

# INDO-GULF REVERSE BUYER SELLER MEET - 2010

**A PLATFORM FOR BUILDING BUSINESS CONTACTS WITH 10 LEADING BUSINESSMEN VIZ. IMPORTERS, BUYERS, DEALERS, DISTRIBUTORS AND WHOLESALERS OF ENGINEERING PRODUCTS THROUGH ONE-TO-ONE BUYER SELLER MEET**

<b>Mumbai</b>	<b>Ahmedabad</b>
<b>11th March 2010 (Thursday)</b>	<b>12th March, 2010 (Friday)</b>

## **The complete schedule of BSMs is attached at the end of this notice**

Leading buyers and prospective trade partners from GULF countries will attend One-to-One business discussions and negotiations for engineering products and services. Members are cordially invited to enlist participation at the Business Meet.

### **Participation Fee**

#### **For members :**

- 1. For three meetings : Rs. 12,500/- (Plus Service Tax Rs. 1,288/-)**
- 2. For two meetings : Rs. 10,000/- (Plus Service Tax Rs. 1,030/-)**
- 3. For one meeting : Rs. 6,000/- (Plus Service Tax Rs. 618/-)**
- 4. For unlimited meetings, any where in India : Rs. 20,000/- (Plus Service Tax Rs. 2,060/-)**

#### **For Non-members :**

- 1. For three meetings : Rs. 15,000/- (Plus Service Tax Rs. 1,545/-)**
- 2. For two meetings : Rs. 12,500/- (Plus Service Tax Rs. 1,288/-)**
- 3. For one meeting : Rs. 8,000/- (Plus Service Tax Rs. 824/-)**
- 4. For unlimited meetings, any where in India : Rs. 25,000/- (Plus Service Tax Rs. 2,575/-)**

It may be pointed out in this regard that a particular participant may, on prior notice, opt for having meetings any where in India.

The participation charges will partially cover the expenses on account of portfolio bag containing background papers and profiles of overseas delegates and lunches on Conference days.

**Last date of participation: 26th February, 2010**

For further details & enlistment, please contact:

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#### **Bhaskar Sarkar**

*Addl. Executive Director & Secretary*

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OR Any other Regional/Sub-Regional offices of EEPC India

**Note : Council reserves the right to accept or reject participation of an Indian company.**

# INDO-GULF REVERSE BUYER SELLER MEET - 2010

## Preamble

INDIA shares a special relationship with the Arab region, both in terms of culture and trade. Arab countries, with a combined GDP of US\$ 1450 billion and a GDP growth of 20%, offer ample bilateral opportunities for India.

The Gulf Countries have been trade partners of India for centuries. The discovery of Oil opened a new era of Industrialization of this region. The GULF markets are growing markets for Indian engineering goods. Export of engineering items to this region during the 2008-09 stood at US\$. 6.16 billion compared with US\$. 5.73 billion during previous financial year, registering an overall growth of 7.5 per cent.

UAE holds special significance for us. UAE is India's top trading partner in the whole of West Asia and North African region, representing nearly 75% of India's exports to the Gulf Cooperation Council (GCC) countries. Indian exports to the UAE account for approximately 6% of its global exports.

Keeping in view the growing trade prospects in GULF Region and genuine interest on the part of the GULF buyers to further engage with Indian exporters of engineering goods, the Council has decided to hold a Buyer Seller Meet between Indian exporters and importers of GULF Region in March 2010 at Mumbai and Ahmedabad. For this Buyer Seller Meet the Council is expected to receive 10 buyers from GULF Region.

## Objectives

1. To provide an opportunity to prospective importers in GULF Region to interact with Indian counterparts about their requirements.
2. To provide an opportunity to Indian exporters to adjudge the acceptability of their products in the above markets, so that they are in a position to plan their strategy accordingly.

Depending on your choices, meetings will be fixed with foreign counterparts. Final match making will be done keeping in view the areas of matching interest of both sides and choices thereof. Council will, thereafter draw up time schedule for interaction between overseas delegates and Indian participants. Meeting schedule of each Indian Company will be forwarded to them in advance.

