

# **INDO-US/CANADA REVERSE BUYER SELLER MEET - 2010**

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

| <b>New Delhi</b>                    | <b>Chennai</b>                          | <b>Mumbai</b>                          |
|-------------------------------------|---|--|
| <b>8th March, 2010<br/>(Monday)</b> | <b>10th March, 2010<br/>(Wednesday)</b> | <b>11th March, 2010<br/>(Thursday)</b> |

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

Leading buyers and prospective trade partners from US, Canada 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.

#### **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, : Rs. 20,000/- (Plus Service Tax Rs. 2,060/-)**  
**any where in India**

#### **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, : Rs. 25,000/- (Plus Service Tax Rs. 2,575/-)**  
**any where in India**

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:**

|   |  |
|---|--|
| <p><b>R. Maitra</b><br/><i>Executive Director</i><br/>Engineering Export Promotion Council</p> <p>Vandhna, 4th Floor<br/>11, Tolstoy Marg,<br/>New Delhi – 110 001<br/>Tel.: 91-11-23711124/23711125<br/>Fax: 91-11-23310920<br/>E-mail: <a href="mailto:eepto@eepc.gov.in">eepto@eepc.gov.in</a></p>   | <p><b>Bhaskar Sarkar</b><br/><i>Addl. Executive Director &amp; Secretary</i><br/>Engineering Export Promotion Council<br/>Vanijya Bhavan (1st Floor)<br/>1/1, Wood Street<br/>Kolkata – 700 016<br/>Tel.: 91-33-22890651/52<br/>Fax: 91-33-22890654<br/>E-mail: <a href="mailto:eepc@eepcindia.org">eepc@eepcindia.org</a></p> |
| <p><b>A. A. Kazmi</b><br/>Regional Director(Acting)<br/>EEPC India<br/>Vandhna, 4th Floor<br/>11, Tolstoy Marg,<br/>New Delhi – 110 001<br/>Tel.: 91-11-23314171/74<br/>Fax: 91-11-23317795<br/>E-mail:<br/><a href="mailto:info@eepcrodel.org">info@eepcrodel.org</a>/<a href="mailto:mail@eepcrodel.org">mail@eepcrodel.org</a></p>                       | <p><b>M. Ganesan</b><br/><i>Regional Director</i><br/>EEPC India<br/>Greems Dugar (3rd Floor)<br/>149, Greems Road<br/>Chennai – 600 006<br/>Tel.: 91-44-28295501/28295502<br/>Fax: 91-44-28290495<br/>E-mail: <a href="mailto:eepcchennai@airtelmail.in">eepcchennai@airtelmail.in</a></p>                                    |
| <p><b>Rajat Srivastava</b><br/><i>Regional Director</i><br/>EEPC India<br/>Centre 1, 12th Floor<br/>World Trade Centre, Cuffe Parade<br/>Mumbai – 400 005<br/>Tel.: 91-22-42125555<br/>Fax: 91-22-42125556/22180119<br/>E-mail:<br/><a href="mailto:eepcmum@vsnl.com">eepcmum@vsnl.com</a>/<a href="mailto:eepcmum@mtnl.net.in">eepcmum@mtnl.net.in</a></p> |  |

**Any other Regional/Sub-Regional offices of EEPC India.**

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

# **INDO-US REVERSE BUYER SELLER MEET - 2010**

## **Preamble**

United States continues to be our biggest trading partner. As per the latest data from DGCI&S, two-way trade between India and US has crossed US\$ 30.6 billion in 2006-07 registering a growth of 14.15% over preceding fiscal 2005-06. India's exports of engineering goods to the US in 2008-09 have gone up by almost 18% to over US\$ 5.06 billion from US\$ 4.30 billion in 2007-08. Though a well-established market, the US still has much to offer to the Indian engineering exporters in terms of potential. Canada is emerging as another potential market and also a gateway to the US. India exported US\$ 255.79 million worth of engineering goods and services to this country in 2008-09.

Keeping in view the growing trade prospects in US and Canada and the genuine interest on the part of the above 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 US and Canada in March 2010 at Delhi, Chennai and Mumbai. For this Buyer Seller Meet, the Council is expected to receive 10 buyers from US and Canada.

## **Objectives**

1. To provide an opportunity to prospective importers in US, Canada 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 for Indian company for single delegate (for one centre only) has been fixed as follows:

### **For Members :**

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

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

- |  |  |
|--|--|
| <b>1. For three meetings</b>                             | <b>: Rs. 15,000/- (Plus Service Tax Rs. 1,545/-)</b> |
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## Product Sector

Product sectors identified as having potential for Business Meet for –

### Canada

- |                                      |                              |                                     |                                |
|--------------------------------------|------------------------------|-------------------------------------|--------------------------------|
| ✓ Steel Forgings                     | ✓ Ferro Alloys               | ✓ Ferrous industrial castings       | ✓ Prime Iron & Steels          |
| ✓ Bright Bars                        | ✓ Steel Wire                 | ✓ Stainless Steel Utensils          | ✓ Bicycle & Parts              |
| ✓ Steel Pipes & Tubes                | ✓ Ferrous Hollowware         | ✓ Electric Power Equipments & Parts | ✓ Pumps                        |
| ✓ Electric Manufacturers N.O.S       | ✓ Other Industrial Machinery | ✓ Fencing Structures                | ✓ Aluminium & Products Thereof |
| ✓ Other Non Ferrous Metal & Products | ✓ I.C. Engine & Parts        | ✓ Bolts & Nuts (Fasteners)          | ✓ Automobile Parts             |
| ✓ Air Compressor                     | ✓ Instruments All Types      | ✓ Food Processing Machinery & Parts | ✓ Machine Tools                |
| ✓ Tractors & Agricultural Equipments |                              |                                     |                                |

### USA

- |                                |                                      |                                      |                                     |
|--------------------------------|--------------------------------------|--------------------------------------|-------------------------------------|
| ✓ Prime Iron & Steels          | ✓ Ferrous industrial castings        | ✓ Steel Forgings                     | ✓ I.C. Engine & Parts               |
| ✓ Steel Wire                   | ✓ Electric Power Equipments & Parts  | ✓ Bright Bars                        | ✓ Ferrous Hollowware                |
| ✓ Ferro Alloys                 | ✓ Tractors & Agricultural Equipments | ✓ Other Industrial Machinery         | ✓ Instruments All Types             |
| ✓ Electric Manufacturers N.O.S | ✓ Bicycle & Parts                    | ✓ Other Non Ferrous Metal & Products | ✓ Fencing Structures                |
| ✓ Air Compressor               | ✓ Bolts & Nuts (Fasteners)           | ✓ Automobile Parts                   | ✓ Steel Pipes & Tubes               |
| ✓ Pumps                        | ✓ Aluminum & Products Thereof        | ✓ Stainless Steel Utensils           | ✓ Food Processing Machinery & Parts |
| ✓ Machine Tools                |                                      |                                      |                                     |

# INDO-US/CANADA REVERSE BUYER SELLER MEET - 2010

(Organised by : EEPC India)

Please tick choice of Venue below :

| <b>New Delhi</b>                    | <b>Chennai</b>                          | <b>Mumbai</b>                          |
|-------------------------------------|---|--|
| <b>8th March, 2010<br/>(Monday)</b> | <b>10th March, 2010<br/>(Wednesday)</b> | <b>11th March, 2010<br/>(Thursday)</b> |

## 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.**