

Chairman's Pen



There exists long standing relationship between India and major countries of North America. India-USA exhibit tremendous economic ties, the latter being the formers largest trading partner. When it comes to deepening bilateral economic relations between the countries, progress has been mixed. Much work lies ahead to make India-North America relationship a 'defining one' in the coming years, as we are headed in the right direction.

Significant development at the engineering trade front has also been realized. India's engineering exports to the region accounts for 17.9% to India's total engineering exports during April-December 2016-17. Overall, engineering products have a share of over 22%-24% in India's total export, and US is its biggest market. 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 balanced emphasis on US relationship with India during 2017, the latest updates and activities between the two nations.

The current edition presents a brief insight on the total trade pattern of the engineering sector in North America during the first nine 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

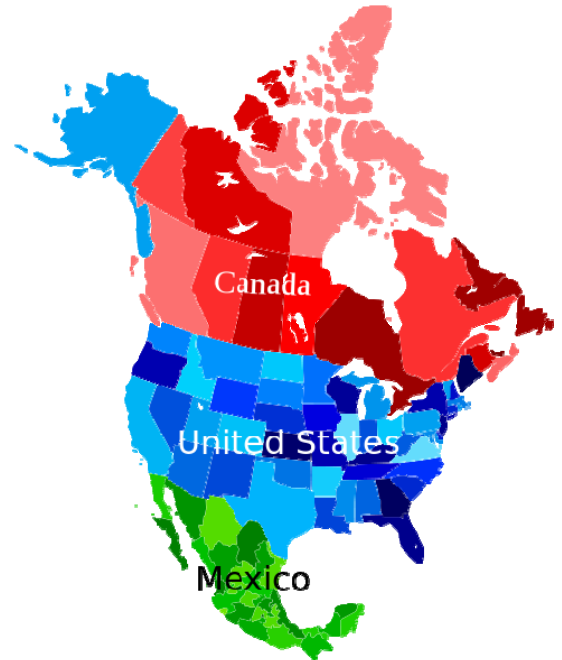
Population: 579 million (2016)

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.



India-US relationship 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, 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.

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. 2017 has been an important year for the US-India relationship.

It is also for the first time that the US has aligned itself with India's position on One Belt One Road of China. While 2017 has been a very dynamic year in the US on the political front, there has been remarkable stability on

the US-India partnership, a continuing priority for the United States in the Trump administration

India's latest trend in engineering exports to North America

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

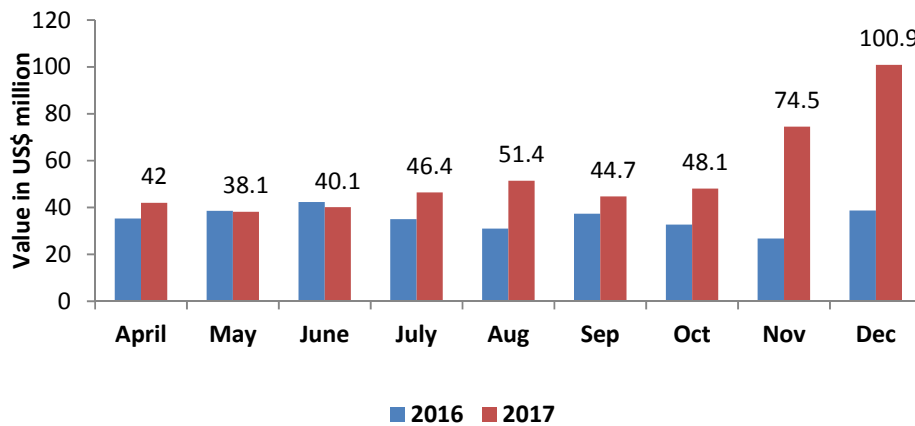
Table2: Engineering Exports to North America
Value in USD million

