities for businesses in both nations. American industry welcomes Prime Minister Modi's commitment to create a level playing field between public and private sector companies so as to connect India to global supply chains. In the booming e-commerce sector, the government should provide a level- playing field to e-commerce players, allowing at least 51 percent FDI so that U.S. and Indian companies can partner and provide world-class solutions to merchants and customers.

## India's latest trend in engineering exports to North America

India engineering export with North America – country wise during April-January of the fiscal of 2017-18 is depicted in the table below. Nations which had the highest demand for Indian engineering products during April-January of the current fiscal 2017-18 in absolute values include:

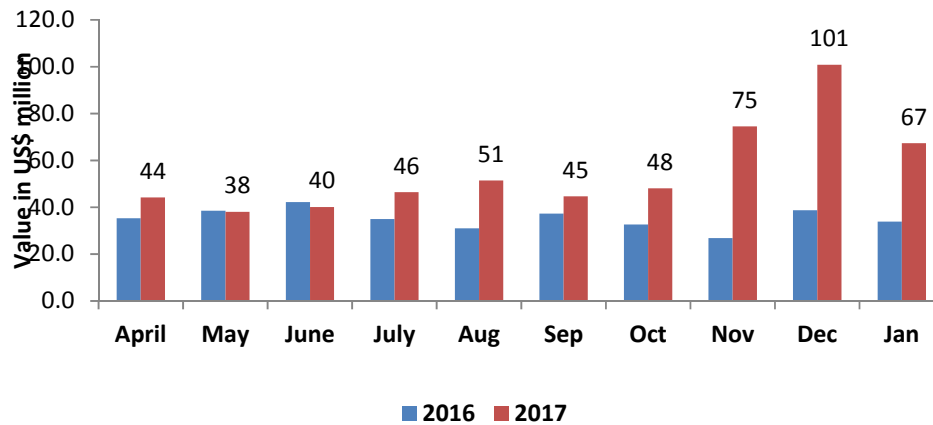
**Table2: Engineering Exports to North America**  
Value in USD million

North America	April-January 2016-17 (USD million)	April-January 2017-18 (USD million)	Growth (%)
USA	5613.4	8370.8	49.4
Mexico	2000.9	2217.4	10.8
Canada	351.5	555.7	58.1
<b>Total</b>	<b>7965.8</b>	<b>11143.9</b>	<b>39.9</b>

