

August 25, 2010

SEMINAR ON DOING BUSINESS WITH LATIN AMERICAN COUNTRIES

Date	:	Monday, 23 rd August, 2010
Time	:	11 AM (Followed by Lunch)
Venue	:	Hyatt Regency, Mumbai Sahar Airport Road, Mumbai 400 099 Tel.: 022 6696 1234; Fax: 022 6696 1235
Speakers	:	EEPC Officials (Western Region) - 1. Mr. Khalid Khan - Dy. Regional Chairman 2. Mr. Vasant Kotadia - Dy. Regional Chairman 3. Mr. Rajat Srivastava - Regional Director Chief Guests - 1. H.E. Mr. Juan Alfredo Pinto - Hon'able Ambassador of Colombia 2. H.E. Mr. Fernando Ras - Hon'able Consul General of Argentina Sponsors - 1. Mr. Rajeev Chitalia - Vice Chairman, Plexconcil 2. Mr. Hemang Mehta & Mr. Killekar - Thermo Fisher Scientific India Pvt. Ltd. 3. Mr. Akash Raghav - ICICI Bank

Prior to the forthcoming INDEE Exhibition at Colombia, **EEPC India (Western Region) organized a Seminar on Doing Business with Latin American Countries** in order to educate & address the members headed for the promising event for to penetrate the Latin American Markets. Around 50 EEPC Members participated in the aforesaid event.

H.E. Mr. Juan Alfredo Pinto, the Honorable Ambassador of Colombia & H.E. Mr. Fernando Ras, the Honorable Consul General of Argentina had been invited to be the Guest of Honours & Speakers, thereby sharing in detail the facts of their respective countries and answering to all the queries & doubts in the minds of India Traders during the 'Question-Answer Session' enabling the trade between the Latin American Countries and India to improve.

The session started with a **Welcome Address by Mr. Vasant Kotadia, Dy. Regional Chairman, EEPC INDIA (Western Region)**. In his Welcome Address, he welcomed both the Chief Guests and introduced them in detail, the sponsors and all those who attended the Seminar. An analysis of the trade trends reveal that countries like Argentina, Brazil, Mexico, Chile, Colombia, Peru, Venezuela and Trinidad & Tobago are the major contributors to India's trade with the LAC region.

He further mentioned that the total trade between India & Latin America has gone up from USD 10.04 billion in 2006-07 to USD 16.135 billion in 2008-09, an appreciable increase of more than 60%. The total engineering exports to latin America has grown from USD 1.04 billion in 2006-07 to USD 1.67 billion registering a remarkable growth of almost 65% which is more than the average growth of 51.37% for all items .It is therefore essential that more promotional activities be taken in this booming region to further enhance the trade to newer heights.

Mr. Rajeev Chitalia, Vice Chairman, PLEXCONCIL in his speech mentioned that PLEXCONCIL in association with EEPC INDIA & CAPEXCIL had organized INDEE-COLOMBIA 2010 which has a huge focus on the Plastic Industry. He requested their members to make the most of this platform and participate in the said event to boost their business opportunities.

Mr. Khalid Khan, Dy. Regional Chairman, EEPC INDIA (Western Region) then introduced the two Chief Guests by mentioning their large profiles & experience in various fields, H.E. Mr. Juan Alfredo Pinto -

Hon'ble Ambassador of Colombia & H.E. Mr. Fernando Ras - Hon'ble Consul General of Argentina. Both the Diplomats were then requested to address the audience.

Chief Guest, H.E. Juan Alfredo Pinto - Hon'able Ambassador of Colombia in his speech mentioned the growth in trade between the 2 Nations has been remarkable in the last couple of years and that history is being created by India taking the largest ever delegation to Colombia during the INDEE-COLOMBIA 2010 in association with Feria Internacional de Bogota. He further presented a Power Point Presentation explaining in detail about Colombia, Trade of Colombia with India and vice versa and finally welcomed everyone to participate in the event happening during October 2010. He even assured that the Visa Formalities would be completed in 3 working days subject to proper documentation in order to ease the pressure of the participants.

Chief Guest, H.E. Fernando Ras - Hon'able Consul General of Argentine made a Power Point Presentation presenting the facts of Argentina, along with the Trade Figures of Argentine with other countries. He put light on the importance of the MERCOSUR Trade. He has welcomed all Indians to visit Argentina and has assured Visas between 24 to 72 hours subject to proper documentation and the Consul would issue Multiple Entry Visas of 1 year for Business Visits and 3 months for Tourists.

Mr. Hemang Mehta & Mr. Sachin Killekar, Thermo Fisher Scientific Pvt. Ltd. Made a Power Point Presentation on "Hazards of γ (gamma) Radiation in Steel & Scrap Industries and The Solutions Available"

Mr. Akash Raghav, AGM, ICICI Bank made a Power Point Presentation on "Importance of Hedging for Exporters"

Mr. Rajat Srivastava, Regional Director, EEPC INDIA (Western Region) made a Power Point Presentation on INDEE-COLOMBIA 2010 that has been organized in association with FERIA INTERNACIONAL DE BOGOTA (Metal Working, Industrial Machines, Equipment, Plastic Packaging, Energy & Allied Services Fair) to lay a platform for Indian Exporters looking forward to explore the Latin American Markets in the coming future as well as being part of the biggest Industrial Show of **the Andean Region of Latin America** consisting of Colombia, Bolivia, Ecuador & Peru as its Members and Argentina, Brazil, Paraguay, Uruguay & Chile as its Associate Members; **Central America** and **the Caribbean**. He mentioned that Rs. 1,80,000/- grant will be available to eligible members towards Airfare & Booth Cost.

Interactive Question & Answer Session - This session was especially organized for the members who are already participating or are in doubts of still participating in the INDEE-COLOMBIA, thereby shooting questions to the Respected Officials on the dias and get appropriate answers clearing any their doubts thereby making it sure that they've made the right decision or for those who have not yet made their mind to make the decision.

Mr. Vasant Kotadia, Dy. Regional Chairman, EEPC INDIA (Western Region) gave the vote of thanks to the Chief Guests H.E. Mr. Juan Alfredo Pinto, the Honorable Ambassador of Colombia & H.E. Mr. Fernando Ras, the Honorable Consul General of Argentina for having spared their valuable time educating the members of EEPC on the potential of trading with Latin American Countries and Colombia & Argentina in particular.

He thanked the Sponsors PLEXCONCIL, Thermo Fisher & ICICI Bank in uniting with EEPC India to organize such an educating seminar for our members. He thanked the members without which the seminar would not have been possible. He requested everyone to join for lunch.

Members present found the Seminar to be very useful and the same was communicated verbally as well as through the Feedback Forms.