North America	April-December 2016-17 (USD million)	April-December 2017-18 (USD million)	Growth (%)
USA	5000.7	7533.7	50.7%
Mexico	1826.0	2025.6	10.9%
Canada	317.6	486.1	53.0%
Total	7144.3	10045.4	40.6%

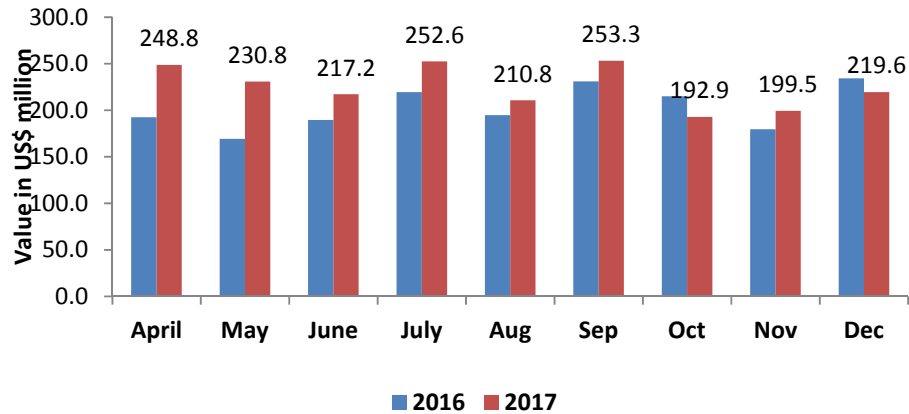
Source: DGCI&S

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

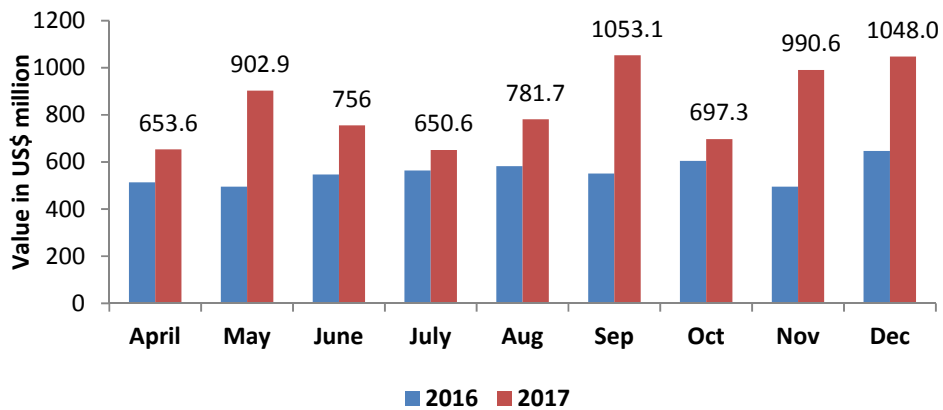


Table 3: Top 15 engineering panels exported to North America in April-December 2017-18
US\$ Million

DGCI&S Engineering Panels	India's export in April-December 2016-17	India's export in April-December 2017-18	Growth (%)
Motor Vehicle/cars	1155.6	1683.8	45.7
Products of Iron and Steel	991.8	1425.4	43.7
Auto Components/Parts	748.3	957.0	27.9
Electric Machinery and Equipment	573.9	947.6	65.1
Aluminium and products	381.9	620.1	62.3
Industrial Machinery and parts	485.5	612.5	26.2
Other Misc Parts	441.1	529.8	20.1
Aircrafts & Spacecrafts	489.1	502.6	2.8
Ships, Boats and Floating Bodies	0.2	443.7	204138.6
Iron and Steel	349.3	410.2	17.5
IC Engines and Parts	297.3	370.0	24.5
Machinery for ATMs	215.0	283.3	31.7
Medical and Scientific Instruments	185.6	187.7	1.1
Pumps of all types	92.8	177.0	90.7