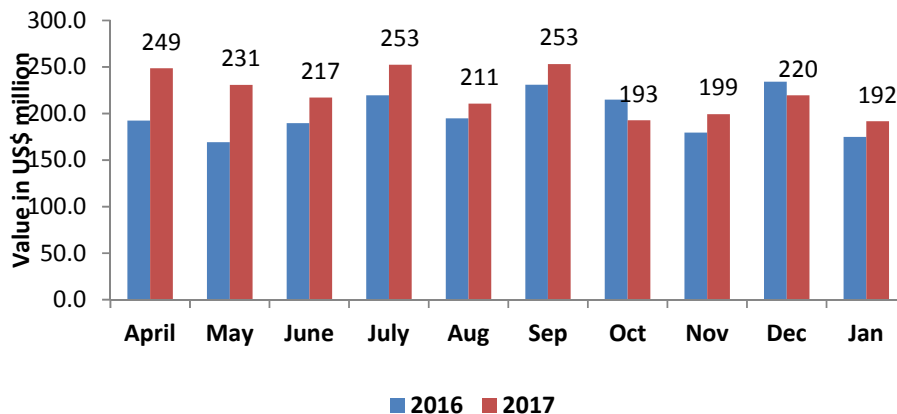
Source: DGCI&S

**Fig 2: Trend in Total Engineering Export in North America- Country wise during 2017 v/s 2016**  
Month wise

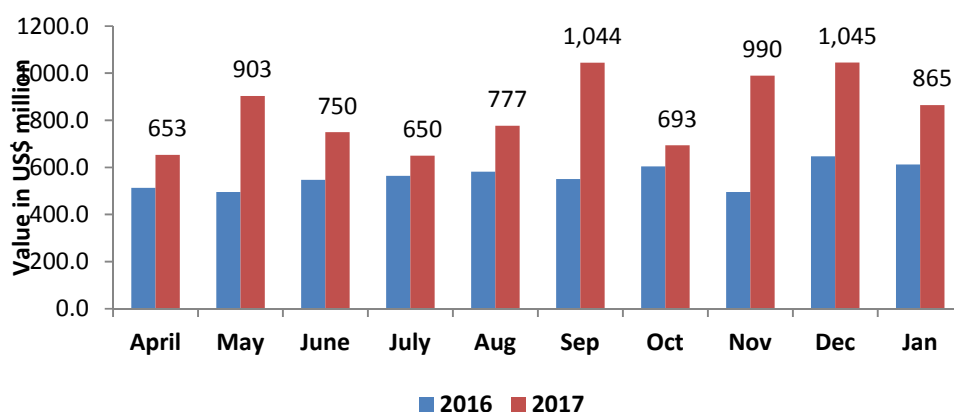
**India's Engg Exports to Canada during 2017 v/s 2016**



**India's Engg Exports to Mexico during 2017 v/s 2016**



### India's Engg Exports to USA during 2017 v/s 2016



**Table 3: Top 15 engineering panels exported to North America in April-January 2017-18**  
US\$ Million

DGCI&S Engineering Panels	India's export in April-January 2016-17	India's export in April-January 2017-18	Growth (%)
Motor Vehicle/cars	1267.1	1902.2	50.1
Products of Iron and Steel	1136.7	1592.9	40.1
Auto Components/Parts	832.0	1073.9	29.1
Electric Machinery and Equipment	638.8	1050.7	64.5
Aluminium and products	418.4	687.9	64.4
Industrial Machinery and parts	543.5	685.3	26.1
Other Misc Parts	489.6	591.6	20.8
Aircrafts & Spacecrafts	543.2	549.8	1.2
Iron and Steel	389.8	459.9	18.0
Ships, Boats and Floating Bodies	0.3	443.7	142455.9
IC Engines and Parts	333.2	390.5	17.2
Machinery for ATMs	237.2	316.3	33.4
Medical and Scientific Instruments	205.9	203.7	-1.0
Pumps of all types	106.1	196.1	84.9
Copper and products	123.4	136.9	10.9

Source: DGCI&S

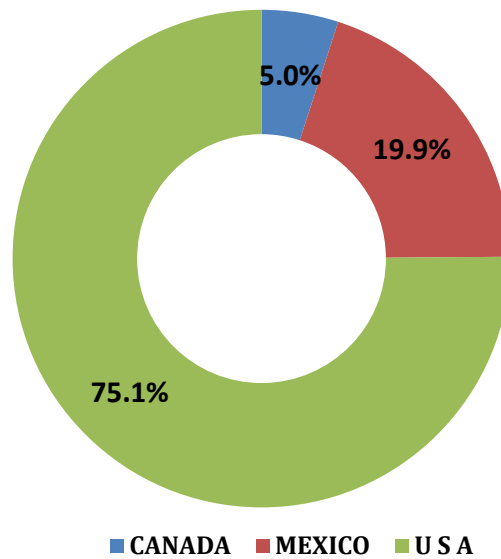
After EU, Indian engineering exports to North America ranked 2<sup>nd</sup> during April-January of the current fiscal 2017-18.

USA remained at the top for Indian engineering exports with imports of over US\$ 8.4 billion. The main engineering products exported to the country include Products of Iron and Steel, Electrical Machinery and Equipment, Auto Components/Parts, Other Industrial Machinery, Aircraft and Spacecraft, Other Misc Items, etc during April-January 2017-18.