The participation fee payable by each Indian company for single delegate (for one centre only) has been fixed as follows :

### For members :

- |  |   |
|--|---|
| 1. For three meetings                            | : Rs. 12,500/- (Plus Service Tax Rs. 1,288/-) |
| 2. For two meetings                              | : Rs. 10,000/- (Plus Service Tax Rs. 1,030/-) |
| 3. For one meeting                               | : Rs. 6,000/- (Plus Service Tax Rs. 618/-)    |
| 4. For unlimited meetings,<br>any where in India | : Rs. 20,000/- (Plus Service Tax Rs. 2,060/-) |

### For Non-members :

- |  |   |
|--|---|
| 1. For three meetings                            | : Rs. 15,000/- (Plus Service Tax Rs. 1,545/-) |
| 2. For two meetings                              | : Rs. 12,500/- (Plus Service Tax Rs. 1,288/-) |
| 3. For one meeting                               | : Rs. 8,000/- (Plus Service Tax Rs. 824/-)    |
| 4. For unlimited meetings,<br>any where in India | : Rs. 25,000/- (Plus Service Tax Rs. 2,575/-) |

It may be pointed out in this regard that a particular participant may, on prior notice, opt for having meetings any where in India.

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## Product Sector

- Aluminum and allied products,
- Brass and copper articles,
- Machine tools, hand, small & cutting tools.
- All fasteners.
- Aluminum accessories for kitchen, doors and windows, decorated laminated sheets for kitchen and general hardware.
- Electric power equipment & parts, Transformers,
- IC engines and parts, pumps,.
- Equipment for desalination plants.
- Heating/cooling equipment and electrical home appliances.
- Steel pipes and tubes,
- Industrial machinery of all types
- Chemical plant and machinery,
- Heat exchangers, pressure vessels.
- Spare Parts for cars
- Construction machinery
- Industrial automation, fastening, packaging machines.
- Locomotives, wagon, spare parts for railways.
- Sanitary casting.
- Process equipment,
- Bolts & nuts, fencing & anchoring system,
- Oil refinery spares and oil field supplies,
- Instrumentation,
- Workshop equipment & supplies,
- Professional cleaning equipment, industrial equipment,
- Ladders & lifting supplies.
- Security barbed wire, safety equipment & supplies,
- Construction & industrial tools, storage systems, garage equipment,
- Structural steel items.
- Welding electrodes,
- General & trading Industrial machinery, iron & steel, zinc, machine tools,
- Water distribution networks, ductile iron pipes (water), gun-metal/brass/plastic fittings.
- Electro-mechanical work, cable laying jobs, erection, commissioning and maintenance of road signals, street lights and fittings, telecommunication projects.

**INDO-GULF REVERSE BUYER SELLER MEET - 2010**  
(Organised by: EEPC India)

<b>Mumbai</b>	<b>Ahmedabad</b>
<b>11th March 2010</b> (Thursday)	<b>12th March, 2010</b> (Friday)

**INDIAN DELEGATE'S PROFILE**

Name of the Company  
(In BLOCK Letters)

Address  
(In BLOCK Letters)

City

Pin Code

Phone (with STD Code)

Fax No.

E-mail :

Website :

Name(s) of the Executive(s) with  
Designation(s) attending the  
Conference

1.

2.

3.

4.

Items Manufactured/Exported  
(HS Codes if possible)

Industrial Application

Foreign Collaborations if any,  
please specify

Annual Turnover in US\$

Annual Export in US\$

Countries of Export

International Accreditations  
(ISO, QS, etc.)

Nature of Business  
(Please tick mark)

Manufacturer

SSI

Non-SSI

Merchant

Export House

Area of specific interest  
for this BSM

**Signature with Office Seal**

**N.B. : Following should be sent with this Form :**

- 1. Two passport size colour photographs of each participant with their names at the back of the photographs.**
- 2. Demand Draft for requisite participation amount in favour of EEPC INDIA.**