DGCI&S Engineering Panels	India's export in April-December 2016-17	India's export in April-December 2017-18	Growth (%)
Copper and products	111.7	125.4	12.2

Source: DGCI&S

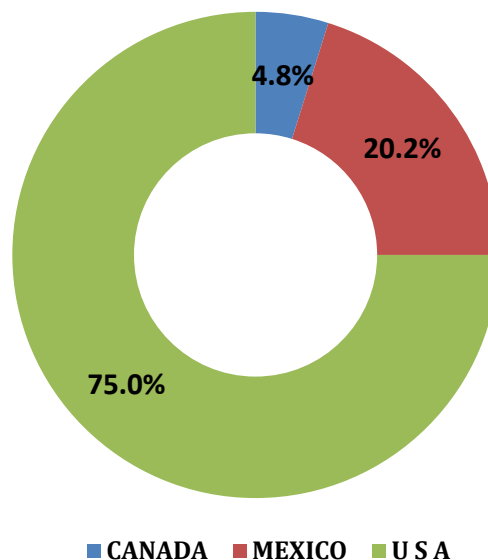
After EU, Indian engineering exports to North America ranked 2nd during April-December of the current fiscal 2017-18.

USA remained at the top for Indian engineering exports with imports of over US\$ 10 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-December 2017-18.

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

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

APRIL,2017 - DECEMBER,2017



Source: DGCI&S

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

1. USA

Indian engineering exports to USA, continues to be the highest during April-December 2017-18. At present, it accounts for over 75% of India's total engineering export to North America (and 13.4% 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, Aluminium and products, etc.

2. Mexico

Mexico ranked 6th largest export destination for engineering products during the current fiscal April-December 2017-18. At present, it accounts 20.2% of India's total engineering export to North America (and 3.6 per cent of India's global engineering exports) during April-December 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 4.8% of India's total engineering exports to North America (and 0.9% of India's global engineering exports) during April-December 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.

Factsheets on Antidumping Duty and Countervailing Duty Investigations of Imports

- ❖ 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/>

- ❖ On September 19, 2017, the Department of Commerce (Commerce) announced its affirmative preliminary 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: <http://enforcement.trade.gov/download/factsheets/factsheet-multiple-cold-drawn-mechanical-tubing-ad-cvd-051017.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	http://www.aluminum-us.com/

Territorial
NEWSLETTER – North America

EPCINDIA
ENGINEERING THE FUTURE
www.eepcindia.org



Aircraft Interiors Expo Americas	25th-27th Sep 2018	Boston Convention & Exhibition Center, Boston, MA, United States	http://www.aircraftinteriorsexpo-us.com/
INTERPHEX	17 th -19 th April, 2018	Jacob K. Javits Convention Center, New York, United States	http://www.interphex.com/
PAACE Automechanika Mexico	14 th -16 th March 2018	Mexico City	https://paace-automechanika-mexico.us
Fabtech Mexico	2 nd -4 th May 2018	Mexico City	www.fabtechmexico.com

Tender information in North America

Table 8: Tender related information

Title	Deadline	Country	Link
Repair Of Qty 6 Pump Unit,centrifug	22nd Dec 2017	United States	http://www.tendersinfo.com/details/429939073?desc=Cw18005-Automotive-Supplies
Complete Repair Of Transport Equipment Clutch ;quantity: 1,00	15 th Dec 2017	Uruguay	http://www.tendersinfo.com/details/430393626
Acquisition Of Dual Equipment Specialized For Desazolve	18 th Dec 2017	Mexico	http://www.tendersinfo.com/details/430393728
Replace Aircraft Wash Rack Oil Water Separator At U.s. Coast Guard Air Station Borinquen	20 th Dec 2017	United states	http://www.tendersinfo.com/details/430394518
Utility Vehicle, 24hp Diesel, Cab	21st Nov 2017	Canada	http://www.tendersinfo.com/details/430395199

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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