The following pie chart demonstrates share of different North American countries in India's total export during April-January 2016-17.

**Fig3: India's engineering export share to North American Countries (%) in April-January 2017-18**

## APRIL,2017 - JANUARY,2017



Source: DGCI&S

### Country wise India's engineering exports to North America in April-January 2017-18

#### 1. USA

Indian engineering exports to USA, continues to be the highest during April-January 2017-18. At present, it accounts for over 75.1% of India's total engineering export to North America (and 13.5% of India's global engineering exports).

*Top products traded in USA:* Products of Iron and Steel, Electrical Machinery and Equipment, Auto Components/Parts, Other Industrial Machinery, Aircraft and Spacecraft, Other Misc Items etc.

#### 2. Mexico

Mexico ranked 6th largest export destination for engineering products during the current fiscal April-January 2017-18. At present, it accounts 19.9% of India's total engineering export to North America (and 3.6 per cent of India's global engineering exports) during April-January 2017-18.

*Top products traded in Mexico:* Motor vehicles/cars, Auto components and parts, Aluminium and products, Iron and Steel, Other industrial machinery, Two and Three wheelers, etc.

#### 3. Canada

Canada accounts for 5% of India's total engineering exports to North America (and 0.9% of India's global engineering exports) during April-January 2017-18.

*Top products traded in Canada:* Products of iron and steel, Auto components/parts, Motor Vehicles and cars, Aluminium and products, Other Misc Item, Iron and steel, etc.

### ❖ Canada files WTO complaint over US trade remedy measures

Canada has requested WTO consultations with the United States concerning certain laws, regulations and other measures maintained by the US with respect to anti-dumping and countervailing duty proceedings. The request was circulated to WTO members on 10 January.

Canada considers that the United States maintains the following measures relating to anti-dumping or countervailing duty investigations, reviews or other proceedings, which are inconsistent with its WTO obligations: One is the Liquidation of Final Anti-Dumping and Countervailing Duties in Excess of WTO-Consistent Rates and Failure to Refund Cash Deposits Collected in Excess of WTO-Consistent Rates. The United States purports to implement adverse WTO recommendations and rulings concerning US anti-dumping and countervailing measures, but does so in a manner that is not compliant with its WTO obligations. Details given in the following link

Source: [https://www.wto.org/english/news\\_e/news18\\_e/ds535rfc\\_10jan18\\_e.htm](https://www.wto.org/english/news_e/news18_e/ds535rfc_10jan18_e.htm)

### ❖ India-US relationship makes great strides in 2017

Indo-US relationship made great strides in 2017, with President Donald Trump keeping his electoral promise of being the "best friend of India" inside the White House. India was the only country for which the Trump administration came out with a 100-year plan; an honour not accorded to even America's top allies. Not only Trump administration rechristened the Asia Pacific region as Indo-Pacific, much to the anxiety of China, giving a greater role and space for New Delhi in the entire region, but also for the first time the United States stated in clear terms that India is a key player in Afghanistan. As Trump announced his South Asia Policy - giving India a key role in bringing peace in the war-torn nation - in August, for the first time a US president aligned himself with New Delhi's position that terrorism emanates from Pakistan.

Source:

[//economictimes.indiatimes.com/articleshow/62238834.cms?utm\\_source=contentofinterest&utm\\_medium=text&utm\\_campaign=cppst](http://economictimes.indiatimes.com/articleshow/62238834.cms?utm_source=contentofinterest&utm_medium=text&utm_campaign=cppst)

## Factsheets on Antidumping Duty and Countervailing Duty Investigations of Imports

- ❖ On January 17, 2018, the Department of Commerce (Commerce) announced the affirmative preliminary determinations of the countervailing duty (CVD) investigations of imports of stainless steel flanges from China and India.

