

INDO-ASEAN & INDO-US/CANADA REVERSE BUYER SELLER MEET - 2008

**A PLATFORM FOR BUILDING BUSINESS CONTACTS WITH 35 (20 + 15) LEADING BUSINESSMEN
VIZ. IMPORTERS, BUYERS, DEALERS, DISTRIBUTORS AND WHOLESALERS OF ENGINEERING
PRODUCTS THROUGH ONE-TO-ONE BUYER SELLER MEET**

Chennai

27th February, 2008

(Wednesday)

INDO-ASEAN INDO-US/CANADA INDO-ASEAN INDO-US/CANADA

Leading buyers and prospective trade partners from US, Canada and ASEAN 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 one centre only)

FOR INDO-ASEAN

Rs. 7,500/- for one BSM

Rs. 12,000/- for two BSMs

Rs. 15,000/- for three BSMs

Rs. 5,000/- for subsequent participant

FOR INDO-US/CANADA

Rs. 7,500/- for one BSM

Rs. 15,000/- for two BSMs

Rs. 20,000/- for three BSMs

Rs. 5,000/- for subsequent participant

Last date of participation : 15th February, 2008

For further details & enlistment, please contact :

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OR

Any other Regional/Sub-Regional offices of EEPC.

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

INDO-ASEAN & INDO-US/CANADA REVERSE BUYER SELLER MEET - 2008

Preamble

India's trade with the ASEAN Region dates back to time immemorial. The Region is one of India's major trading partners. India's exports to ASEAN Region have grown from US\$ 4.62 billion in 2002-03 to US\$ 12.61 billion in 2006-07. In the engineering sector India's exports have grown from US\$ 297.65 million in 2002-03 to US\$ 2853.69 million in 2006-07 showing a growth of 858.74% in a span of five years, though India's share in total extra-block imports of the Region is still miniscule. This shows that still much potential exists there. It will therefore, be a right time for Indian engineering industry to showcase their capabilities in order to get a substantial share of the ASEAN market.

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 2006-07 have gone up by 37.08% to over US\$ 4 billion from US\$ 3 billion in 2005-06. 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\$ 195.45 million worth of engineering goods and services to this country in 2006-07

Keeping in view the growing trade prospects in ASEAN Region, 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 ASEAN Region, US and Canada in February 2008 at Kolkata and Chennai. For this Buyer Seller Meet, the Council is expected to receive 20 buyers from ASEAN Region and 15 buyers from US and Canada.

Objectives

1. To provide an opportunity to prospective importers in US, Canada and ASEAN countries 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. Each exporter will be provided with minimum of 3 meetings. Each meeting will be of 20 to 30 minutes duration. 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 (for one centre only) has been fixed as follows :

For Indo-ASEAN

- Rs. 15,000/- for 1st participant of a firm
- Rs. 7,500/- for subsequent participants of the firm

For Indo-US/Canada

- Rs. 20,000/- for 1st participant of a firm
- Rs. 7,500/- for subsequent participants of the firm

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.

Product Sector

Product sectors identified as having potential for Business Meet for –

(1) ASEAN+2:

- + Agricultural Machinery
- + Alloyed and Unalloyed Aluminium Ingots
- + Aluminium foils
- + Aluminium plates and sheets and strip including Electrolytic Grade
- + Bars and rods of iron and steel
- + Castings and forgings
- + Centrifuges including centrifugal dryers
- + Commercial Vehicles and Passenger Cars
- + Compact Engines
- + Compression Ignition and Electrical Ignition type IC Engines
- + Copper wire
- + Electric Filament or Discharge Lamps
- + Electric Furnaces
- + Electric Motors and Generators
- + Electrical transformers,static converters
- + Flat Rolled Products of Stainless Steel
- + Grinding Stones and grinding wheels
- + Handsaws and blades for saws of all types
- + Insulated Wires, Electric Conductors and Optical Fibre Cables
- + Luxury Buses and Higher Horse-power Trucks
- + Machinery for working rubber or plastics
- + Medical/ Surgical Instruments, Optometry Instruments and X-Ray Eqpt.
- + Mining and construction machinery
- + Moulding Boxes for Metal Foundry
- + Orthopedic Appliances, artificial parts and implants, etc.
- + Oscilloscopes, Measuring Instruments for Electrical Quantities
- + Part of Motor Vehicles
- + Parts and accessories of motorcycles and bicycles
- + Parts of IC Engines
- + Parts suitable for use in pulley tackle and hoists and construction, excavating machinery
- + Pig iron
- + Primary Copper
- + Printing and Processing Machines
- + Refrigeration and Air-conditioning (including Commercial and Industrial)
- + Seamless Pipes and Tubes of iron and steel
- + Table, kitchen or other household articles and parts thereof, of iron or steel
- + Taps, cocks, valves & similar appliances
- + Tractors and Trailers
- + Transformers (both power as well as distribution) and Static Converters
- + Transmission Shafts (incl. Crankshafts and camshafts)
- + Tube or pipe fittings of Iron or steel.
- + Unwrought aluminium
- + Welded Pipes and Tubes of iron/ steel
- + Welded steel pipes of diameter greater than 40.64 mm
- + Wires and Cables of Oxygen Free Copper

(2) US/Canada

- ✚ Agricultural Machinery
- ✚ Alloyed and Unalloyed Aluminium Ingots
- ✚ Auto components
- ✚ Ball or roller bearings
- ✚ Bicycles including parts
- ✚ Castings and forgings
- ✚ Centrifuges including centrifugal dryers
- ✚ Commercial Vehicles and Passenger Cars
- ✚ Compact Engines
- ✚ Compression Ignition and Electrical Ignition type IC Engines
- ✚ Electric Motors and Generators
- ✚ Electrl trnsfrmrs,static cnvrtrs (for exampl,rectifiers)& inductors
- ✚ Electric Filament or Discharge Lamps
- ✚ Electric Furnaces
- ✚ Flat Rolled Products of Stainless Steel
- ✚ Handsaws and blades for saws of all types
- ✚ Insulated Wires, Electric Conductors and Optical Fibre Cables
- ✚ Luxury Buses and Higher Horse-power Trucks
- ✚ Machinery for working rubber or plastics
- ✚ Medical/ Surgical Instruments, Optometry Instruments and X-Ray Eqpt.
- ✚ Moulding Boxes for Metal Foundry
- ✚ Orthopedic Appliances, artificial parts and implants, etc.
- ✚ Oscilloscopes, Measuring Instruments for Electrical Quantities
- ✚ Bars and rods of stainless steel
- ✚ Parts of IC engines
- ✚ Parts suitable for use in pulley tackle and hoists and construction, excavating machinery
- ✚ Primary Copper
- ✚ Printing and Processing Machines
- ✚ Refrigeration and Air-conditioning (including Commercial and Industrial)
- ✚ Scrwes,bolts,nuts,coachscrews etc
- ✚ Table, kitchen or other household articles and parts thereof, of iron or steel
- ✚ Taps,cocks,vlvs & smlr applncs
- ✚ Tractors and Trailers
- ✚ Transformers (both power as well as distribution) and Static Converters
- ✚ Transmission Shafts (incl. Crankshafts and camshafts)
- ✚ Tube or pipe fittings of Iron or steel.
- ✚ Welded Pipes and Tubes of iron/ steel
- ✚ Wires and Cables of Oxygen Free Copper

Council will reserve the right to accept or reject participation of any Indian company.

The last date for enlistment of participation is 25th January, 2008.

Note : Since Indo-ASEAN Reverse BSM and Indo-US/Canada Reverse BSM are being organized on same day at same venue, Firms interested to participate in both the events, have to depute separate person for each events.

INDO-ASEAN & INDO-US/CANADA REVERSE BUYER SELLER MEET - 2008
(Organised by : Engineering Export Promotion Council)

Please tick choice of BSM & Venue below :

Chennai

27th February, 2008
(Wednesday)

INDO-ASEAN

INDO-US/CANADA

INDO-ASEAN

INDO-US/CANADA

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.

3.

2.

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 ENGINEERING EXPORT PROMOTION COUNCIL.**