

INDO-LAC & INDO-EUROPE REVERSE BUYER SELLER MEET - 2008

**A PLATFORM FOR BUILDING BUSINESS CONTACTS WITH 30 (15+15) LEADING
BUSINESSMEN VIZ. IMPORTERS, BUYERS, DEALERS, DISTRIBUTORS AND
WHOLESALEERS OF ENGINEERING PRODUCTS THROUGH ONE-TO-ONE
BUYER SELLER MEET**

Delhi

**28th February, 2008
(Thursday)**

INDO-LAC INDO-EUROPE INDO-LAC INDO-EUROPE

Leading buyers and prospective trade partners from Latin America and European 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-LAC

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-EUROPE

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:

R. Maitra

Executive Director
Engineering Export Promotion Council
Vandhna, 4th Floor
11, Tolstoy Marg,
New Delhi – 110 001
Tel.: 91-11-23711124/23711125
Fax: 91-11-23310920
E-mail: eepecto@eepc.gov.in

Shrikar Dole

Regional Director
Engineering Export Promotion Council
Surya Kiran (4th Floor)
19, Kasturba Gandhi Marg
New Delhi – 110 001
Tel.: 91-11-23314171/74
Fax: 91-11-23317795
E-mail: eepc@spectranet.com

Bhaskar Sarkar

Addl. Executive Director & Secretary
Engineering Export Promotion Council
Vanijya Bhavan (1st Floor)
1/1, Wood Street
Kolkata – 700 016
Tel.: 91-33-22890651/52
Fax: 91-33-22890654
E-mail: eepch@eth.net

Rajat Srivastava

Regional Director
Engineering Export Promotion Council
Centre 1, 12th Floor
World Trade Centre, Cuffe Parade
Mumbai – 400 005
Tel.: 91-22-22186655/56/60
Fax: 91-22-22180119
E-mail: eepcmum@vsnl.com

OR

Any other Regional/Sub-Regional offices of EEPC.

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

INDO-LAC & INDO-EUROPE REVERSE BUYER SELLER MEET - 2008

Preamble

Latin America is said to be the second fastest growing region in the world. In the recent past, exports from India have been growing at the fastest rate for the Latin American destinations. Exports of engineering goods and services from India to this destination have been to the tune of US\$ 1034.52 million in 2006-07. Exports grew by a massive 62.2% over 2005-06.

Europe has been a trade partner of India for a long time. About one-fifth of India's engineering exports go to the European countries. Exports of engineering goods and services to Europe from India have been to the tune of US\$ 7 billion in 2006-07, which were higher by over 51% compared to exports in 2005-06. This makes it a natural choice, since the market is giving a strong growth in spite of the large volume of existing business.

Keeping in view the growing trade prospects in Latin America and European countries and 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 above countries in February/March 2008 at Delhi and Mumbai. For this Buyer Seller Meet the Council is expected to receive 15 buyers each from Latin America and European countries.

Objectives

1. To provide an opportunity to prospective importers in LAC region and European 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-LAC

Rs. 15,000/- for 1st participant of a firm

Rs. 7,500/- for subsequent participants of the firm

For Indo-Europe

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 –

Latin American countries

- + Automotive components
- + Ball or roller bearings
- + Bars & rods stainless steel
- + Centrifuges including centrifugal dryers
- + Compact Engines
- + Compression Ignition and Electrical Ignition type IC Engines
- + Electrical transformers, static converters & inductors
- + Ferro-alloys
- + Flat-rolled products of iron and steel
- + Machinery for working rubber or plastics
- + Medical/ Surgical Instruments, Optometry Instruments and X-Ray Eqpt.
- + Metal-rolling mills and rolls therefor
- + Motor cars & other motor vehicles for transport of persons
- + Motorcycles & bicycles
- + Part of Motor Vehicles
- + Parts of bicycles and motorcycles
- + Parts of IC engines
- + Primary Copper
- + Printing and Processing Machines
- + Pumps
- + Refrigeration and Air-conditioning (including Commercial and Industrial)
- + Semi-finished products of iron/non-alloy steel
- + Table, kitchen or other domestic articles & its parts

European Countries

- + Agricultural Machinery
- + Alloyed and Unalloyed Aluminium Ingots
- + Aluminium foils
- + Aluminium plates and sheets and strip including Electrolytic Grade
- + Automotive components
- + Bars & rods of stainless steel
- + Base metal mountings, fittings & similar articles
- + Bicycles including parts
- + Cast articles of iron or steel
- + Commercial Vehicles and Passenger Cars
- + Compact Engines
- + Compression Ignition and Electrical Ignition type IC Engines
- + Electric Filament or Discharge Lamps
- + Electric Furnaces
- + Electric Motors and Generators
- + Electrical apparatus for switching/protecting electrical circuits
- + Ferro-alloys
- + Flat Rolled Products of Stainless Steel
- + Handsaws and blades for saws of all types
- + High Efficiency Motors and Generators
- + Bicycles including parts
- + Insulated Wires, Electric Conductors and Optical Fibre Cables
- + 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
- ✚ Parts of IC Engines
- ✚ Parts of construction, excavating machinery
- ✚ Primary Copper
- ✚ Printing and Processing Machines
- ✚ Pumps
- ✚ Refrigeration and Air-conditioning (including Commercial and Industrial)
- ✚ Seamless Pipes and Tubes of iron and steel
- ✚ Taps, cocks, valves & similar appliances
- ✚ Tractors and Trailers
- ✚ Transformers (both power as well as distribution) and Static Converters
- ✚ Transmission shafts & cranks
- ✚ Transmission Shafts (incl. Crankshafts and camshafts)
- ✚ Unwrought zinc
- ✚ Welded Pipes and Tubes of iron/ steel
- ✚ Wire of stainless steel
- ✚ Wires and Cables of 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-LAC Reverse BSM and Indo-Europe 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-LAC & INDO-EUROPE REVERSE BUYER SELLER MEET - 2008
(Organised by : Engineering Export Promotion Council)

Please tick choice of BSM & Venue below :

Delhi

28th February, 2008
(Thursday)

INDO-LAC

INDO-EUROPE

INDO-LAC

INDO-EUROPE

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 ENGINEERING EXPORT PROMOTION COUNCIL.**