Source: <https://enforcement.trade.gov/download/factsheets/factsheet-multiple-stainless-steel-flanges-cvd-prelim-011718.pdf>

- ❖ On December 5, 2017, the Department of Commerce (Commerce) announced its affirmative final determinations in the countervailing duty (CVD) investigations of imports of cold-drawn mechanical tubing from the People's Republic of China (China) and India.

Source: <https://enforcement.trade.gov/download/factsheets/factsheet-multiple-cold-drawn-mechanical-tubing-cvd-final-120517.pdf>

Source: <https://www.trade.gov/press/press-releases/>

## Upcoming Exhibitions in North America

**Table 7: List of Exhibitions**

Events	Date	Venue	Link
ALUMINUM USA	Oct 2019	Nashville, US	<a href="http://www.aluminum-us.com/">http://www.aluminum-us.com/</a>
Aircraft Interiors Expo Americas	25th-27th Sep 2018	Boston Convention & Exhibition Center, Boston, MA, United States	<a href="http://www.aircraftinteriorsexpo-us.com/">http://www.aircraftinteriorsexpo-us.com/</a>
INTERPHEX	17th-19th April, 2018	Jacob K. Javits Convention Center, New York, United States	<a href="http://www.interphex.com/">http://www.interphex.com/</a>
PAACE Automechanika Mexico	14th-16th March 2018	Mexico City	<a href="https://paace-automechanika-mexico.us">https://paace-automechanika-mexico.us</a>
Fabtech Mexico	2nd-4th May 2018	Mexico City	<a href="http://www.fabtechmexico.com">www.fabtechmexico.com</a>

## Tender information in North America

**Table 8: Tender related information**

Title	Deadline	Country	Link
2018 Trailer Mounted Brushing Chipper	9 April 2018	Canada	<a href="http://www.tendersinfo.com/details/433414065?desc=2018-Trailer-Mounted-Brushing-Chipper">http://www.tendersinfo.com/details/433414065?desc=2018-Trailer-Mounted-Brushing-Chipper</a>
Acquisition Of Land Vehicles And Equipment	5 April 2018	Mexico	<a href="http://www.tendersinfo.com/details/433407711?desc=Acquisition-Of-Land-Vehicles-And-Equipment">http://www.tendersinfo.com/details/433407711?desc=Acquisition-Of-Land-Vehicles-And-Equipment</a>
Electric Vehicle Passenger Cars	12 April 2018	Canada	<a href="http://www.tendersinfo.com/details/433414340?desc=Electric-Vehicle-Passenger-Cars">http://www.tendersinfo.com/details/433414340?desc=Electric-Vehicle-Passenger-Cars</a>
2018-t-11 Single Axle Dump/plow Truck	17 April 2018	Canada	<a href="http://www.tendersinfo.com/details/433414273?desc=2018-t-11-Single-Axle-Dump/plow-Truck">http://www.tendersinfo.com/details/433414273?desc=2018-t-11-Single-Axle-Dump/plow-Truck</a>
Supply Of Electric Car Chargers	12 April 2018	Canada	<a href="http://www.tendersinfo.com/details/433414239?desc=Supply-Of-Electric-Car-Chargers">http://www.tendersinfo.com/details/433414239?desc=Supply-Of-Electric-Car-Chargers</a>
Boiler Replacement	3rd April, 2018	United States	<a href="http://www.tendersinfo.com/details/433401951">http://www.tendersinfo.com/details/433401951</a>

Title	Deadline	Country	Link
Acquisition Of Vehicles Equipped As Patrol	10 <sup>th</sup> April, 2018	Mexico	<a href="http://www.tendersinfo.com/details/433402228">http://www.tendersinfo.com/details/433402228</a>

*For more information, please subscribe to EEPC India's services on International/Global Tender Notifications, upcoming projects and many more. The service keeps you abreast with latest information on tender notices, pre-qualifications, regular corrigendum and procurement notices from government and private organizations all over the world. Through this service, EEPC INDIA provides you numerous business opportunities at very competitive charges.*

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